

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

NOT LIKE OTHER BISCUITS.

CARR & CO.'S ORIGINAL



CAFE NOIR

has a flavor and delicacy all its own. Your customers want it, and you cannot afford to let them buy it elsewhere.

FRANK MAGOR & CO.,

Canadian Agents.

16 St. John Street, MONTREAL

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

MORE
 TION
 rison

THE CANADIAN GROCER



GOOD PROFITS and MANY FRIENDS

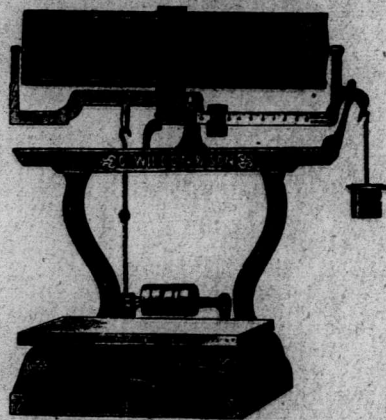
... are made by selling ...

MILLAR'S PARAGON CHEESE

Manufactured by

THE T. D. MILLAR PARAGON CHEESE CO.,
INGERSOLL, ONT.

AGENTS—W. H. Dunn & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carman, Winnipeg. Martin & Robertson, Vancouver and Victoria, B.C.



False Economy

To do without a good scale. Why, a poor scale can lose for you hundreds of dollars, and you won't know where you lost it either. Good grocers have found out our Computing Scales **save for them money.** Allow us to show it to you. Send a post card, and we will call—you will be under no obligation to buy.

C. WILSON & SON

69 Esplanade Street East,

TORONTO, ONT.

Modern Merchandising

Demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system.

See here:



If a Man Wants Credit

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

For Sale in
Canada by

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

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

Symington's

"Edinburgh" Coffee Essence

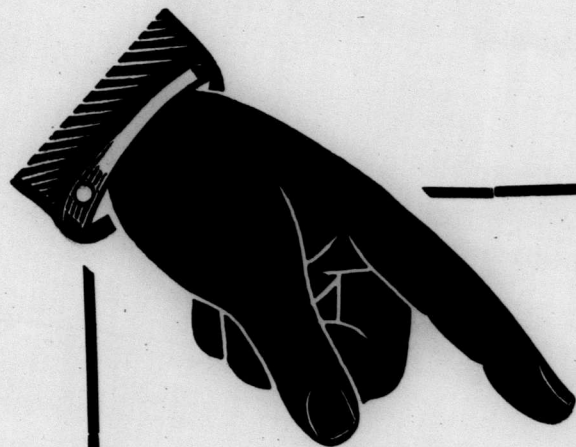
Is the Purest and therefore Best and Cheapest!

Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

THOS. SYMINGTON & CO.,
EDINBURGH and LONDON.

Agents, **W. B. Bayley & Co.,** Toronto



"Wheat Marrow"

This is but the second advertisement in the "GROCER" on that ideal, wholesome, nutritious Breakfast Food, "Wheat Marrow," yet already the demand for it has gone far and beyond our fondest expectations. Remember, please, it is wholly different from all others—made entirely from the glutinous portions of the choicest Winter Wheat. If you are not one of the grocers who are ordering it, you are losing large profits—**larger than you'd expect!**

"Griffin" Brand Dried Fruits.

The acme of perfection in Dried Fruits is the "Griffin" Brand—Dried Apricots, Seeded Raisins and Prunes. "From grower to you"—right from the largest Vineyards on the Pacific Coast. For your holiday trade they are the finest goods you can sell—**finest, because perfect!**

ARTHUR P. TIPPET & CO., Agts.,
8 Place Royale,
Montreal.

23 Scott St.,
Toronto.

**Annual Sales
Exceed
33,000,000 lbs.**



**Grand Prix
Highest Award,
Paris 1900.**

The extraordinary success of **CHOCOLAT-MENIER** all over the world, is rivaled by "**MENIER'S BREAKFAST COCOA.**" This Cocoa is absolutely pure. Sold this year for the first time in Canada and the United States, its sale is already enormous.

Ask your wholesaler for it. If he will not supply you, write to **HERDT & CO., 180 St. James Street, Montreal, Canada.**

A GOOD MARGIN OF PROFIT FOR THE RETAILERS.

"Celebrate Yourself"

The easiest thing in the world to do, especially when you sell good goods. Have you seen the new **Pure Gold Spice Package** and Counter Carton? It's a perfect design and a good profitable seller for the popular prices—5c. and 10c. Samples Free.

Pure Gold Co., = Toronto



A Winner!

The efforts you are making to win new Cigar trade (especially for the holidays), will be helped beyond measure by stocking up with an assortment of my Cigars. This is no idle dream—I can prove it by actual facts.

My "Pharaoh" 10-cent and my "Pebble" 5-cent Cigars are "winners." All I ask is a chance to prove it to you. Let me send you an assortment at my own expense—I'll take all the risk myself.

Payne's Cigars.

J. BRUCE PAYNE, Mfr.,
Granby, Que.

Mince Meat

The quality that will please your customer—that toothsome, palatable, wanted-again kind of Mince Meat that causes the customer who has once bought it to come back and ask again for the same kind of Mince Meat she got before.

- In 5-lb. fibre pails.
- In 7, 14, 28 and 60-lb. wood pails.

Ask your wholesaler for quotations or write us direct.

T. A. LYTLE & CO.,

124-128 Richmond St. West,
TORONTO.

Going Up! Up! Up!

Rolled Oats have reached a pretty stiff figure, and, owing to the short crop this year, it is quite likely they will go still higher. Something else keeps climbing up, too—that is the sale of

PAN-DRIED OATS.

Every week shows an increase over the corresponding week of last year. Good proof that people are more and more using the reliable kind, and a large number of grocers are appreciating the wisdom of selling only "TILLSON'S."

No matter how far away you may be, we will be pleased to hear from you—no order too large for our capacity—none too small for our attention.

THE TILLSON CO., Limited, Tilsonburg, Ont.

JAPAN TEA

— IS —

TEA THAT IS TEA
AND EVERY POUND OF IT IS PURE.

TEA

being an article about which Canadian people are most particular, it becomes a matter of much importance to every grocer that this department of his business be given extra careful attention, and to see that all his teas are free from mixture or deleterious ingredients.

JAPAN TEA

being the purest, cleanest, most wholesome and invigorating tea imported into Canada, it is perfectly natural that Canadians prefer it above all other kinds, and, therefore, the grocer who is desirous of giving his tea department one steady push forward, will find **JAPAN TEA** a powerful factor towards helping him in this respect. Every element necessary to the production of high class, healthy tea is found in the beautiful loamy soil of **JAPAN**.

JAPAN TEA

*Is Tea that is Tea, and Every Pound
of it is Pure.*

JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.

Trafalgar Chambers, Sun Life Building.
Annex.

Tel. Main 4142. MONTREAL, CANADA.

**THE TIME TO INSURE IS
NOW**

While you are **WELL, STRONG** and **INSURABLE**.

THE
**Confederation
Life**

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

**PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.**

Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B.,
PRESIDENT.

W. H. Beatty, Esq., W. D. Matthews, Esq.,
VICE-PRESIDENTS.

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

HEAD OFFICE. - TORONTO.

BE READY!

to meet the requirements of the starch user by handling and commending the celebrated and well-known

**IVORY
GLOSS
STARCH**

and your opportunities for winning trade will be greatly increased.

It can be depended upon to give good results.

It contains no injurious ingredients.

It sells at a price that pleases the consumer and yet nets a good profit to the retailer.

Manufactured by

**The St. Lawrence Starch Co.,
Limited,**

PORT CREDIT, ONT.



FOR THE LADIES' SAKE

buy a good reliable line of Extracts. You cannot do better than sell

"R. F." FOR 10c. AND "GOLDEN QUINTESSENCES" FOR 25c.

The goods are always right and the profits also. We please the grocer and his most particular customers.

ROBINSON MFG. CO., - TORONTO.

BULK MINCE MEAT

A good profitable line for the grocer to sell. Be particular and get the best.

"Neilson's" Home-Made Mince Meat

Put up in 2-lb., 5-lb. tins; 12-lb., 27-lb. pails; 65-lb. tubs. Made from the choicest materials—will please your trade—it's guaranteed. Write for prices.

Tel.—Park 294.

WM. NEILSON, 60 Lynd Ave., TORONTO.



The Australasian Grocer

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

Subscription \$2 50 per Ann.

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

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

AMERICAN OFFICES:
New York, - - - Park Row Building.

BRITISH OFFICES:
London, - - - 42 Cannon St., E.C.

Specimen Copies Free on Application.

GREECE'S CHOICEST PRODUCTIONS



PARADISE BRAND
SELECTED CURRANTS.

CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT - **W. H. GILLARD & Co.** - SOLE AGENTS. HAMILTON, ONT. FOR CANADA.



HAY CASTLE BRAND
CHOICEST SELECTED CURRANTS

CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT - **W. H. GILLARD & Co.** - SOLE AGENTS. HAMILTON, ONT. FOR CANADA.

Now in stock in cases and half-cases.
W. H. GILLARD & CO., Wholesale Grocers, **HAMILTON**

DOLLARS

are made by

selling . . .

PATERSON'S SAUCE.



Rose & Laflamme
Agents **MONTREAL.**

Batty & Co.

ESTABLISHED 1894

LONDON.




OLIVES AND PURE OLIVE OILS.



INDIAN CURRIES AND CHUTNIES.

Makers of High-class

PICKLES OF ALL KINDS.



SAUCES OF ALL KINDS.

Trade between Canada and the West Indies.

CHATS WITH MEN FROM DEMERARA AND TRINIDAD.

TALK WITH A MAN FROM DEMERARA.

MR. CHARLES GUY A. WYATT, of the firm of Sandbach, Parker & Co., Demerara, British Guiana, was a visitor in Toronto the other day. When Mr. Wyatt left Demerara a few months ago for Great Britain, it was not his purpose to make Canada a stage in his journey. Some business matters, however, which developed during his sojourn in the Mother Country caused him to turn aside to the Dominion on his homeward journey. It may be selfishness on my part, but I for one was not sorry that there was a digression in Mr. Wyatt's original itinerary, for he was a most engaging conversationalist and talked in an interesting manner about British Guiana and her trade.

Mr. Wyatt is very desirous of seeing trade between Canada and his country developed beyond its present limited character.

DEMERARA SUGAR EXPORTS.

"We export," he said in reply to a question about 100,000 tons of raw sugar annually. On an average, practically 80 per cent. of it goes to the United States and nearly 20 per cent. to England. All that goes to Canada is the small fraction that is left. A little more came to Canada last year, it is true, but even with the increase the total meant but very little.

"Not only is the United States taking our sugar, but we are taking their products and in larger quantities than before. The machinery for our sugar mills we used to get from England, but we are now getting it from the United States. People are going to buy where they can sell. We cannot send steamers one way with full cargoes and bring them back empty. The countervailing duty on European bounty-fed sugar imposed by the United States is practically a discriminating duty in favor of West Indian cane sugars. This countervailing duty allows us to get our sugar into the United States on the same level as the bounty-fed sugars of Europe."

"What about the Canadian preferential tariff?" I asked.

U. S. COUNTERVAILING TARIFF.

"The Canadian preferential tariff does not meet the case. It still leaves the United States tariff more favorable to us. If Canada would put on a countervailing duty, the

same as the United States has done, sugar would come this way. Trade between Canada and the West Indies hinges on sugar."

"Are you in favor of reciprocity with the United States?"

"The United States is the only nation on the earth that has done anything for us. We have a market there, and we are ready to do anything within reason to keep it."

"British Guiana," continued Mr. Wyatt, is larger than the United Kingdom, but the country has never been opened up. The population, which is nearly all the result of immigration, is about 300,000, of whom 50,000 are in Georgetown, the capital. The population is nearly altogether confined to the coast line. We have a gold mining industry, but I suppose that up to the present time every dollar's worth of gold got out has cost two dollars. Diamonds of the first water are found, but they are very small. They tell me in England, however, that wherever there are small diamonds large ones must be."

"What products do you think British Guiana could take from Canada?"

"Everything that comes from the United States. And what applies to British Guiana practically applies to the whole of the West Indies."

"How about the sugar-making methods employed in British Guiana?"

"They are more up to date than those employed in any other part of the British West Indies. Nearly every cent the proprietors of the mills have made has been put into new and improved machinery and plant."

CHAT WITH A MAN FROM TRINIDAD.

ON Monday last I had an interesting chat with Mr. Robert S. Reid, of Gordon Grant & Co., Trinidad, British West Indies. Mr. Reid, like Mr. Wyatt, was on his way home from a visit to Great Britain. His visit to Great Britain extended over a period of six months, during which he evidently grasped every opportunity of drawing the attention of the people there with whom he came into contact to the necessities of the West Indies.

"Canadian trade with Trinidad," said Mr. Reid in reply to a question, "is growing all the time. A good deal of what we formerly bought in New York now comes from Canada direct."

"Of what lines do you speak particularly?"

TRADE GROWING WITH CANADA.

"Particularly of flour, cheese and butter. In these articles trade is growing, and I think it will continue to grow. Potatoes is another Canadian product in which our trade is increasing. These increases are due largely to the direct line of steamers that are now run between Canada and Trinidad and other parts of the West Indies by the Pickford & Black Co. Before these direct steamers were put on, the little we imported from Canada came in small sailing vessels whose chief cargo was fish and lumber."

"Do you consider the Canadian preferential tariff of any benefit to Trinidad?"

"I think it is going to help trade a great deal. The one-third reduction in the tariff, although not quite, is nearly as favorable to our sugars as the United States countervailing duty. A countervailing duty in Canada on European bounty sugar would be better for us than the present preferential tariff, for it would necessitate the Canadian refineries using more cane sugars. It is having this effect in the United States at any rate. The more sugar you bought from us the more goods would we buy from you. We go to New York to buy because they buy from us."

"Cocoa is one of your chief industries, is it not?"

"Yes; and our trade with Canada is increasing, and with the United States it is increasing very much."

CANADIAN FLOUR.

"How is Canadian flour taking in Trinidad?"

"It is taking all right. There was some dissatisfaction at one time, when the flour was shipped to us by middlemen, who would buy flours of different quality but ship it to us under one brand. In this way, of course, the quality was not uniform, and dissatisfaction was naturally the result. Now the millers are shipping direct, and they are shipping the right stuff."

The question of reciprocity naturally came in for some consideration during our conversation.

THE RECIPROCITY QUESTION.

"As far as reciprocity between Trinidad and the United States is concerned," explained Mr. Reid, "opinions in our country

RISING SUN
STOVE POLISH *and* **SUN PASTE**
STOVE POLISH
CAKES
WELL KNOWN AND RELIABLE
IN TINS
GUARANTEED TO THE TRADE

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.

are strongly divided. There are a good many who are against it and want a treaty with Canada. And there are a good many who favor the United States and not Canada. Sugar and cocoa are practically the dividing lines. The sugar interests would like a treaty with Canada, but in order to get our sugar into Canada under a lower tariff, we would, of course, be compelled to lower our tariff on flour and other articles from the Dominion. This might, some fear, offend the United States. As the United States takes the greater part of our cocoa, those engaged in the latter industry fear retaliation upon their product. The difficulty lies in satisfying both interests. Both industries are about of equal importance, although sugar employs relatively more labor. We export, roughly speaking, about 60,000 tons of sugar, and, as it is estimated that one man is employed to every ton of sugar produced, it means that 60,000 men find employment in the industry."

PREFERENTIAL TARIFF WITHIN THE
EMPIRE.

Mr. Reid is in favor of a preferential tariff within the British Empire. "But," said he, "I do not think we shall see it, at any rate for 10 years. During the four months I was in England I could find no one who would give me any encouragement. However, I have some hope that Mr. Chamberlain will do something for the West Indies after the Boer war is settled."

In reply to a question, Mr. Reid said that the chief articles on which Customs revenue was raised in Trinidad were flour and rice, the duty on flour being 80c. per bbl. and on rice 52c. per 100 lb.

Gordon Grant & Co., of which Mr. Reid is a member, are large commission merchants and bankers, and, in their latter capacity, sell drafts on Canada. In fact, they are the only ones in Trinidad—either bankers or merchants—who do so.

CANADA'S TRADE WITH BERMUDA.

From The Maritime Merchant.

WHILE Canadian exports to the British West Indies have not shown a very encouraging increase in volume during the past decade, it is pleasing to note that we are each year selling more and more goods to the little island of Bermuda. Mr. W. T. James, who is one of the leading importers at Hamilton, the capital of the Island, was in Halifax last week, and in an interview with The Merchant stated that the increase in Bermuda's imports from Canada from year to year has far exceeded the expectations of those who first attempted to develop the trade. In contrasting the old and new conditions he said:

"I think it was in the month of September 1888 that the first boat of Pickford & Black's line made her initial trip on the Jamaica route calling at Bermuda, and I think the trade returns of that year will show total imports from Canada of about 5,000 barrels and perhaps not as much as that. From October to February of last year, five months only, steamers of the same line landed no less than 55,000 barrels, an average of 11,000 barrels a month, or 132,000 barrels a year. I remember quite distinctly when the misunderstanding arose between the Cunard steamers and the Imperial Government with regard to a subsidy and the old boats were withdrawn.

"My esteemed friend, the late Captain Crowell, and I, discussed the advisability of putting on a steamer. He favored a small boat and no accommodation for passengers, the idea being to minimize expenses as much as possible. I said to him: 'No, Captain Crowell, I believe that this business is bound to expand and that the better the boat and the more accommodation it can give, providing it does not cost us too much, the greater are our chances for success.' The speculative discussion ended there, but I can now see that even my most sanguine

expectations were far short of what the business has, in course of time, grown to be. I dare say you know that I am the agent for the Canadian boats at Bermuda and of course am much interested in the success of the line. I do all that I can to put business in the way of Canadian houses and except in a very few cases, I have every reason to feel satisfied with the values obtained and the treatment received. I buy all my flour in Canada and am slowly but steadily increasing my purchases. I buy canned fruits and vegetables from the Simcoe Canning Co., and have found their goods to be better quality than the American. Some few years ago I began importing creamery butter from Nova Scotia and found it so satisfactory that I purchased an interest in a creamery at Lawrencetown and arranged to take its whole output. In addition to this I get a large quantity of a similar article from Smith & Proctor, of Halifax, and I must say that both in quality and price they have given me entire satisfaction."

Asked as to why so much trade in the line of provisions is sent to New York, Mr. James said that throughout the group of Islands there are many small merchants, and each one wishes to do his own importing. Orders are sent to such firms as Austin Nichols & Co., of New York, for as small amounts as two boxes of cheese, a few boxes of soap and five or six cases of canned goods. As a result, it is no uncommon thing for the New York steamer to have no less than 200 complete sets of B/L on one trip. Mr. James thought that perhaps New York prices were a little finer than the jobbing prices at Halifax, but, with the Island in a prosperous condition and the standing of the trade substantial, he sees no reason why business might not be developed from Canadian ports to advantage. Mr. James imports the bulk of his tea direct from Ceylon, which he finds a better market than London. He is agent for one of the best tea companies at Colombo.

AN ENQUIRY

If you have one for **First-Class Japan Tea** buy our

“R.T.S.”

We also have the celebrated “**KIJI**” and “**L.S.**” brands.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton, Ontario

IN A MOMENT OF WEAKNESS

in prices of Canned Goods we hit upon something good, consequently this is what we are doing now :

F.O.B. Trenton, we offer :

300 Cases “Lakeport” Tomatoes, 77 ½c. Net.	375 Cases “Delhi” Tomatoes, 82 ½c.
300 “ “ Corn, 72 ½ “	355 “ “Thistle” Peas, 77 ½
200 “ “ Peas, 75 “	450 “ “Delhi” Corn 75

In Toronto :

Tap Figs on spot, 3c. 90/100 Prunes, 50-lb., 5 ½c. Canned Plums, 90c., and many other interesting items.

JOHN SLOAN & CO., - - TORONTO.

ALEXANDER TURNER.

LLOYD T. MEWBURN.

ALEX. G. OSBORNE.

CAMPBELL S. TURNER.

JAMES TURNER & CO.

WHOLESALE GROCERS,

HAMILTON.

SAMUEL VILA, “Alberta,” Calgary,
Representative for British Columbia and Alberta.

C. H. ROSS, “Leland,” Winnipeg,
“Kaministiquia,” Fort William,
Representative for New Ontario and Manitoba.

Controllers and Wholesale Agents for the Celebrated Brands of

Package Teas:

“Ram Lal’s,” “Golden Age,” “Khaki,” “Mascot,”
and “Bobs,” Bulk Blend “Rangnugger” Tea.

Coffees:

“Mecca,” “Damascus,” “Cairo,” “Sirdar,” “Zacapa.”

Wholesale agents
in Canada for... **TADDY’S** justly-famed Old English Tobacco.

NEW GOODS NOW IN STORE

Sockeye Salmon. "Clover Leaf" and "Horse Shoe." (Talls.)

Currants. Cases and half-cases Fine Filiatras and Amalias.

Figs. Eleme—4 Row, in 10-lb. Boxes.

Raisins. Arguimbau, Trenor, and Whiting—Selected and Fine Off-Stalk.

Sultanas. Brands Good and Fine.

**THOS. KINNEAR & CO., Wholesale Grocers,
49 Front Street East, TORONTO.**

HINTS TO BUYERS.

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

T. KINNEAR & CO. are in receipt of a shipment of evaporated apples in 50-lb. boxes.

New Hallowee dates arrived this week for the different wholesale houses.

A line of Sultana raisins is being offered at a low figure by John Sloan & Co.

H. P. Eckardt & Co. are offering Batger's mixed peel, cut, in 1-lb. pkgs.

John Sloan & Co. have a car of new prunes and apricots just in.

T. Kinnear & Co., have received a shipment of "Tea Rose" drips, in qts., ½-gal., gal. and 5-gal. tins and also ½-bbls.

The Eby, Blain Co., Limited, have just received another car lot of "Tea Rose" drips and "Imperial" maple syrup in tins and half-bbls.

A. F. MacLaren, Imperial Cheese Co., Limited, are in receipt of a shipment of 80 baskets of Gorgonzola cheese. This stock is of prime quality.

One of the talked-about advertisements

in the Special Number of THE CANADIAN GROCER was Mayell & Co.'s, on inside front cover. It was bright and "spicy" in more ways than one, and orders for the assortment are beginning to come in rapidly.

The Eby, Blain Co., Limited, have just passed into store a carload of New Orleans molasses, in barrels and half barrels.

Buyers of Porto Rico, Barbadoes and New Orleans molasses should communicate with H. P. Eckardt & Co.

Victorine, Montreal, are offering free samples of their "Victorine" to any members of the trade who have not yet tried the article, and are willing to take the trouble to ask for a sample.

R. W. Hannah, Board of Trade building, Toronto, is open to buy a few carloads of good yellow Danver onions, in barrels preferred. If you have any to offer, write him.

Canned fruits in 2, 3 lb. and gallon tins are being sold by H. P. Eckardt & Co. at low prices.

N. Rioux & Cie, wholesale grocers, Quebec, are calling the attention of the trade to their assortment of canned goods, wines and liquors, as well as the other lines that go to make up the grocery trade. They are

among the most extensive handlers of creamery butter in the Dominion.

E. D. Marceau is just receiving a line of Moyune Imperial gunpowder, which shows extra fine value in cup quality. He has also a nice little order of genuine Formosa Oolong and some fine scented Orange Pekoe—all new and fresh.

"Eureka" brand maple syrup in 5-gal., 1-gal., ½-gal., and quotations may be had from H. P. Eckardt & Co.

Potatoes are coming forward more freely now, and from some sections the stock is remarkably fine, though in others the crop is a failure. R. W. Hannah, Board of Trade building, Toronto, makes a specialty of filling orders for carlots. If you want a car, wire him for quotations on same delivered at your station.

INQUIRIES AND ANSWERS.

Fred L. Kimball, Waterloo, Iowa, writes

If you are able to supply us with the information we would thank you for a list of good people who handle eggs and poultry in England.

[REMARKS: Possibly some of our readers may supply Mr. Kimball with the desired information?—THE EDITOR]



Did some person say that

MacLaren's Imperial Cheese

in white opal jars was not the first to be introduced?

It's possible, but,

He that was first is now last and

We who were last are now first with all grocers.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, 51 Colborne St., Toronto

THE DAVIDSON & HAY, LIMITED

IMPORTERS
AND
WHOLESALE GROCERS

TORONTO - ONT.

TRADE CHAT.

IN Hamilton, on October 28, the city council passed, without opposition, a by-law prohibiting the use of trading stamps after January 1, 1901.

Among the exports to the United States this week there were 28,750 lb. of "Salada" tea.

Jos. Baltzer, who has purchased the grocery stock of Mrs. Jell, Preston, is carrying on business in the same premises, and will dispose of the entire stock.

The new soap factory of Werlich & Pritchard, Preston, is expected to be soon under roof, as the work is being pushed ahead rapidly, so that it will soon be in operation.

John Lindsey and John H. Meir, formerly in business in Owen Sound, have returned from Walkerton to that place where they intend opening a general store on Union street next week.

Louis de Forest, grocer, McAdam Junction, N.B., was brought to St. John, on October 23, with brain fever. Dr. Holden is attending him at the home of C. W. de Forest, his brother.

On October 23 the arbitrators appointed to settle the amount due the Maritime Mill-

ing Co. from the National, Phoenix of London, Guardian, and Union insurance companies filed their award at Halifax. The award is understood to be unanimously in favor of the milling company for the full amount of its claim.

The official returns show that the gold shipments from Dawson for September amounted to \$3,000,000. This brings up the total for the last four months to \$21,640,000.

In Petrolea, a meeting of those interested in the establishing of The Pampton Creamery Co. was held in the packing company's office there, and preliminary arrangements were made for organizing the company. The capital is to be \$5,000, divided into 250 shares of \$20 each. They are now circulating the papers for stock subscriptions, and doubtless the company will be soon thoroughly organized and placed on a firm financial basis.

PERSONAL MENTION.

Ernie Hustwitt, the popular traveller of The A. F. MacLaren Imperial Cheese Co., Limited, boarded the train Monday morning for the West. "His grip contains samples of the world's finest products," remarked a member of the firm.

A NEW CHEWING GUM FACTORY.

Mr. S. T. Britten, founder of S. T. Britten & Co., and originator and manufacturer of the "Red Jacket" chewing gum, is now in the city of New Orleans putting up a factory to make that brand of gum.

Two years ago Mr. Britten amalgamated his business with that of The American Chicle Co., and now takes a practical interest in the company. He has just finished a large factory at San Francisco, erected for the interests of the company, where they make the "Red Jacket," "Tutti-Frutti" and Beeman's "Pepsin" gum brands.

The company has a capitalization of \$9,000,000 and has in all nine factories manufacturing nothing but chewing gum. It is gratifying to see a Canadian taking such a high position in so large a concern.

EGYPTIAN MUMMY CORN.

A friend of Samuel Wilson, a Sandwich West Ontario farmer, gave him a small quantity of corn which had been procured from the covering of an Egyptian mummy, thought to have been interred over 20 centuries ago.

The seed was planted and in due course of time cornstalks developed, and the ears ripened. The corn is bright red in color and bears no similarity to the native Canadian cereal.

This was a case of corn that was cast on a mummy being seen after many years.



UPTON'S

MARMALADE

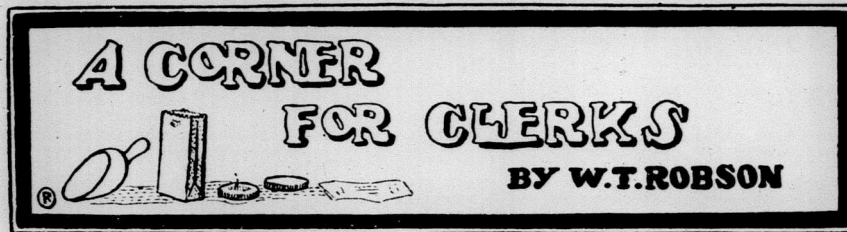
**UPTON'S
MARMALADE**

is quite the equal of any imported goods, and although superior to any Canadian Product, the price is as low as any on the market.

A. F. MacLAREN IMPERIAL CHEESE CO.,
51 Colborne St., Limited,
Toronto,
Agents

JAMS and

JELLIES



SECRETARIES PLEASE REPORT.

WILL the secretaries of every grocery clerks' association in the Dominion kindly send to me a report of each meeting? There are thousands of grocery clerks not members of any organization for clerks, but they are deeply interested in every movement pertaining to clerks, and desire to keep posted in what is being done in the associations. Others are asking for rules and regulations with the object of forming other branches. This winter promises to be one of the best in the history of organizations for clerks, judging from the reports I have heard from members.

STORE HOURS.

"Clerk" asks: "How long should a grocery store remain open?"

Merchants have told me it never paid them to keep open after 7 p.m., but they continued to keep their clerks at work simply because their competitors remained open. From 7 a.m. until 7 p.m. is long enough hours for any ordinary grocery store to be doing business. If a man works faithfully that long he has done his duty, according to my way of thinking. Saturday night close at 10, that is late enough, for all can easily do their buying before that hour. There are some customers, if you remained open until 11.30 p.m., who would come in five minutes before closing time. Village stores generally remain open longest, and yet their people retire earlier than those of larger towns. In the large towns and cities stores generally close at a sensible time. If the business could be done from 8 a.m. to 6 p.m., as in some grocery stores in the cities, what a boon it would be to the clerks.

There has been a great improvement in shorter hours for grocery stores during the last few years, and I think the public and the merchants are both becoming more educated on this matter and better hours are coming.

CANNED GOODS FROM THE DEEP.

"F.G." tells of a sale of a large quantity of canned fruits or vegetables which had been sunk in a wreck for so long a time that the labels were completely destroyed, though the contents were unaffected. This seemed a hopeless lot of goods for any grocer to buy, yet they were sold to a mer-

chant, who varnished all the cans, making the outside look clean; then he put the following card up:

I am a can of something good,
I'd tell my name if I but could,
For I was sunk upon a boat
And lost my name and pretty coat;
But still I'm sound and very sweet—
Fit food for kings and queens to eat.

The price was placed on them and the public snapped at them, not knowing if they were buying peaches, tomatoes or pumpkins. And the lot was disposed of at a good margin of profit. The man who conducted this sale has a brilliant future before him.

A FIRST POETIC OFFENCE.

"C.W." pokes fun at my verse of Oct. 18. This is my first offence. I promise to reform. It might not have happened had I not been celebrating the visit of the "Dook."

TEA AND COFFEE.

"R.F.D."—The cost of tea to a family is very much cheaper than coffee. One pound of tea is said to make 250 cups. One pound of coffee will make 35 cups. Thus, it requires nearly 8 lb. of coffee to produce as much beverage as 1 lb. of tea. Don't push your cheap teas and coffees. Have a good price for reliable goods.

STORE-CLEANING TIME.

"B.J."—This is the time for making your store look well for the winter. The season of dust and flies is now over. This is store-cleaning time. Just as the women folk have their house-cleaning time, so should the grocery clerks have a time to rearrange the store, clean up and generally go through the stock. It pays well for the time invested. In fact, it is absolutely necessary in most grocery stores, and should be done thoroughly from cellar to ceiling, under the counter and in every nook and corner. If you have not the time to do this, see that it is done by others.

DON'T BE JEALOUS.

"E.W."—It never pays to be jealous in business. Every person understands why a man speaks mean of his competitor, and it rebounds on the man himself. Don't do it. If you can't say something good don't say anything bad. One should always re-

member this, if possible; yet we so often forget.

COOKED MEATS.

This is a department of the grocery business which has made wonderful strides during the last few years. The growth of this business has been remarkable, and it is permanent also, because of its practicability, obviating the time and necessity of cooking in the family, especially when the good wife wants a hurried meal. This is a department which can be developed with grocers. All that is required is to keep the trays, knives and utensils scrupulously clean and have the best goods obtainable. Place them prominently before your trade and you will be surprised at their sale.

The sale of cooked meats is not confined to the summer months, although a much larger quantity is then sold. The number of customers is increasing who use these meats for Sunday dinners where no servant is employed. The housekeeper can go out to service in the morning, and, on her return, can have a rice dinner ready in a few minutes' time with very little labor and no danger of soiling hands or clothes. Stores which have no facilities for the handling of fresh meats can do a cooked meat business with very little room, with no danger of waste and small amount of investment, as the stock must be renewed frequently.

FIRST IMPRESSION.

"P. McB." The first impression customers have of a store often determines their trade. If they are promptly and pleasantly served they will come back again. Should they, on the other hand, be indifferently treated, having to wait some time before they are spoken to, it is very probable they will not return. You should always look after the strangers. If possible give them a little extra attention. It is possible to size up the success of an establishment just by the manner they treat their customers. The people who value your trade generally get it. Those who are indifferent to your interests will lose it. Look after your customers at all times.

MACHINERY DISPLACING CHINAMEN.

New automatic machinery is being introduced in the British Columbian canneries, which threatens to largely displace Chinese labor. One of these machines was placed in Boutelier's cannery near Vancouver to finish the tail end of the pack. When the Chinese found that the machine was doing much of the work formerly done by hand they struck. It is said that the Chinamen in the Northern factories have refused to contract for next year's pack because of the introduction of this machine.

Grocers should remember that Royal Baking Powder is never peddled. Consumers are supplied only through retail dealers.

It is the honest advertising which the Royal Baking Powder Company does that aids and protects grocers more than they sometimes remember. It trains the housewife to buy standard goods at reliable stores and to not patronize peddlers. Peddlers are the bane of honest grocers.

Grocers should keep a full, live stock of Royal Baking Powder, remembering that every sale of it is a blow at the peddler and a strike for honest dealing in high-class goods.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE APPLE TRADE.

A CABLEGRAM was received this week by Eben James from Woodall & Co., saying that only odd lots of apples were selling and that the market is active for both Canadians and Nova Scotians; at Ribstons, 23s. to 28s., Blenheims, 18 to 21s. 6d., Kings, 20 to 25s. The shipments of apples last week to Liverpool, London and Glasgow reported were 4,311 bbls. from Boston; 15,364 bbls. from Montreal, and 21,719 bbls. from Halifax, as compared with 40,311 bbls. from Boston; 31,381 bbls. from Montreal, and 16,264 bbls. from Halifax to the same points last year.

CEYLON TEA STATISTICS.

O'Leary & Co., Colombo, Ceylon, under date of September 21, report as follows, regarding the tea market:

About 23,639 packages have been offered since our last of which 19,389 passed the hammer at an average of 37 cents. Prices generally, are firm, although a little irregular. There has been a good demand for all good tippy broken. Common to medium sorts we may quote a trifle easier. The quality continues good. Shipments to the United Kingdom for first half of September were 4½ million lb., and we estimate shipments for the whole month at 6 million lb. The Chamber of Commerce quote shipments from January 4 to September 16, 1901:

	lb. in 1901	lb. in 1900
London.....	74,739,177	81,965,258
Germany.....	318,102	252,638
Russia.....	6,618,193	6,283,661
Other Countries in Europe..	581,145	542,762
Australia.....	14,686,764	11,433,186
America.....	1,847,667	3,435,046
China.....	2,061,349	931,371
Africa.....	222,904	145,246
Other Countries.....	1,059,848	648,339
	102,135,149	105,637,597

THE SUGAR CANE CROPS.

Willett & Gray say: "The total increase in the new beet and cane sugar crops of the world is estimated at 817,311 tons. It will be noted that the total increase in the world's production in two years is nearly 2,000,000 tons, cane showing rather more increase than beet, against which, probably 1,000,000 tons will be required for increase of consumption and for the filling of depleted stocks. The million tons excess production is the cause of the present depression in the sugar markets and of the low prices ruling."

CURRENTS IN LONDON.

With the arrival of the Zringi, bringing an assorted cargo of desirable fruit, market business has shown a considerable improvement. Prices for all qualities are maintained at a firm level, quite as much by the eagerness of buyers as by the stronger attitude of holders, who, however, seem daily less inclined to make any reductions in the price of their fruit. Several further cargoes are now afloat for London, but the volume of shipments from Greece up to the present has been too small to allow of the accumulation of stocks which generally takes place at this time of year. Nor is there any prob-

ability of any early change in these conditions, Greek holders showing a determined inclination not to make heavy consignments of unsold fruit to English markets. In this position they are supported by an excellent demand from all other consuming countries, which, it must be remembered, were, like England, practically cleared of stocks before the new season commenced. The quality of the present crop continues to be a matter for general congratulation.—Produce Markets' Review.

CANNED GOODS IN LONDON.

There has been a much better market inquiry for salmon during the past week, and prices are slightly firmer in consequence. Stocks on the spot, especially in the better grades, are now being considerably reduced, and, as the new arrivals by sailing vessel cannot reach here before February or March next, it would not be surprising to see a further improvement in valuations take place at no distant date. Owing to the failure of the sardine fishing on the French Coast the market is very firm, particularly for 18-oz. tins, which, at the moment, are in very poor supply, and valuations are gradually advancing. Californian fruits are still comparatively slow of sale, which is surprising considering the low and attractive prices at which these goods can be bought. The large crop of English-grown fruit has undoubtedly interfered with the demand, but, now that these supplies are practically over, a better inquiry may be looked for.—Produce Markets' Review.

COAST PRUNES EASIER.

The lower offerings from responsible packers on the Coast are taken to indicate a weakness among holders and a pressure to sell. The prices quoted show a decline from the last previous offering of ½c., and it is stated in some quarters that bids on round lots are being solicited from the Coast at a shade under these figures. The tendency of the market is also somewhat lower on Oregon prunes. A private letter touching on the Coast situation, says: "The market here is easy and there is considerable anxiety noted among holders in all quarters to sell. The trade in the section east of the Mississippi river is buying slowly, and it looks like a slow business for the fall. The old crop is a drag on the new and amounts to about 30,000,000 lb."

CALIFORNIAN ORANGE OUTLOOK.

In connection with the new crop of Californian oranges, shipments of which are expected to begin within the next two weeks, Mr. E. S. Moulton, of Moulton & Greene, Riverside, Cal., who is in New York, says: "Estimates on the crop made early in the season have been revised, and now instead of showing a probable output in excess of that of last year the prospects favor a crop about 20 per cent. short of the early estimates. Last year's output figured up to about 25,000 carloads, including lemons. I do not look for any large movement in the crop before the latter end of the month. The crop looks well and shows up finely. The outlook for transportation facilities is better than last year. It is expected that the short apple crop of the country will improve the demand for oranges and

a good, healthy market is looked for. The percentage of Washington navel oranges is increasing every year, and this season the output promises to be at least 60 per cent. of the whole."

MR. MUNRO AS PRESIDENT.

THERE was quite a good attendance of members at the meeting of the Montreal branch of The Canadian Manufacturers' Association, held on Tuesday afternoon, in the Board of Trade rooms, under the presidency of Hon. J. D. Rolland, at which were nominated a president of the Canadian association, a Quebec vice-president, and three members of the executive.

It was announced that Mr. William McMaster absolutely refused to be nominated for the presidency of the Canadian association, whereupon Mr. George E. Drummond moved, and Mr. C. C. Ballantyne seconded, that Mr. Robert Munro be nominated for the office, and this was unanimously concurred in, Mr. Munro suitably acknowledging the honor.

On motion of Mr. R. R. Stevenson, seconded by Mr. George E. Drummond, Mr. J. J. McGill was nominated as the Quebec vice-president, and Messrs. Ritchie, Quebec; S. S. Willett, Chambly, and E. Goyette, Marieville, were nominated as the Province of Quebec members on the executive.

It was decided that a circular be sent out to manufacturers in this Province inviting them to attend the annual meeting of The Canadian Manufacturers' Association, to be held in Montreal, November 5-6, and so become familiar with the objects and work of the organization.

The committee on the banquet reported that everything was in good shape for making the affair a success. Besides the after-dinner speakers, there will be three first-class male voices and an orchestra to add pleasure and variety to the proceedings.

TEA DUTIES IN THE OLDEN DAYS.

[From Planting Opinion.]

IT may interest the planting community, who are anxious to see the British tax on tea reduced if not abolished altogether, to know that proposals were made over a century ago with the same object. In those days the tax was very heavy, and, in consequence, there was a great deal of smuggling. The London Chronicle of May, 1784, published the "Third Report from the committee appointed to inquire into the illicit practices used in defrauding the revenue." The committee considered whether the entire abolition of the tax would not be compensated by resulting advantages. "Such a measure," they reported, "would undoubtedly

DEPRIVE THE SMUGGLER

of the chief inducement to his practices, so injurious to fair trade and regular commerce, so pernicious to the manners and morals of the people, and so destructive to all good government in its consequences; it would also prove an effective relief to the

COFFEE IS OUR SPECIALTY.

IT SHOULD BE YOURS, THAT IS, IF YOU WANT TO "MAKE MONEY." THERE'S MORE MONEY IN IT FOR YOU THAN IN SELLING CANNED GOODS. WE CAN INCREASE YOUR COFFEE TRADE, AND WE GUARANTEE SATISFACTION. TRY A TIN OF OUR "EMPRESS" BLEND.

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

SOLE OWNERS IN CANADA OF THE CELEBRATED "KIN-HEE" COFFEE AND QUICK COFFEE POTS.

East India Company, and would be particularly well-timed as no less than 20 ships are expected to arrive within a short time from China; and as it is estimated that above 20,000,000 of lb. of tea may be in the company's warehouses, unsold, previous to the next September sale. The future and

PERMANENT ADVANTAGES

accruing from such a measure both to that company and to the general navigation of these Kingdoms, and also by retaining a very considerable sum which is now annually remitted to the continent of Europe, are too obvious to be described. It seems reasonable to presume," the committee continued, "that under such a plan the tea legally consumed in Great Britain would not be less than 13,000,000 lb. annually; at present it is rather less than 6,000,000 lb. The legal import of tea, upon such an alteration, would employ 38 large ships, and about

4 800 seamen constantly in the China trade, instead of 18 smaller ships and about 2,000 seamen." The way in which the committee propose to raise an

ALTERNATIVE TO THE TEA TAX

is very curious. "It has been suggested to your committee that if an account were taken of all the houses in the Kingdom liable to the window tax, which consume tea (and there are few of that description in which tea is not consumed), the present produce of the tea duties might be assessed and rated upon the windows of such houses." It was pointed out that this could be done with little extra trouble and expense, and the result would be that "the whole family within such houses would purchase their tea at about one-half the present legal price; and even those who smuggle it at present would, in that event, have it much cheaper and without fraud; servants and the lower class of people would have tea free of duty."

HOUSES UNDER SEVEN WINDOWS

each would be assessed at 10s. 6d.; seven to ten windows, 16s., and so on up to houses of 20 windows and upwards, which might be assessed at 70s. It is curious to notice that the taste for different kinds of tea was assumed to be regulated by the number of windows in the tea drinker's house. Persons having houses containing from seven to ten windows were supposed to drink Bohea; 11 to 13 windows, Congou, Single and Hyson; while those with 14 windows and upwards could drink nothing but Hyson. It was also pointed out that a mere reduction of the tea duty might reduce the profits of smuggling and lead to increased consumption of tea, which would more than make up for the revenue lost by the reduced duty. It is, perhaps, unfortunate for modern tea growers that they cannot plead extensive smuggling as justifying their demand for reduction of the duty.

Any Shape, all Processes, for any purpose, from 1 to 17 Colors.

LABELS

STOCK LABELS for Maple Syrup, Preserves, Liquor, etc.

LEVY & CO., 19 Leader Lane. TORONTO.

BUSINESS

becomes a pleasure with an Extension Desk Set in your office;

It brings business; saves many steps and valuable time.

THE BELL TELEPHONE CO. OF CANADA.

THE MISTRESS

B. S.

Every lady who has had her attention drawn to it by her laundress, or who has tried it herself, prefers **BEE STARCH** to all others.

The finish it gives is unexcelled by that of the most expensive imported starches and is obtained in much less time.

Costs less, saves time, gives fine results—the reasons ladies want it.

Retailers can sell **BEE STARCH** at good profit.

BEE STARCH CO., 449 St. Paul St., Montreal

“Good
Enough.”

The day of “good enough” has gone by in the production of Salt. Modern methods have relegated the old-fashioned Salt of commerce to a back seat. Only **the best** will satisfy the particular cook to-day, and Windsor Salt anticipates her desire.

No woman is content with cooking that is simply “good enough” and no more is she willing to use Salt of inferior quality to produce the best results. “Good enough” won’t do for her any more than for you---**Windsor Salt is the best by test.** Facts prove it, sales prove it. If you are not selling it, won’t you prove it yourself by ordering it?---**prove it to-day!**

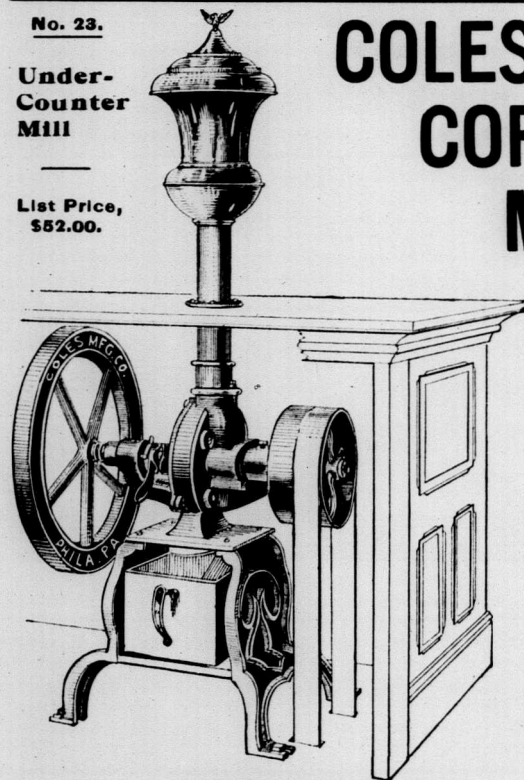
*Windsor
Salt.*

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 without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

40 years' experience ought to count, and every barrel of vinegar we send out carries the benefit of that experience in its

**Strength,
Brilliancy,
Flavor.**

**Wilson, Lytle, Badgerow
Co., Limited
TORONTO**



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.

OFFICES

MONTREAL 232 McGill Street.
Telephone 1255.
TORONTO 10 Front Street East.
Telephone 2148.
LONDON, ENG. 109 Fleet Street, E.C.,
W. H. Miln.
MANCHESTER, ENG. 18 St Ann Street,
H. S. Ashburner.
WINNIPEG Western Canada Block,
J. J. Roberts.
VANCOUVER, B.C. Flack Block,
J. A. Macdonald.
ST. JOHN, N. B. No. 3 Market Wharf,
J. Hunter White.
NEW YORK 176 E. 88th Street.

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

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

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

CANADA AND THE AUSTRALIAN TARIFF.

It is understood that the Dominion Government is not disposed to act with haste in regard to the preferential tariff and Australia. As we pointed out in a recent issue, New South Wales has for three or four years been accorded the privileges of the preferential tariff. With the Australian Commonwealth adopting a protective tariff, New South Wales is legally no longer entitled to these privileges. At the same time, it is well that Canada should wait at least a while before taking these privileges away. There has been a strong desire among a good many business men in Canada for some time for a reciprocal arrangement with Australia. Under the circumstances, therefore, it would be best for the Federal Government to allow things to remain as they are for the time being.

The Australian tariff, unlike the McKinley tariff of the United States, was not designed in any particular to injure Canada. It was a concomitant of the confederation.

The amount of duty collected on imports from Australia under the preferential tariff

is not large, being \$70,672 in 1900, and the one-third of the tariff added would not bring the total up to \$95,000. Even, therefore, from a financial standpoint, there is not much to be gained from denying to Australia the continuance of the one third reduction in the tariff.

But, while we can afford to go slow in removing Australia from the list of countries enjoying the preferential tariff, it does not follow that we should delay in trying to bring about a reciprocal trade arrangement between that country and our own.

When Hon. Wm. Mulock went to Australia to attend the opening of the new Commonwealth's first Parliament it was understood that reciprocity was to be one of the subjects he was to bring before the Barton Government. But whatever opportunity his visit may have afforded for the discussion of the question was dissipated by his unfortunate illness.

It is to be hoped the Trade and Commerce Department will take the matter up and push it vigorously.

COMMERCIAL EDUCATION.

THE New York University School of Commerce, Accounts and Finance, which began its second year of active work recently is a striking evidence of the tendency towards advanced commercial education.

During the first year of this school's existence it was conducted as a fully-equipped training school for certified public accountants. This year its scope will be enlarged. A chair of political economy and banking and lecturer on law will be provided, and the theory, history and geography of commerce and other special subjects will be studied. Among the lecturers will be some of the most prominent bankers, editors and business men of New York.

Thanks to the leading boards of trade and to the Canadian Manufacturers' Association, Canada is awakening to the necessity of establishing a commercial curriculum in the universities of this country. But we have yet a great deal to do before we can claim to be up-to-date in this particular.

Opportunities like dew drops do not stay forever.

VALENCIA RAISINS 2S. HIGHER.

CABLE advices to hand this week announce an advance of 2s. per cwt., about equal to ½c. per lb. in the price of Valencia raisins.

The Valencia raisin market has ruled steady for some time, but in spite of that importers have bought sparingly, hoping for the advent of lower figures before it was absolutely necessary for them to place their orders for the Christmas trade. The unsatisfactory character of last season's trade naturally greatly influenced them in arriving at that decision. The market having gone in a direction directly to the opposite of their wishes, they naturally repent that they had not bought before, especially when the figures ruling were moderate.

A couple of weeks ago prices declined 2 to 5s. in England, according to quality, but this was followed by a heavy demand from all distributing centres and an improvement in prices. Shipments afloat to the United Kingdom were then 4,347 tons behind the average of the past two seasons.

Higher, rather than lower, prices are what therefore might have been expected.

SWELLED CANS AND "BOILING OVER."

In an interview published in last week's issue of THE CANADIAN GROCER, Mr. Henry Swan, of Swan Bros., King street east, Toronto, was made to say: "We have found that by 'boiling over' canned fruits they can be made fit to use. These might be taken home and used, but they should never be given to customers, even at a reduced price."

This hardly conveys the exact meaning Mr. Swan intended. His statement was: "I know of cases where canned fruits have been 'boiled over' successfully, but I look upon doing this as an extremely dangerous experiment, and could not recommend it to anyone."

SULTANA RAISINS ADVANCING.

Sultana raisins, like Valencia raisins, have taken an upward turn.

On Monday a cable was received in Toronto announcing an advance of 1s. per cwt. on the higher grades. On Wednesday this was followed by another cable advising "a booming market and heavy advances in prices."

Although a couple of weeks ago the market was easy it must be remembered that the crop is no larger than that of last year, while prices were something like 20s. per cwt. lower.

DEPARTMENTS OF TRADE AND COMMERCE IN OTHER COUNTRIES.

THERE is undoubtedly a great deal of dissatisfaction in Canada in regard to the do-nothing policy of the Trade and Commerce Department, over the destinies of which Sir Richard Cartwright presides. But those who are for doing away with the Department, instead of reforming it, should first stop and think. We have already endeavored in previous issues to point out to them the unbusiness-like character of such a policy, and it is our purpose here to draw the attention of our readers to what other countries are doing or have done in regard to such department.

We think it will be generally conceded that among the nations none are more progressive in commercial matters than the United States. Whatever has utility that country endeavors to take advantage of, and whatever is obsolete to reject. Now, what is the tendency of opinion over there among commercial men in regard to a Department of Trade and Commerce? Simply that it should be created. And, at the next session of Congress, a determined effort is to be made to have it created. It is true that such an effort has been made before, but its failure was due, not to the absence of a desire for it, but to the want of the claim for it being persistently pushed. Now, it is so generally recognized as a necessity that the prospect of its creation has much improved, particularly as it has the approval of President Roosevelt. Mercantile associations are taking the matter up, and a few weeks ago that important and influential body, the Merchants' Association, unanimously adopted the following resolution:

Whereas, the great increase in the manufacturing industries of the United States and the development of our natural resources have already rendered the question of markets and of commercial relations between this country and such markets of vital increasing importance to the future prosperity of the nation; and,

Whereas, Such markets must, in the very nature of things, be sought largely in foreign countries, which fact renders the subject one of international importance, now, therefore, to wit:

Resolved, that we, the Board of Directors of The Merchants' Association of New York, do hereby declare for the immediate establishment, as a part of the Federal Government, of a Department of Commerce, the Secretary of which shall be appointed by the President, and shall be a member

of his Cabinet, and the duties and scope of which shall be along lines similar to the duties and scope of the other Departments in relation to their respective subjects; and the executive officers of the Association are hereby empowered and instructed to cooperate, in every way consistent, for the establishment of such Department.

Then the scheme has an advocate in the person of Mr. John A. Kasson, the well-known expert on reciprocal trade matters.

In Great Britain there is the Board of Trade, whose duties are partly ministerial and partly judicial, the president being a member of the Cabinet. France has her Minister of Commerce who superintends matters appertaining to foreign commercial relations and cognate subjects. Prussia has a similar official, although his duties appertain more to the chambers of commerce within the Kingdom than to matters without. The Australian Commonwealth, when launched on its career a few months ago, thought it wise to have a Minister of Trade and Commerce as a part of the Government machinery.

In Canada there are some who would have us take a backward step because, forsooth, the head of our own Department has, by his persistent inertness, given currency to the idea that such a portfolio was a sinecure and not a necessity.

It is to be hoped that at the annual meeting of the Canadian Manufacturers' Association, which is to be held next week in Montreal, attention will be given to the subject, and another effort made to impress upon the Government the necessity of removing Sir Richard Cartwright, and replacing him by someone who is in sympathy with the objects of the Department, and who has the energy and ambition to advance those objects.

ILLEGAL WEIGHING MACHINES.

Complaints have been received at the Inland Revenue Department, Ottawa, that improper weighing machines are being used in certain sections of the country for weighing articles mentioned in section 16 of the Weights and Measures Act, such as cereals, seeds, lime, bituminous coal, potatoes, turnips, onions, etc.

As no weighing machine that is of less certified capacity than one bushel can be

used under the law to weigh any of these articles, inspectors of weights and measures have been notified to confiscate all weighing machines so illegally used.

A BETTER DEMAND FOR LUXURIES.

A POSITIVE indication of the prosperous condition of the country and its people is the brisk demand that grocers, wholesale and retail, are experiencing for the better class of articles and also for goods that are ordinarily considered luxuries. Dealers say that this feature of the trade is remarkably noticeable from one end of the country to the other.

An instance of it is found in the demand for corn syrup, as compared with that for molasses, in the Province of Quebec. This Province has the reputation of consuming a large quantity of Barbadoes molasses, and, indeed, previous to last year, its people preferred Barbadoes to any other molasses or syrup. Even fancy-priced molasses offered at the same price as Barbadoes could not be sold in many instances in competition with the latter article. Last year, however, when Barbadoes was high in price and corn syrup was low, the people took to tasting corn syrup, and a great many grew to like it. But it was expected that the demand would again revert to Barbadoes this fall, as it is now selling at 12c. per gal. less than last year, while corn syrup is $\frac{3}{8}$ c. per lb. higher. But, although the syrup is costing about 15 to 16c. per gal. more than the molasses, there is still the volume of demand for the clear syrup that there was last year. This means that the people can afford to tickle their palates.

It seems reasonably certain, too, that the importation of liquors will be larger this fall than for many years. In September, some of our large wholesale firms ordered their fall supply, but since that time such an extraordinary demand has sprung up, that several of our houses have been compelled to cable repeats.

In canned goods of the fancy description, in chocolates and cocoas, in bottled goods, in such things as table raisins; in fact, in all lines that are generally considered luxuries, there has been a decided increase in business this fall. And it is not unreasonable that it should be so, for crops have seldom been so uniformly bountiful or the country, on the whole, so prosperous.

THE SUDDEN DEATH OF W. H. GILLARD.

NOT for many years has such a shock come to the grocery trade of Canada as the announcement on Saturday morning last that Mr. W. H. Gillard, of Hamilton, had passed suddenly away near the midnight hour of the previous night. As head of the firm of W. H. Gillard & Co., wholesale grocers, he was known from one end of the Dominion to the other. His warm heart, his genial manner, and his kindly face made him friends everywhere. Among his confreres in the wholesale grocery trade his popularity was striking, and one of the evidences of it was the fact that for 10 years he was the president of the Wholesale Grocers' Guild for the Dominion, an office which he occupied up to the time of his death.

In his own city of Hamilton he was one of the strong men, for exacting as were the demands of his own business, he was a moving spirit in all that appertained to the welfare of the "Ambitious City." He was at once a prince among merchants, and a man of large public spirit among his fellow citizens. The 64 years of his life that had been passed were all too short. But it was a busy one, something over 40 years of it being spent in the wholesale grocery trade.

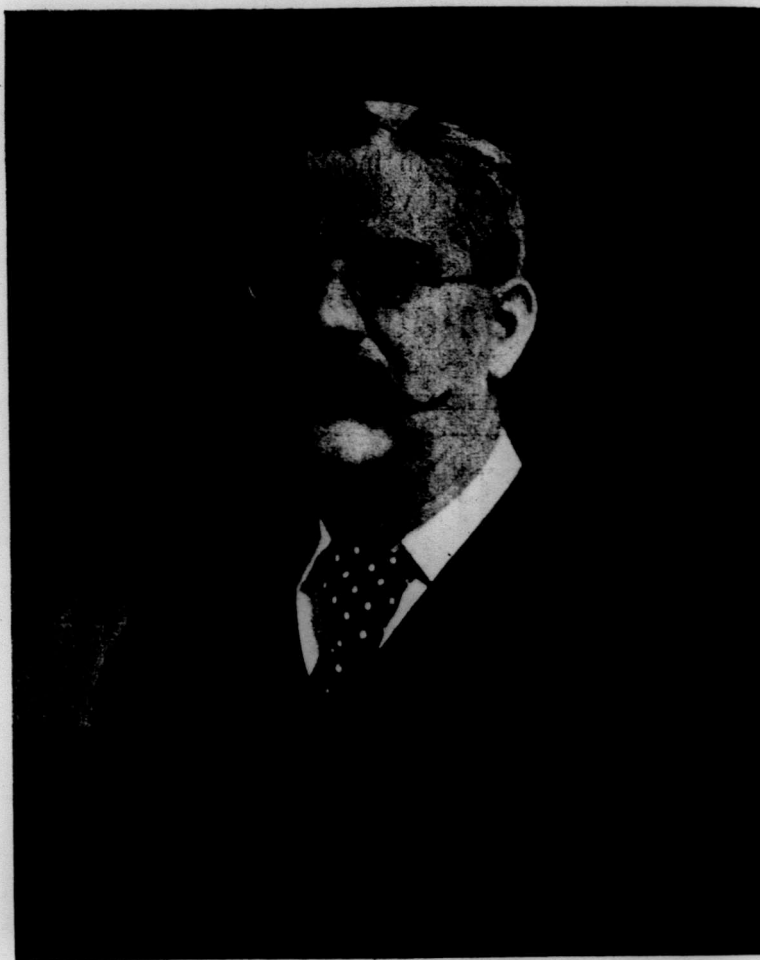
He was born in Devonshire, England, on July 22, 1837. His father, who was a tea merchant, came to Canada with his family in 1858, settling in Hamilton. The deceased, who had previously received a first-class commercial education in Lynton and Barnstaple, entered the office of John and James Turner, the wholesale grocery firm, of which the late Senator Turner was the principal partner.

He remained in this position until April, 1867, when he was admitted as a partner. He remained thus until June, 1878, when he associated himself with his brother John, and established the present firm of W. H. Gillard & Co., whose trade connection now spread far and wide over a large part of the Dominion. Only a few months ago the

firm established a branch of its business at Sault Ste. Marie.

Deceased was vice-president of the Hamilton Board of Trade in 1884 and 1885 and president in 1886 and 1887, and a member of the council continuously for 18 years. At a special meeting of the board on Monday morning the following resolution of condolence, moved by A. Turner and seconded by W. A. Robinson, was unanimously adopted:

The members of the Hamilton Board of Trade are again called on to record the untimely death of one of their most valued members, W. H. Gillard,



THE LATE W. H. GILLARD.

whose demise occurred on Friday, October 25. The members desire to express their deep sorrow at the loss of their colleague, who throughout the long period of his career had earned, by his probity, abilities and energy, the success to which he was entitled, and the respect of the entire community.

As a member of the board for more than a quarter of a century, during which period he occupied the position of vice-president in 1884 and 1885, and president in 1886 and 1887, and member of the council continuously for 18 years, his services to the board were always freely given, and were marked by ability and thoroughness in everything he took in hand. His devotedness to the interests of the city and the country of his adoption was exceptionally great, and the com-

munity at large have suffered a great loss by his decease.

The board desires to convey to the members of the family of Mr. Gillard its sympathy in the loss which they have sustained.

The wholesale grocers of Toronto and Montreal showed their appreciation by placing floral tributes on the coffin of the deceased.

Deceased was actively connected with other commercial enterprises besides that which bore his own name, among the most important of which was the Aylmer Canning Co., of which he was president.

Up to within a few hours of his death, deceased was apparently in the best of health. He left the office for his home about 5.30 p.m. on Saturday, and two hours later, shortly after having partaken of dinner, he was stricken with paralysis. Four hours later, in spite of all that medical science could do, he breathed his last.

The funeral on Monday afternoon was one of the largest Hamilton has seen for a long time. At Undercliffe, the late home of the deceased, a family service was held at noon, conducted by Canon Bland. On and around the casket that enclosed the form of the beloved father and citizen were many beautiful floral tokens of affection and regard.

At 2.30 the remains were taken to Christ Church Cathedral, where a service was conducted by Rev. Canon Bland. There were present, besides many citizens, members of the board of trade, the past presidents and board of management of St. George's Society, members of Strict Observance Lodge, A.F. and A.M., and the travellers and the office and warehouse staffs of Gillard & Co.

The honorary pall-bearers were: F. C. Bruce, M.P.; John A. Bruce, president of the Board of Trade; A. Turner, George E. Bristol, H. N. Kittson, William Marshall, George Roach and Samuel Barker, M.P. The active pall-bearers were the following travellers and members of the office staff of the firm: George A. Turner, George H. Carley, M. P. Malone, W. J. Turner, John Hazey, M. Hazey, R. Bedlington and G. C. Bingham.

At the close of the service the cortege reformed and proceeded to Hamilton cemetery, where all that was mortal of the late W. H. Gillard was laid to rest.

"Never Mind The Past"--It's gone forever.

And there are but few of us would want to recall it.
It's the present we are vitally interested in.
Ceylon Green Tea is an early day 20th Century luxury, and is on the market in
direct competition to Japans.

"SALADA"

It's a Better Article

Therefore, down must go Japans. Nothing can save them.

**Ye Pessimists' and Unbelievers' claims to the
contrary notwithstanding**

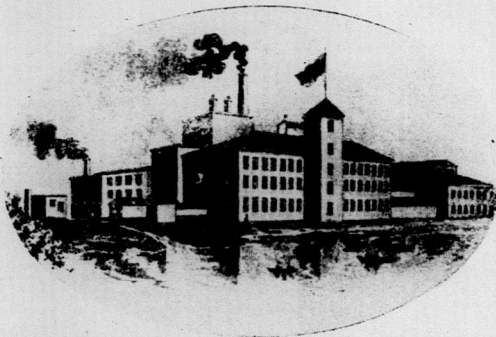
**EVIDENCE
CONCLUSIVE**

Our sales of Ceylon Greens for the past three months
show an increase of 500 % over corresponding period
of last year.

FREE SAMPLES ON APPLICATION.

Sealed Lead Packets Only.
Retails at 25c., 30c., 40c.

"Salada"--Toronto or Montreal.



LILY WHITE GLOSS STARCH

—o IS PACKED IN o—

Handsome 1-lb. Packets.

Beautiful 6-lb. Tins or Trunks.

100-lb. Kegs—Extra Large Crystals.

Strongest, Whitest and Purest.

The Brantford Starch Works, Limited,

BRANTFORD, ONT.

GREAT SCOTT!!

We make it. A blend of Pop Corn, Peanuts, and
Cocoanut. A nice package to retail at 5c.

PUT UP IN CASES OF 50 AND 100.

THE CANADA BISCUIT COMPANY, Limited

Office Phone: Main 3624.
Warehouse Phone: Main 3676.

King and Bathurst Streets, TORONTO

MARKETS AND MARKET NOTES

INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

ONTARIO MARKETS.

TORONTO, October 31, 1901.

GROCERIES.

THE wholesale grocery trade this week is fairly brisk. The orders individually are no larger, but, as there is a good hand-to-mouth demand, the aggregate is fairly satisfactory. Besides the orders that are being taken, quite a large quantity of seasonable goods, such as fruits and canned goods, are being taken into stock. There is, in consequence, not much leisure around the wholesale grocery warehouses these days. As far as prices are concerned, the feature is a reduction of 10c. in the quotation on Acadia granulated, which is now 15c. lower than that put on the market by the Montreal refiners. The demand for sugar is light. There is just a moderate demand for canned vegetables at steady prices, but in canned salmon there is still a brisk trade being done. Canned meats, fruits and lobster are all quiet, with prices unchanged. The activity noted in the coffee market has been well maintained and further advances are chronicled in prices, both locally and outside. The tea market generally is firm for all descriptions and in some lines there have been actual advances in quotations. In spices, the feature is the firmness in cloves, ginger and pepper. Syrups are meeting a good demand and the same can be said of molasses. There has been a sharp advance in Valencia raisins at Denia, and sultana raisins are also quite a little higher. Currants are steady and unchanged. Californian prunes are a little easier in the primary market, while evaporated peaches and apricots are rather firmer.

CANNED GOODS.

Nothing particularly new has taken place in the canned goods trade during the past week. The demand for canned vegetables, such as tomatoes, peas and corn, is fairly good for small quantities and prices rule steady. The ruling quotations are 85 to 87½c. for tomatoes, 82½ to 85c. for peas,

and 80c. up for corn. There is very little being done in canned fruits, but jams, jellies and marmalades are going out well. The demand for canned salmon keeps active and prices are fairly steady. Northern sockeye we quote \$1.25 to \$1.30 and Fraser River sockeye at \$1.42½ for 5-case lots and over and \$1.45 for less quantities. Cohoes run from \$1.05 to \$1.15, according to quality. Pink salmon, 95 to \$1 a doz.

COFFEE.

The coffee market, particularly for Rios, has been active with prices higher during the past week. The unfavorable crop news is the chief factor in the advance in the market. Out of sympathy with the conditions ruling in the primary markets, local quotations are again higher. We quote Green Rios as follows: No. 7, 8c. per lb.; No. 6, 8¼c.; No. 5, 8½c.; No. 4, 8¾c.; No. 3, 9 to 10c. The local demand during the past week has been active.

NUTS.

The weather for Grenoble walnuts, according to recent despatches, looks a little

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

more favorable. The sales of Grenoble walnuts on importation account seem to be rather better than usual.

SYRUPS AND MOLASSES.

There is a good demand on the local market for syrups, particularly for the good-tasting sugar descriptions, at from 40 to 45c. per Imperial gallon. Corn syrup is also in fair demand. In molasses, a fairly good trade is to be noted. Advices from New Orleans state that the market for the new crop is fairly steady, and that receipts are so far light, the market having scarcely opened up. The ruling prices here for New Orleans molasses are 25 to 28c., and for Barbadoes 36 to 39c.

SPICES.

Advices to hand report that the price of Cochin and Jamaica ginger has advanced about 4s. per cwt., and the prospects are that there will be a further appreciation in values. Cloves are also firm. The statistical position of pepper is improving all the time, and prices rule firm. Locally, there

is a fair trade being done in spices on retail account.

RICE AND TAPIOCA.

Business is fairly good in both these lines, and prices are unchanged. We quote: B rice, 3¼ to 3½c.; Japan, 5½ to 6c.; tapioca, 4¼ to 4½c. per lb.

SUGAR.

The feature of the grocery trade this week is a decline of 10c. per 100 lb. in the price of granulated, by the Acadia Refinery. As this reduction has not been followed by the Montreal refineries, the difference in the quotations of the former and the latter is now 15c. per 100 lb., instead of the usual 5c. The demand for sugar is still light, and the market is unsettled. In New York on Saturday last, two of the refineries made an advance of 5c. in the price of certain grades of yellow sugar, but this was not general, as the Arbuckles continue to fill orders at the old figures. The raw sugar markets during the past week have been weak and irregular, and beet sugar is now down to 7s. 3¼d., the lowest point on record. In New York, raw cane sugars are quoted 1-16c. per lb. lower. The margin between centrifugals and granulated is now \$1.04 in the United States, although it is thought that this margin is more apparent than real, as some, at least, of the sugars which the refineries are now melting cost them rather more than the prices ruling to-day. The receipts of raw sugar in the United States are increasing, being 53,442 tons, while the meltings last week were only 28,000 tons. The total stocks of raw sugar in Europe and America at the end of last week were 676,305 tons, against 313,874 tons at the same time a year ago.

TEAS.

The tea market generally is now in a fairly strong position. Both Indian and Ceylon teas are firm. There is not a very active demand locally for teas of Indian and Ceylon growth except for fine flavory descriptions which are scarce. Low-grade teas while in better supply than the finer descriptions are not as plentiful as they were a short time ago. The quality of both Indian and Ceylon teas arriving on the market is on the whole excellent and showing good value. In Japan teas there has been a further slight hardening in prices. The demand here, however, is only moderate. The firmness in China green teas is still maintained while there is

a good inquiry and supplies are difficult to get. Mail advices from London, Eng., under date of Oct. 18, say that with a material diminution in the offerings of Indian tea, which fell from 57,598 packages to 39,573, buyers purchased with more confidence and there was a recovery from the weakness of the previous week. The official wire gives the exports of Indian tea to the United Kingdom for the first half of October as 11,010,000 lb. against 14,120,000 lb. in 1900, making the total quantity from April 1 to October 15, 84,001,800 against 90,150,000 lb. In Ceylon teas, there was also a marked decrease in the quantity offered, only 16,735, being catalogued against 21,254 packages the previous week. This smaller supply together with the reduced offerings of Indian tea was sufficient to steady the market and cause good general competition at the lower rates of the previous week.

FOREIGN DRIED FRUITS.

CURRENTS—The market in Patras remains firm, and efforts that have been made to buy at lower than regular quotations have proved abortive. There is moderate demand on the local market of a sorting-up nature. The ruling prices for good fruit from stock are as follows: Filiatras, 6 to 6½c.; Patras, 7 to 7½c.; Vostizza, 7½ to 8½c. per lb. For later November shipments, Filiatras and Patras currants are quoted ¾ to 1c. per lb. lower than the above figures.

VALENCIA RAISINS—A cable which came to hand this week has caused a great deal of surprise in the grocery trade, announcing as it did an advance of 2s. per cwt. in prices. As importers have been looking for a decline, and have in consequence purchased but lightly, they are, of course, anything but satisfied with the turn the market has taken. Some orders for importation were, however, placed a few days before the advance took place. The sales on retail account have not been large except for late November shipment. Quotations from stock are as follows: Fine off stock, 5¾ to 6¼c., selected, 6½ to 7. For the fruit due two or three weeks hence ex Bellona, 5 to 5½c. is quoted for fine off-stock and 5¾ to 6¼c. for selected.

SULTANA RAISINS—This market has also attracted a little more than usual interest during the past week. On Monday, a cable despatch announced an advance of 1s. per cwt. on the higher grades, and that the market was firm and active. On Tuesday, another cable stated that the market was booming, and that there had been a heavy advance in prices. There is not a great deal of business being done in this line, and prices to the retail trade range from 9 to 12c. per lb.

PRUNES—Advices from California report the market a little easier. Local business keeps light, with prices unchanged. We quote new Californian prunes: 100 110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60 70's, 7½ to 8c.; 50 60's, 8 to 8½c.; 40 50's, 8¾ to 10c. French, 100's, 3½ to 4c.

CALIFORNIAN EVAPORATED FRUITS—As choice apricots suitable for this market are costing 9c. on the Coast, very few of them are likely to be brought to this market unless there is a marked reduction, as, freight and duty added to that figure, the price would

be altogether too high for anything but a small trade. With evaporated peaches, however, the conditions are not exactly the same, and relatively more business may be done in them. For the few evaporated fruits that are on this market we quote in 25-lb. boxes as follows: Peaches, 10½ to 14c.; apricots, 13 to 17c.

FIGS—There is a fairly-good demand for figs, particularly for November shipment. Tapnet figs from stock are quoted at 3¼c., and for November shipment at 3 to 3½c. Smyrna naturals are quoted in 50-lb. bags at 3½ to 3¾c. per lb. We quote Eleme figs as follows, according to quality: 10-lb. boxes, 9 to 10½c.; 12 lb. boxes, 9½ to 11½c.; 16 lb. boxes, 10½ to 14c.; 20 lb. boxes, 11 to 15c., and 28-lb. boxes, 12½ to 17c.

DATES—The first shipment of new season's dates arrived in Toronto this week. Very few orders appear to have been taken to arrive. We quote: Hallowees, 4½ to 5c. per lb.; Sairs, 4 to 4½c. per lb.

GREEN FRUITS.

This week the most notable feature of the green fruit market is the advance in prices of Cape Cod cranberries, which are \$1 per barrel higher, and apples, which are firmer. There is a good demand for apples, but the demand for pears is not quite so brisk. The price of Cape Cod cranberries is raised out of sympathy with other markets and not so much on account of the demand here. We quote pears, 30 to 40c. per basket. Tomatoes are scarce, but the demand is falling off. We quote 25 to 35c. per basket; peppers, 25 to 50c.; grapes in 10 lb. baskets, 20 to 30c.; quinces, 30 to 40c. per basket. Apples are all the way from \$2.50 to \$4.50 per bbl., according to quality; bananas, \$1.75 for firsts, and 80c. to \$1 for eight hands. Malaga grapes are scarce, at \$6 to \$7. Malaga lemons are selling at \$4 per box, and Californian lemons at \$5 per box. Jamaica oranges are \$5 per bbl., or \$3.50 to \$4 per box. Cape Cod cranberries, \$8 to \$9 per bbl.; Ontario cranberries \$6 per bbl. Pineapples are scarce. Price, however, is about the same as last week, \$3 50 per case.

COUNTRY PRODUCE.

EGGS—The continued warm weather has made the receipts of eggs good. There is a good demand for all kinds, and prices are a little firmer in some lines. Good new-laid eggs bring as high as 18c. per doz. Fresh-gathered bring from 16 to 17c. Cold-stored are worth from 15 to 16c.

BEANS—There is a fair trade in beans, but prices are unchanged. Choice hand-picked pea beans are worth \$1.70 to \$1.75, and unpicked, \$1.50 to \$1.60.

HONEY—Their is a fair supply of honey, and the demand is equal to the supply. We quote: Buckwheat honey, 5½ to 6c.; clover, 9½ to 10c.; in combs, \$1.75 to \$2.50 per doz.

DRIED APPLES—Dried apples are very quiet. Evaporated apples bring about the same prices as last week, selling at about 9½c. for carlots and 10c. for cases. Dried apples are offered at about 6c. Jobbers would probably get about 6½ to 7c.

POTATOES—Good stock potatoes are scarce this week, but there are lots of inferior stock on the market. Good potatoes bring about 60 to 70c. per bag. Some were sold as low as 55c., however.

GAME—The receipts of game this week have been exceedingly large. Prices are same as last week, however, but owing to the warm weather sales are being pushed at the lowest prices. We quote: Teal and butterballs, 25 to 30c.; bluebills, 40 to 50c.; pintails and redheads, 50 to 60c.; black ducks, 75 to 85c. per brace; canvas-back and mallards, \$1.

POULTRY AND GAME.

DRESSED POULTRY—The season is nicely opening and the receipts are heavy. The weather, however, is against the market and in consequence sales are being pushed at the lowest figures. Geese and turkeys are lower, turkeys being 1½ to 2c. lower than last week. We quote: Chickens, 30 to 50c. per pair; ducks, 40 to 75c. per pair; geese, 5 to 6c. per lb.; turkeys, 8 to 8½c.

LIVE POULTRY—There is a good demand for live poultry and the supply so far has been good. The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay for spring chickens, not less than two lb. in weight, 6½ to 7½c. per lb. For ducklings, 5c. per lb. For fowl they will pay 5 to 6c. per lb.

BUTTER AND CHEESE.

BUTTER—The supply of butter is good, and it is in brisk demand. The large proportion of the tubs that are coming in sell at about 13c. per lb. and are suitable for bakers only. Choice prints of dairy butter bring 18c., choice rolls, from 16 to 18c. per lb., choice butter in tubs, 16 to 17c.; medium tubs vary from 13 to 14c. Creamery prints are in good demand, and sell at 20 to 21c.; creamery solids, 19 to 20c. per lb.

CHEESE—Cheese is steady and prices are unchanged. The market is firm, and the supply on hand is sufficient to meet local demands. Quotations are 9½ to 10c.

FISH.

The demand for prepared and smoked fish is improving. There is no change in prices, however, excepting in ciscoes, which are lower, and in finnan haddie, which have advanced. We quote as follows: Fresh fish—Codfish, 6 to 8c.; whitefish, 7 to 7½c.; trout, 7c.; halibut, 14c.; sea salmon, 13 to 15c.; haddock, 6c.; herring, 5c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscoes, 80c. to \$1; finnan haddie, 7 to 7½c.; Digby herring, 75 to 80c. per bundle. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 4½ to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and in 5-lb. boxes, 5c. per lb. Oysters—No change in prices. Standards, \$3.75 per small pail or \$1.50 per Imperial gallon; selects, \$2 per Imperial gallon.

VEGETABLES.

Cauliflowers are scarcer. Tomatoes are very scarce and will soon be out of the market. Citrons are about the same. Lettuce is higher. We now quote as follows: Carrots, parsnips and beets, 20c. per peck; turnips, 15 to 20c. per peck; lettuce, 20 to 30c. per doz.; radishes, 30 to 40c.; watercress, mint and parsley, 20c.; cauliflower, 75 to \$1.50 per doz.; celery, 40 to 60c.; red cabbage, No. 1, 5 to 10c.

Toronto Commission Houses.

McWilliam & Everist

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer. Ask for our prices when requiring fruit. 25 and 27 Church St., TORONTO, Can. Long Distance Phone Main 645. Warehouse Phone Main 3394.

POTATOES and OATS

IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH

Board of Trade, TORONTO

To _____

GROCCERS

IN SMALL TOWNS.

<p>If you trade any of your goods to the farmers for Produce, you can get CASH for all your live chickens</p>	<p>from The Canadian Produce Co., TORONTO.</p>
--	--

Butter Cheese Eggs Poultry

Consignments Solicited.
Highest Prices. Prompt Returns.

The Wm. Ryan Co., Limited.

70 and 72 Front St. E., Toronto.

Rutherford, Marshall & Co.

Produce and Commission Merchants

68 Front Street East, Toronto.

The Jones, Marshall, Rutherford Co. Limited,

Exporters and Dealers in
Butter, Cheese and Eggs

27 William St., MONTREAL, QUE.

The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

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

cabbage, 25 to 40c.; tomatoes, 30 to 35c. per basket; pickling onions, 35 to 40c. per peck; dry onions, \$1 per bush.; potatoes, 55 to 70c. per bag; egg plant, 30 to 35c. per basket; Hubbard squash, 15 to 30c. each; vegetable marrow, 5 to 15c. each; pumpkins, 10 to 25c. each; citrons, 5 to 10c. each.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN—Manitoba hard is quoted at 81c. grinding in transit, or 79c. Toronto and West. The receipts at the local market were large during the past week. Millers are paying 66c. for red and white Ontario wheat. White and red is a little lower. Barley and peas are a little higher. We quote: White and red wheat, 62 to 70c. goose, 64½ to 65c.; oats, new, 39 to 41c.; rye, 54c.; barley, 50 to 59c.; peas, 68 to 71½c.

FLOUR—Manitoba bakers' is slightly lower, dropping 25c per bag; Ontario patents, in bags, \$3.50 to \$3.60; Hungarian patents, \$4; Manitoba bakers', \$3.75; straight roller, \$3 per bag here in Toronto.

BREAKFAST FOODS—There is a good demand. Market is slightly lower. We quote: Oatmeal, standard, and rolled oats, in carlots on track here, \$4.20 in bags, and \$4.35 in bbls.; broken lots are 25c. per bbl. extra; rolled wheat, \$2.30 in 100-lb. bbls.; cornmeal, \$3.60; split peas, \$4.30; pot barley, \$4.50.

SEEDS.

There has been a large offering of red clover during the past week. Prices are about the same, however. We quote \$4.25 to \$4.75. Alsike is scarcer at 6 to 7c. Owing to their scarcity, little more than the above prices are paid for extra fine lots. On the other hand, there are a good many samples of inferior and low-grade clover, which have to be bought considerably below the lowest of the above prices. Timothy ranges in value from \$2 to \$2.25 for choice machinery-threshed seed.

HIDES, SKINS AND WOOL.

HIDES—We quote: No. 1, green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8¼ to 8¾c.

SKINS—We quote: No. 1 calfskins, 9c.; and No. 2, 7c.; deacons (dairies) 55 to 60c. each; sheepskins, 50 to 55c.

WOOL—We quote: Fleece, 13c., and unwashed, 8c.

MARKET NOTES.

Sultana raisins are active and higher in Smyrna.

Valencia raisins are cabled 2s. higher from Denia.

The tomato season is nearly over and they are very scarce.

Acadia granulated sugar is 10c. lower. No changes have so far been made by the other refineries.

Notwithstanding the high price of apples, pears are remarkably cheap, the price per basket of pears being lower than the price of the same quantity of apples.

Cape cod cranberries are \$1 per bbl. higher than last week. Their advance is in sympathy with the rise in other markets, and not so much on account of the demand here.

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 OUT.

SWEET CAPORAL.

ATHLETE.

DERBY

GUJ'S GELATINE Always Trustworthy
ESTABLISHED 1726.

Agents for Canada:

C. E. COLSON & SON, Montreal.

D. MASSON & CO., Montreal.

ARTHUR P. TIPPET & CO.,

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

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.

GEO. ADAM CO. 430½ Main St. WINNIPEG, MAN.

BROKERS and COMMISSION MERCHANTS

Storage and Track Facilities.

Established 10 Years. - - - Correspondence Solicited.

Foreign Shippers

If you want to offer your goods in **WINNIPEG, CANADA.** we will be pleased to answer your inquiries.

E. NICHOLSON

Wholesale Commission Merchant and Broker.

115 Bannatyne St. East, Winnipeg, Canada.

Winnipeg Fruit Merchants.

THE RUBLEE FRUIT CO.

LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC GREEN AND DRIED FRUITS, NUTS, Etc.

151 Bannatyne St.,

12th St.,

WINNIPEG, MAN.

BRANDON, MAN

QUEBEC MARKETS.

Montreal, October 31, 1901.

GROCERIES.

THE regular fall business seems well up to the mark and all signs indicate a healthy feeling in the country. Orders are probably lighter than they were a year ago, but this is only a proof of the tendency of things. In articles of luxury, especially, is the demand good. Bottled goods of all kinds as well as liquors are being bought in unexpected quantities, indicative of the prosperous condition of the country from ocean to ocean. This week wholesalers are busy delivering this season's goods that arrived within the past 10 days, including dried fruits and canned salmon. The demand for canned goods just now is rather light as retailers are well stocked. Canned-goods prices show no change. The market for teas is strong and a better business is being done both on wholesale and retail account. The feature in the sugar market is a drop of 10c. in the price of granulated by The Halifax Sugar Refinery, coming just at the time when the local trade looked for a steady market at least. Refiners here show no inclination to follow suit. The demand for corn syrup is strong and a little jobbing trade has sprung up in molasses. In spices the feature is the strength of the market. Coffees are also very firm. American pork is 50c. lower and lard is a trifle easier. No Canadian pork is obtainable.

SUGAR.

Again there is a new record in the price of raw beet sugar. Tuesday cable reported the London market at 7s. 4½d. or 1d. below the lowest point ever touched before. The chief cause of this depression was Licht's estimate of a 6,100,000-ton crop, against 5,700,000 tons last year. This increase coupled with the heavy crop of cane sugar has had a strong bearish influence. At the present moment further declines are not expected, and, indeed, there are those who look for advances two months hence. The existing depression in Germany and the eagerness to realize on the new crop may be largely accountable for the depressed condition of the market at the present moment. On Monday the Halifax refinery reduced granulated sugar 10c. per 100 lb. The Montreal refiners have as yet made no change in their quotations, and although they may follow in the near future, no tendency in that direction is evinced at the present moment. The demand for sugars has been very good lately and the refiners are pretty well sold up. Another unfavorable circumstance is the fact that American refiners have weakened 5c. on yellow sugars during the past week. Local prices are \$4.30 for granulated and \$3.45 to \$4.20 for yellows, as to grade, per 100 lb. City 5c. extra.

TEAS.

A cable received from Yokohama last Saturday, reads: "Market up very high on low grades. Buyers eager to transact. No exporters seem to have stock. High and middle grades actually scarce." This describes the Japan tea market as we find it to-day. Since about the middle of August mail advices have said the price of tea has been below the cost of production, and but little tea has been

picked up since that time. The available stock has dwindled to a small supply, and will soon be worth more for home consumption than for export. The total tea export of Japan will this year not reach more than 36,000,000 lb., the smallest export in 15 years. The reason seems to be that the selling price is not keeping far enough above the cost of production, and the Japanese are naturally turning to more profitable lines.

The strong market for Indian and Ceylon teas is having its effect upon the China black-tea market. Congou teas are quite firm and grades that some time ago would not sell at 10c. are somewhat above that figure.

China greens are very firm, not only pea leaf and pin head gunpowders, but even country teas are from 15 to 30 per cent. higher than they were two months ago. The demand from Canadian retailers is very good.

SYRUPS.

The demand for syrups is exceptionally good, much better than was anticipated. We quote: 3½c. in bbls.; 3¾c. in ½ bbls.; 3½c. in ¼ bbls.; \$1.50 in 38½-lb., and \$1.10 in 25-lb. pails.

MOLASSES.

At present there is but little molasses moving as dealers have not yet disposed of those stocks they bought off the wharf. Jobbers still quote 28 and 29c.

CANNED GOODS.

The canned goods market is without any feature. Tomatoes are in rather light supply but the fact that stocks of old goods are being cleared out at 80c., keeps the value of the new pack down to 82½ to 85c. There seems to be but a few cases more obtainable at the lower figure. Corn is worth 77½ to 80c. and peas, 80c. The retail demand continues to be rather slow.

Salmon is also quiet so far as new business is concerned. New goods are now being delivered into retail hands. Fraser river brands are now being sold at 85 to 85.60 per case, and Rivers Inlet, \$1.80 to \$5. Lobsters in 1-lb. flats are selling at \$9.50 to \$10 and in 2-lb. flats, \$10 to \$10.50.

Gallon apples will not be used much this year. Some canners are quoting \$2.65, for new goods, a high price that will limit consumption.

SPICES.

The entire spice market is firm, with advances accorded in cloves and ginger. The demand is good. We now quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 14 to 16c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 16c.; Jamaica, 25c.

COFFEE.

The coffee market is very firm. New York showing several advances. Mochas advanced 2s. in London. Asked if these foreign changes would have any effect on retail prices, one dealer answered: "Oh, some time next year, perhaps." Roasted coffees are worth: Mocha, 27 to 32c.; Javas, 25 to 32½c.; Rios, 13 to 18c.; Santos, 15 to 22½c.; Maracaibos, 15 to 22c.

RICE AND TAPIOCA.

The tapioca market continues strong and steady and wholesale prices must advance when present stocks give out. The demand for both rice and tapioca is good. We quote in combine district: B rice in bags, \$3.10; in half bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots, an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ¼ bags; \$3.10 in ½ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¾c. per lb., and tapioca, 3¾ to 3¾c.

FOREIGN DRIED FRUITS.

VALENCIA RAISINS — The local raisin market is without change. Prices are very irregular on account of the many brands and qualities on the market. Some off-stalk raisins sell as low as 4½c., while reputable goods are worth 5¾c. per lb. Selected are worth 6 to 6¼c. and layers, 6½ to 6¾c.

CURRENTS — There is nothing new to report in currants, the demand being fair and prices steady. Fine Filiatras, in barrels, are worth 5¼c.; uncleaned, in cases, 6c.; cleaned in 1-lb. cartons, 8c., and finest Vostizza currants, 7¾ to 8c. Amalias are quoted at 6¼ to 6¾c.

PEELS — Peels are selling fairly well out of stock at 9½ to 10c. for lemon; 10 to 10½c. for orange, and 11c. for citron.

PRUNES — Prunes are selling very freely to arrive. They are worth 8½c. for 40-50's, 8c. for 50-60's, 7½c. for 60-70's, 7c. for 70-80's, 6c. for 80-90's, 6½c. for 90-100's.

MALAGA RAISINS — The sales of Malaga raisins are quite large; larger, indeed, than for years. The price is low and quality excellent. For immediate delivery we now quote as follows: London layers, \$1.60 to \$1.65; "Connoisseur Clusters," \$2.20 to \$2.25; ¼'s, 70 to 75c.; "Royal Buckingham Clusters," \$3.35 to \$3.40; ¼'s, \$1.10 to \$1.15; "Excelsior Windsor Clusters," \$4.65 to \$4.75; ¼'s, \$1.40 to \$1.50. For future delivery by Bellona, dealers quote, "Royal Buckingham Clusters" at \$3.10.

SULTANA RAISINS — Good, sound fruit now in stock is worth 9½ to 11c. Some goods are coming and will be here by the end of November to sell at 8¾c., while very light stock will sell at 10½c.

NUTS.

The nut market is without any change. Grenobles are worth 10½ to 11c. to arrive; Sicily filberts, 8 to 8¾c.; Tarragona almonds, 10½ to 11c., and shelled almonds, 25 to 26c. Last year's shelled walnuts are worth 16 to 17c.

GREEN FRUITS.

The market is very quiet, apples and bananas being the principal moveables. Spanish onions are very scarce and it is now difficult to obtain supplies. We quote as follows: Jamaica oranges, \$5.50 per bbl.; Verdill lemons, 300's, \$5.50; 360's, \$2.50 to \$2.75 per box; pineapples, 20 to 30c.; Canadian apples, \$3 to \$4 per bbl.; Californian plums, \$2 per box; peaches, \$1.25 to \$1.50; limes, \$1.50 per box; cocoanuts, \$3.50 per bag of 100; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1 to \$1.50; Canadian pears (baskets), 40 to 50c.; Spanish onions, 90 to 95c.; sweet potatoes, \$2.50 to \$3.50; Malaga grapes, \$5.50 to \$7 per keg; Canadian grapes, 20c. for blues, 25c. for green and red; cranberries, \$7.25 to \$7.50 per bbl.; barrel onions, \$2.50.

SEND IN YOUR ORDER.

If our traveller is not around when you want **Paper, Paper Bags, Butter Plates** or anything in our line, send in your order to us by mail. You can rely on our prices being right, and we are prompt shippers.

DOUGLAS & RATCLIFF

34 Church Street,

TORONTO.

Sixty Years on Trial

A long time to stand the test of a critical public. This is what

JAMES' "DOME" BLACK LEAD

has gone through and still stands the highest grade of lead on the market.

Fresh Chewing Gum

BRINGS FRESH CUSTOM.

ADAMS' TUTTI FRUTTI

is always fresh.

Price, \$1.00 per box, containing 36 five-cent bars.

D ID you ever figure the profit on the premium system of buying Chewing Gum? Take, for instance, the rocking chair that costs \$6.75 with gum which sells for \$8.00. Your cash profit is \$1.25, without figuring the freight you pay on the chair. Now, figure 800 pieces of Britten's Havana Fruit Gum at 80c. per box, which contains one dollar and eighty cents worth of gum, and you will find the 800 pieces would cost you \$3.55 5-9. Consequently, you pay \$3.19 4-9 for your premium chair. This seems an easy way of getting the chair, but, if you'll watch some of the advertisements of the departmental stores, you'll see some of the same chairs sold for \$1.98. Don't forget that the jobbing house, the railway company, the chewing gum company, all have to make a profit on this chair, and, as you are the purchaser, you must pay the piper.

American Chicle Co., - Toronto.

FISH.

The fish market has shown considerable activity this week, herring and cod being sought particularly. We quote: Haddies, 15 and 30-lb. boxes, 6c. per lb.; Yarmouth bloaters, 60 in a box, \$1 per box; Yarmouth bloaters, 100 in a box, \$1 per box; smoked herrings, medium, 13c. per box; single haddock, 4½c. per lb.; Marshall's canned, kippered and with tomato sauce, \$1.45 per doz.; also Canadian kippered, etc., 95c. per doz.; No. 1 green haddock, \$4.25 per bbl.; No. 1 green codfish, \$5.25 per bbl.; No. 2 green codfish, \$4.25 per bbl.; No. 1 dressed or skinless cod, 100-lb. case, \$4.50; dried codfish, per 112 lb., \$5; Ivory brand boneless codfish in 1 and 2-lb. blocks, 20-lb. boxes, 5½c. per lb.; loose boneless cod, 40-lb. boxes, 4½c. per lb.; No. 2 mackerel, \$12 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 1 Labrador salmon, \$11.50 per bbl.; No. 1 Labrador salmon, \$6.25 per ½ bbl.; No. 1 B. C. salmon, \$11 per bbl.; No. 1 B. C. salmon, \$6 per ½ bbl.; No. 1 Nova Scotia choice herrings, \$5.50 per bbl.; No. 1 Nova Scotia choice herrings, \$3 per ½ bbl.; Scotch or Loch Fyne herrings, \$6.75 per ½ bbl.; Scotch or Loch Fyne herrings, \$1 per keg; Holland or Dutch herrings, 75c. per keg; large salted eels, \$12 per bbl.; standard bulk oysters, \$1.30 per gal.; select bulk oysters, \$1.50 per gal.; canned Canadian sardines, per 100, \$3.75; canned U. S. little neck clams, \$1.50 per doz.; canned U. S. Kensetts Cove oysters, \$1.25 per doz.; Malpeque, Blue Point and other shelled oysters, \$1, \$1.50, \$5, \$5.50; little neck clams, \$1; 1-lb. lobsters, flat cans, \$9.50 to \$10; ½-lb. lobsters, flat cans, \$10 to \$10.50.

LIQUORS.

SCOTCH WHISKIES.

	Per case of quarts.	Per case of quarts.
Roderick Dhu	\$9 50	less 3 p.c. 30 days
Usher's O.V.G. Special Reserve	10 50	" " "
Usher's G.O.H.	13 00	" " "
Gaelic, Old Smuggler	9 75	" " "
Greer's O.V.H.	9 50	" " "
Old Mull	9 75	" " "
Sheriff's One Star	10 25	" " "
" V.O.	10 50	" " "
Kilmarnoch	9 75	" " "
Doctor's Special	10 00	" " "
House of Lords	10 75	" " "
Bullock, Lade & Co.—		
Special blend	9 25	
Extra special	11 00	
John Dewar & Sons—		
Extra special	9 50	
Special liqueur	12 25	
Extra	16 50	
James Ainslie & Co.—		
Highland Dew	6 75	
Glen Lion, extra special	12 50	
J. Brown & Co.—		
Duke of Cambridge	12 00	
Mitchell's—		
Heather Dew	7 00	
Special Reserve	9 00	
Mullmore	6 50	
W. Teaches & Sons—		
Highland Cream, qts., \$9.50 less 3 p.c. 30 days.		

CANADIAN WHISKIES.

	In barrel per gal.
Gooderham & Worts, 65 O. P.	\$4 50
Hiram Walker & Sons	4 50
J. P. Wiser & Son	4 49
J. E. Seagram	4 49
H. Corby	4 49
Gooderham & Worts, 50 O. P.	4 10
Hiram Walker & Sons	4 10
J. P. Wiser & Son	4 09
J. E. Seagram	4 09
H. Corby	4 09
Rye, Gooderham & Worts	2 20
" Hiram Walker & Sons	2 20
" J. P. Wiser & Son	2 19
" J. E. Seagram	2 19
" H. Corby	2 19
Imperial, Walker & Sons	2 00
Canadian Club, Walker & Sons	3 60
	Less than one bbl. per gallon.
65 O. P.	\$4 55
50 O. P.	4 15
Rye	2 25

CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.:

	Per Case.
Comte de Castellane—	
Cuvee Reservee	{ Quarts \$12 50
" " " " " "	{ Pints 13 50
Carte d'Or	15 00
Champagne Ve Amiot—	
Carte d'Or	16 00
" Blanche	13 00
" d'Argent	10 50
Pommery—	Quarts. Pint.
Sec and Extra Sec.	\$28 00 \$30 00
Mumm's—	
Extra Sec.	28 00 30 00
Moet & Chandon—	
White Seal	28 00 30 00
Brut Imperial	31 00 33 00
Perrier-Jouet—	
Brut	28 00 30 00
Reserve Dry	28 00 30 00

GIN.

	Per Case.
Pollen Zoon—	
Red, cases of 15 bottles	\$9 75
Green, " " "	4 75
Violette, " " "	2 45
P. Hoppe "Night Cap" Brand—	
Red, cases of 15 bottles	10 50
Green, " " "	5 25
Yellow, " " "	10 75
Blue, " " "	5 40
Poney, " " "	2 50
Draught—	Per Gal.
Hogsheads	\$2 95
Quarter casks	3 00
Octaves	3 05
De Kuyper—	
Violet, 2 doz. cases	5 30
Green, " " "	6 00
Red, " " "	11 50
White, " " "	4 00
Terms, net 30 days, 1 per cent. off 10 days.	
In five-case lots, freight may be prepaid.	
Key Brand—	
Red cases	10 25
Green " "	4 85
Poney " "	2 60
Melcher's—	
Infantes (4 doz)	4 75
Picnic	7 75
Poney	2 60
Blue cases	4 75
Green " "	5 50
Red " "	10 25
Honeysuckle, small	7 90
" large	15 25

FLOUR AND GRAIN.

FLOUR — The market remains steady. Western millers are asking 5c. per bbl. more money, and in cases are said to be getting it, but on the whole there is not much change. Spring patents are worth \$3.95 to \$4.10; winter patents, \$3.55 to \$3.75; straight roller, \$3.30 to \$3.40; strong bakers', \$3.50 to \$3.80.

GRAIN — We quote: Manitoba, No. 1 hard, 77 to 78c. afloat October; peas, 52c.; rye, 56½ to 57½c.; No. 2 barley, 52½ to 53c.; oats, 42½ to 43c.; buckwheat, 56½ to 57c.; corn, 61½ to 62c.

OATMEAL — The market is firm at \$1.40 to \$1.50 in wood in carload lots, and \$1.75 to \$1.85 from wholesale hands. In bags the wholesale price is \$2.35 to \$2.37½.

FEED — The market for bran remains very firm under a good local and export demand. Ontario bran is worth \$16 to \$17 in carlots. Shorts are scarce at \$15 to \$19.

BALED HAY — The market continues firm for spot stuff and prompt delivery. The supply is hardly equal to the demand. No. 1 timothy is worth \$9.50 to \$10; No. 2, \$8.50 to \$9; clover mixture, \$7.50 to \$8.

COUNTRY PRODUCE.

EGGS — The market is firm at an advance of fully 1c. on the week, large sales of fresh selected stock having been made at 18 to 19c. Straight lots of western are selling at 15c. To the retail trade 21 and 16c. are the ruling figures. The market is strong, showing a rise of 1c. on the week.

HONEY — The demand is only fair and prices remain steady. White clover honey

Include with first order from wholesale grocer a trial lot of



the unequalled cleaner. Steady growth **seasonable**, well advertised, and have letters daily from consumers
34 Yonge Street, Toronto.

POULTRY

In big demand. Choice dry picked bring good prices.

APPLES

BUTTER, EGGS and CHEESE WANTED.

A. A. SIMONSKI, 250 Spadina Ave., Toronto.
Wholesale Produce and Commission Merchant.

APPLES Export or Local Shipment

Representing

Woodall & Co., Liverpool;
Boyd, Barrow & Co., Glasgow;
M. Isaacs & Sons, Limited, London.

Board of Trade Bldg., TORONTO.

NEW SMYRNA FIGS

In stock, all sized boxes. Prices very low this season; also glove boxes.

Cooking Figs—100 mats, fine Comadr.s.
Almeria Grapes—Pink-tinted varieties in stock.

WRITE FOR PRICE LIST.

WHITE & CO. TORONTO.

Toronto Fruit Merchants.

New California Prunes

New Figs, Dates, Nuts

Oranges, Lemons

We have everything carried by an up-to-date fruit house. Send us your orders.

Local and Long Distance Telephones.

HUSBAND Bros. & Co.

82 Colborne St., Toronto

NEW GOODS.

JUST WHAT YOU WANT.

MAIORI LEMONS, JAMAICA ORANGES, JERSEY SWEETS, SPANISH ONIONS.

We have all four lines.

ORDER AT ONCE

CLEMES BROS., TORONTO.

in comb is worth \$1.50 to \$1.60 per dozen, and strained honey, 9½c.

POTATOES — The market continues to stiffen carlots having been sold at 65 to 67½c. per 90 lb., and a No. 1 car western at 70c. to arrive. Good potatoes are getting scarce and are wanted, as very few retailers have laid in their winter stock yet.

Beans — Sales of carlots have been made at \$1.50 and \$1.52½. Some people are waiting for lower prices still. Wholesalers are selling prime white beans at 3c. per lb.

ASHES — The market remains quiet. first pots at \$4.25 and seconds at \$3.75.

CHEESE AND BUTTER.

CHEESE — Although prices have not changed much there is an easier feeling. Quebec Septembers are changing hands at 8½c. per lb. and western goods do not bring more than 9c. per lb. The English market is weak and dealers there are not buying.

BUTTER — The butter market is strong, wholesalers selling fancy creamery in tubs at 21½c. Export choice creamery is worth 22c. Dairy is selling to the retail trade at 14 to 18c.

MONTREAL NOTES.

All teas are firm.
 Bran is 75c. higher.
 Eggs are up 1c. per dozen.
 Chicago pork is 50c. per bbl. lower.
 Acadian sugar is down 10c. per 100 lb.
 Packers want \$2.65 for new gallon apples.
 Potatoes are strong and wanted in this market.
 Flaxseed is now on the market after a continued scarcity. It is worth 4¾ to 5¼c.
 There are but few Spanish onions on the market and the price is now 90 to 95c. per crate.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., October 31, 1901.

THE Special Fall Number of "The Grocer" is again to hand. The opinion of the trade is that it is not only a credit to the grocery trade and to the publishers but to Canadian journalism. Its display "ads." in particular, call for attention. In business circles the week has been active. Markets are quite generally firm, though there are a few changes to note. There has been considerable interest during the week in onions. The present high prices are very firm and the prospect is to higher figures. Fish are quite scarce and prices are rather higher. The winter-port steamers are now very shortly expected. There is every prospect for a large business.

OIL — In burning oil prices are unchanged; prices are low, but are quite firmly held. In paint oils, stocks are light. Linseed oil is 3c. lower than our previous quotation. In turpentine the tendency has been upward and prices show an advance of 2c. Lubricating oil has a slow sale, and while prices are unchanged they are quite firm. In cod oil there have been fair receipts, but prices are still high, although they are hardly as firm. In prices, wax and candles are

Clark's English Mincemeat

is packed in Tins — 1s, 2s, 3s, 4s and 5s, in Pails, Kegs, Bbls. and Tierces.

If you are looking for Quality

Try a sample order.

You'll not regret it!

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

W. A. CARSON

J. ERLE CALDWELL

Belleville Pottery Co.

SUCCESSORS
TO...



KINDLY WRITE US FOR CATALOGUE AND PRICE LIST.

"Sarnia" OIL

Equal to best American Oil. LAMP GROGERS ALL SELL IT.

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.
 SAMUEL ROGERS, President.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor
'SELL'S COMMERCIAL INTELLIGENCE,'
 168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

GIBSON & HILTON,

Manufacturers' Agents and
Wholesale Commission Merchants.

Correspondence and agencies solicited.

WINNIPEG, CANADA.

P. O. BOX 382

"IMPERIAL" BRAND
APPLES

Couldn't easily be better than they are. Sound and good. Are sure to open up just right in any kitchen.

IMPERIAL CANNING CO.,
KINGSVILLE.

unchanged. The latter show an improved sale.

SALT — In Liverpool coarse salt the market continues to be lightly supplied. Demands are met by stock received via Boston. Prices are quite high; lower figures are expected during November. In fine salt sales are light, chiefly Canadian. We quote: Liverpool coarse, 58 to 60c.; English factory-filled, 95c. to \$1.; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 11c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS — New goods have come to hand, but shipments have been very slow. Shippers complain of difficulty in getting cars. In baked beans the market is quite bare, though goods have been ordered a long time. In vegetables, prices tend firmer. Many are not pushing sales at the prices now ruling. In fruits there is little sale at this season, and stocks are fair. There are western inquiries for blueberries and gallon apples. There is a fair local stock. In salmon the market is now quite well supplied, though no coho fish have yet been received. Prices are unchanged. Meats are more quiet. Domestic sardines are freely received. In kippered herrings and haddies the demand is greater than the supply. Clams have a good sale.

GREEN FRUITS — Trade is very active. Apples are rather easier owing to much cheap fruit being sent here from Nova Scotia, which is not fit for export. A considerable quantity of this is sold at auction. In oranges, Jamaicas have the market; price is unchanged. A few Jamaica pineapples are offered; they are splendid fruit, but quite high. Lemons have a fair sale. Malagas have the market. During the past week stock was very scarce. Canadian grapes are still freely offered, though season is late. Some very good Canadian pears and quince have been received. The former is good keeping stock. Cape Cod cranberries are quite low and have a steady sale.

DRIED FRUITS — New Malaga fruit is now offered. Prices this season are quite low, and quality very good. Malaga loose muscatels are being quoted much earlier than Californias and at quite low figures. They were quite freely bought and effect the sale of Californias. In seeded raisins the latter have sold quite freely. Prices are much lower than last year. In Californian prunes, some shippers are refusing orders for 90-100's and 80-90's. In currants prices are easier, and are very much lower than last year. New York cleaned stock continues to be largely sold. In figs there is just a fair business. New peels are danty expected. Evaporated apples are very high and dealers buy in small quantities. Onions are rather higher and stocks are fair.

DAIRY PRODUCE — In eggs higher prices are quoted. While stock is light and receipts come in slowly, there is but a fair demand. Buyers' ideas work up slowly. Butter is rather easier and more stock is coming in from nearby points. Western stock is not liked, and packages are rather large. Cheese shows no change and the sale is but fair.

SUGAR — The Acadia refinery has reduced the price of granulated 10c. per

100 lb. In granulated some very nice domestic samples are seen; in yellows there is still room for improvement. In both lines some foreign sugars are still offering.

MOLASSES — Porto Rico is still the chief seller. Fair stocks are held; prices are unchanged. Besides Barbados and some little St. Croix, there has been some New Orleans offered this week. The price is quite low, and quality of stock very good.

FISH — This is the busy season. Owing to the lower prices of smoked herring, large shipments have been made west. Receipts are quite free. Pickled herring are still in very light supply, and high prices rule. There are very few outside fish, such as Shelburne and Canso, offering. In dry cod, prices are rather higher. Large fish are not coming here, going direct to United States points. Pollock keeps low and the sale is limited. In finnan haddies, western trade has commenced. Prices are firm. A large quantity of these goods come from Nova Scotia. We quote: Large and medium dry cod, \$3.60 to \$3.65; small, \$2.50 to \$2.60; haddies, 5 to 5½c.; smoked herring, 7 to 8c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$2.15 to \$2.25 per ¼ bbl.; Canso herring, \$5.50 per bbl.; kippered herring, \$1 per box; Shelburne, \$2.50 per ¼ bbl.

FLOUR, FEED AND MEAL — In flour, a fair business is doing. While prices are unchanged they are firm, particularly Ontario. Feed is scarce and high. In oatmeal prices have been again advanced, and oats are very high. There is quite a demand for oats at this season. Stocks of oatmeal are very light. Cornmeal holds firm at the high figures. Local prices for beans are lower and with new goods there will be still lower quotations. Barley and peas are high. We now quote as follows: Manitoba flour, \$4.60 to \$4.76; best Ontario, \$3.90 to \$4.; medium, \$3.60 to \$3.70; oatmeal, \$1.75 to \$1.90; cornmeal, \$2.85 to \$2.90; middlings, \$22 to \$23; oats, 49 to 50c.; handpicked beans, \$1.80 to \$2.; prime, \$1.70 to \$1.85; yellow eye beans, \$2.80 to \$3.; split peas, \$4.50 to \$4.55; barley, \$4.10 to \$4.25; hay, \$12 to \$14.

ST JOHN NOTES

Dearborn & Co. have new Malaga raisins to hand, both layers and loose muscatels.

Geo. E. Barbour reports a particularly large sale of Fairbank's lard during the past week.

A. E. Smith has been appointed representative here for McMeekin & Co., tea merchants, London, Eng.

C. E. Macmichael, representing The A. F. MacLaren Imperial Cheese Co., distributed some handsome advertising matter to the trade during the week.

Mr. Wethey, of St. Catharines, was in the city during the week and called on the trade in the interests of his well-known Condensed Mince Meat.

W. T. Merrick, representing Rose & Laflamme, has been here placing some of Goodwillie's fruits in glass with the retail trade. He was particularly pleased with his sales, and these goods, so popular west, are likely to be in equal demand here.

WRAPPING PAPERS

The season when business is bright and many parcels going out—wrapping paper in large quantities is sure to be used.

When quality, quantity and weight count right, you economize in this important item in store-keeping.

—Our wrapping papers, whether—
—Manillas, or brown wrapping papers, are always full weight;
—count 480 sheets to the ream and
—our standard of quality that
—marks all papers that go from
—this mill holds good with every
—sheet of wrapping paper.

You know our reputation for care and promptness in the shipping of all orders.

CANADA PAPER CO., Limited,
Toronto and Montreal.

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.

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.

John MacKay,
Bowmanville, Ont.

Manufacturer of

Established 1854.

**POT and PEARL
BARLEY, SPLIT PEAS,
and CHOP FEED
IN CAR LOTS.**

Send for Prices or Samples.
Prompt Business.

**SOMETHING BETTER
THAN THE REST**

THAT IS

VICTORINE

A washing compound that does
not injure clothes.

NO ALKALI.

Write for sample.

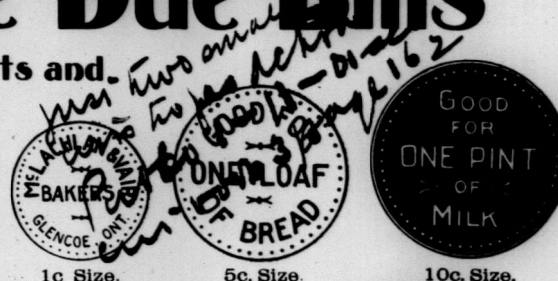
VICTORINE (Incorporated)
MONTREAL.

Your attention is called to the **CRANSTON** Aluminum, Brass and Cardboard

Trade Due Bills

**Bread and Milk Tickets and
Advertising Coins.**

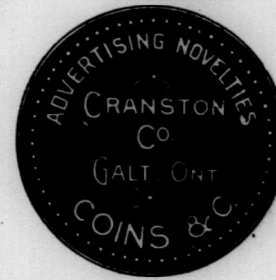
Made in six sizes and six
different shapes — Round,
Octagon, Scolloped Edges,
Oblong, Square, Round
Cornered.



25c. Size.



50c. Size.



\$1.00 Size.

WHAT USERS SAY OF CRANSTON TRADE DUE BILLS.

" We could not be induced to go back to the written due bill or credit system again now that we have the coin style. They have become popular with our customers. They are like cash and can be used by the farmers as such in making deals, and they thus advertise our business and help us to get many new customers. It means that we practically issue our own money for the local goods we buy. They are up to date. All loss and bickering about accounts are avoided by their use.

" BRICKER & DIEBEL, Waterloo, Ont."

Send for Samples and Price Lists to

Also send for Samples and Prices of
ADVERTISING NOVELTIES and
COUNTER CHECK BOOKS.

J. K. CRANSTON

Coin Merchant

GALT, ONT.



The **THISTLE** Brand

ARE

HIGH-GRADE

TOMATOES - CORN - PEAS - Etc.

GUARANTEED
SECOND TO NONE.

BRIGHTON CANNING CO.



Equal to Home-Made

"KENT" BAKED BEANS have the appetizing flavor of the genuine home-made article and are prepared with the utmost care and cleanliness. You can recommend them to your most particular customers. Put up in large, flat cans to retail at 10c.—they are ready for immediate use.

THE KENT CANNING CO., LIMITED,

Chatham, Ont.

WE WANT TO ARREST

YOUR attention for a moment to remind you that if you require any of the following lines we feel confident that better values or better prices cannot be secured elsewhere. Get our quotations.

COFFEES

Mocha, Java, Ceylon, Costa Rica, Maracaibo, Rio, Santos, etc.

DRIED AND EVAPORATED FRUITS.

Valencia Raisins, Seedless Raisins, Currants, Figs, etc.

ALSO

CORKS, SPICES, CREAM OF TARTAR, BAKING POWDERS.**S. H. EWING & SONS, 96 King St., MONTREAL****MANITOBA MARKETS.**

Winnipeg, October 28, 1901.

THE weather has been simply glorious throughout the week, and every threshing outfit has been running for which men could be found. It is estimated that the daily average threshed has been about 1,500,000 bush. Although there are many thousands of bushels of wheat fallen below the original grade, there is no question that the harvest has recovered to a very considerable extent from the effect of the heavy rains. This is having a very decided effect on business, and the volume for the week shows a well marked increase. Collections also are somewhat easier, but a very decided improvement in this direction is looked for next week.

WHEAT—The market has been firm in tone all week, and, though the advance in price has not been large, it has been a steady advance. At the close of the market on Saturday, No. 1 hard October in store Fort William was worth 70 $\frac{3}{4}$ c. per bush., and No. 1 Northern, 67 $\frac{3}{4}$ c. At country points, prices have ruled higher, and No. 1 hard, on a standard rate of freight, sold at from 59 to 60c., while lower grades brought 50c.

FLOUR—This market is firm with a good volume of business. Prices remain without change. We quote: Lake of the Woods, Five Roses, \$2; Red Patent, \$1.85; Medora, \$1.45; XXXX, \$1.15; Ogilvie's Hungarian patent, \$2; Gienora patent, \$1.85; Al-

berta, \$1.65; Manitoba, \$1.45; XXXX, \$1.15.

CEREALS—This market presents no new features—business is fair and prices unchanged. Rolled oats in 80 lb. sacks, \$2.20; 40 lb. sacks, \$1.12 $\frac{1}{2}$; 20 lb. sacks, 57 $\frac{1}{2}$ c; granulated and standard oatmeal, \$2.70; split peas, \$2.50; cornmeal, firm, \$1.70 to \$1.75; white beans, \$2.25 to \$2.30.

CANNED GOODS — Nothing new to report in this market except the fact that some canneries are prophesying an advance in tomatoes. Trade in canned goods is fair but not excessive.

COFFEE—This market is very much excited, owing to the reported short crop and the rapid advances on primary markets. The advances amount to from 1 $\frac{1}{2}$ to 2c. per lb., so that No. 5 green Rio could not now be laid down here under 10 to 10 $\frac{1}{2}$. The local price has so far only advanced to 9 $\frac{1}{2}$ to 9 $\frac{3}{4}$ c., but a further advance is anticipated.

DRIED FRUITS — New currants have arrived and are of very fine quality. The price is 7 $\frac{1}{2}$ to 7 $\frac{3}{4}$ c. per lb., with 1c. addition for cleaned in bulk. Raisins show a fair demand, and prices are unchanged. Fine off stalk, \$2.10 per box; and layers, \$2.25 to \$2.30, according to quality. It is of interest to note the increasing demand for both currants and raisins in the 1-lb. cartons. It would seem that in time the demand of the housewife would be entirely

for cleaned fruit. New figs are due to arrive in about 10 days.

EVAPORATED FRUITS—All Californian fruits have advanced from $\frac{3}{8}$ to $\frac{1}{2}$ c. Apricots are now 13 $\frac{1}{2}$ to 14c.; peaches (unpeeled) 10 to 10 $\frac{1}{2}$ c.; nectarines, 10 $\frac{1}{2}$ to 11c. Evaporated apples remain firm at last week's price of 11 to 11 $\frac{1}{2}$ c. Dried apples have advanced and are quoted at 8 to 8 $\frac{1}{4}$ c.

SALMON—There has been some considerable talk of a drop in salmon, owing to the very large catch just at the last of the season, but it is not likely that this market will be much affected thereby. All the houses here had purchased their stock before any drop came, and some of the standard brands are sold, with a contract that they shall not be resold under a certain price, so that although there may be some shading, there will be no actual lowering of prices, at least for the present, on such brands. We quote: Red sockeye, \$5.75; spring catch, \$5; flats, \$6; Cohoes, talls, \$4.50 to \$4.75.

NUTS—New Grenoble walnuts are expected to arrive the first week in December. The quality is reported excellent. Opening price for the best will be about 12c. Brazil nuts, according to latest reports, show a tendency to advance in the east. Fancy are worth 13 $\frac{1}{2}$ c. to 14c.; smaller sizes, 11 $\frac{1}{2}$ to 12c.

SUGAR—The market shows no change in price for the week. It would seem rather as though Canadians are paying too high a

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

price in proportion to the sugar that can be imported; but whether Canadian refiners can afford to reduce the price is a matter that concerns themselves. In the meantime, a good trade is being done at the old prices. We quote: Extra standard granulated, \$5.05; extra ground, \$6.50; lumps, \$6.50 to \$6.75; bright yellow, \$4.30.

SYRUP—We quote: Extra bright, per lb., 3 to 3½c.; medium, 2½ to 3c.; glucose, 3¼c.

MOLASSES—We quote: Common, per gal., 35 to 38c.; Porto Rico, 45 to 46c., and Barbadoes, 55 to 57½c.

box; Californian do., \$3.50; British Columbian do., \$2.50; oranges, \$5 to \$5.50; lemons, \$6; cranberries, \$9 per bbl., and Malaga grapes, \$8 per keg.

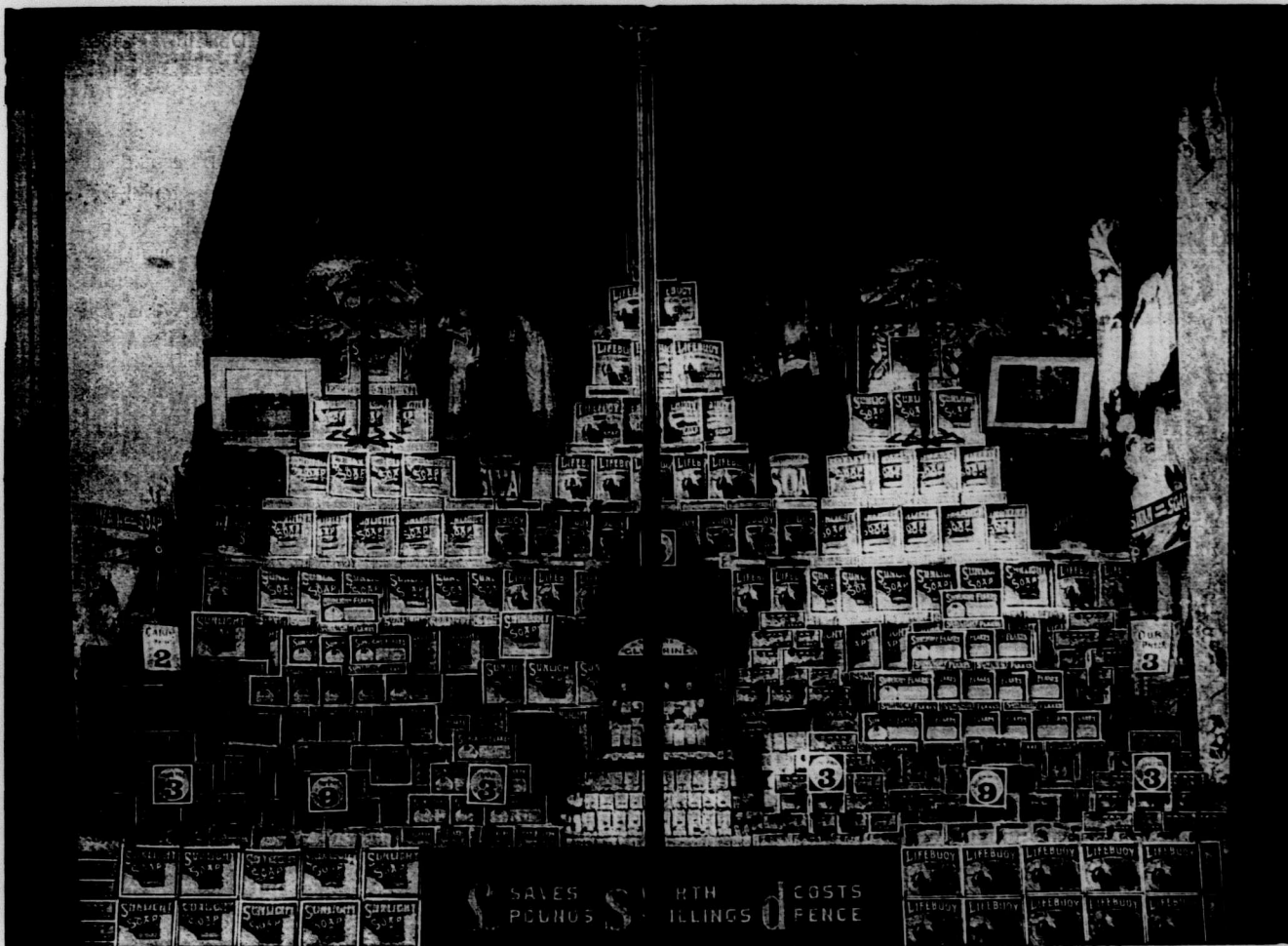
MARKET NOTES.

Lake of the Woods Milling Co. have received the contract for supplying 6,000 sacks of flour for the Indian agencies of the West.

Among the visitors in the city this week was Mr. Baker, representing Huntley & Palmer, Limited, the biscuit manufacturers. He presented many of the trade with handsome wall showcases, with all their leading lines displayed therein.

COLD STORAGE FOR APPLES.

"For three years," says The Green Fruit Grocer, "we have placed Baldwin apples in cold-storage houses worked by ammonia and machinery, such as are built in large cities on scientific principles. We pick our apples as soon as they have matured, place them immediately in barrels and draw at once to the cold-storage house. The sooner they are put into cold storage after being taken from the tree the better; when the apples have lain in the barn in barrels for a week or two they have not kept as well as those



LEVER'S SOAPS DISPLAYED.

HONEY—Both strained and section honey show good demand, when the present high price is considered. We quote: Comb, 22 to 23c. per section, and strained, 15c. per lb.

GREEN FRUITS—The market has settled down to winter fruits, and prices and everything are moving along steadily. Winter apples this week are fine stock, and, as all fall stock is cleared up, the winter apples will begin to move out next week. We quote: Snow apples, \$6 per bbl.; winter apples, \$4.75 to \$5.25, according to variety; pears, Washington, winter varieties, \$3 per

VISIT FROM A HALIFAX MERCHANT.

Mr. G. A. Cook, of G. A. Cook & Co., general provision merchants and grocers, Halifax, N.S., was in Montreal during the past week on a purchasing trip. Mr. Cook is one of Halifax's most enterprising merchants and, like all the "Bluenoses," is most courteous and broad-minded, characteristics which stand out boldly enough to challenge notice.

The creamery building at Whitechurch is progressing rapidly, and this week will be ready for the machinery.

moved at once to cold-storage houses. We find that the apples shrink some and have to be run over before shipment if held until the latter part of March. Sometimes it has taken one barrel to fill out the shrinkage of 10 barrels. We often find five or 10 decayed apples in a barrel of Baldwins opened about April 1. If the apples were held in barns a few weeks before putting in cold storage we might find a peck or more of bad apples. Baldwins which we put in cold storage and which we could have sold for \$1.20 per barrel last fall, we find no difficulty in selling in large quantities at \$3 per barrel March 15."

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

AT a meeting of the creditors of G. A. Labelle, general merchant, Masham Mills, Que., on October 25 it was decided that the assets were to be sold.

Edward Boucque, grocer, Three Rivers, Que., has assigned.

Patrick Mason, grocer, Renfrew, Ont., has offered to compromise.

J. G. Langlois, general merchant, Magog, Que., is offering 25c. on the dollar.

Alex. McLean, merchant, Kamloops, B.C., has assigned to John T. Robinson.

G. Fournier, general merchant, Herbertville, Que., is offering 25c. on the dollar.

The creditors of Burnham & Holdsworth, grocers, Digby, N.S., met on October 31.

La Forest & Hogarth, general merchants, Victoria Mines, Que., are asking for an extension.

F. G. Morin, general merchant, Montmagny, Que., has compromised at 60c. on the dollar.

Bilodeau & Chalifoux have been appointed curators of the assets of Ernest Landy, butcher.

R. F. Meredith, late general merchant, Burford, Ont., has offered to compromise at 60c. on the dollar.

J. L. Dozois has been appointed curator of the assets of Alfred Pare, general merchant, Granby, Que.

W. H. Brown, Pugwash, N.S., general merchant, has offered to compromise at 25c. on the dollar.

A meeting of the creditors of Wm. F. Wilson, general merchant, Waterford, Ont., was held on October 31.

Stewart Boyd, flour and feed merchant, Winnipeg, Man., has assigned to The Winnipeg General Trusts Co.

Gagnon & Caron have been appointed curators of the assets of Theophile Genest, grocer, St. Louis de Mile End, Que.

Samuel Lane, confectioner, Hespeler, Ont., has assigned to Winfield Brewster. and a meeting of creditors is to be held on November 4.

F. A. Labell has been appointed curator of the assets of M. D. Clairoux, general merchant, Duclos, Que., and a meeting of the creditors has been called for November 1.

PARTNERSHIPS FORMED AND DISSOLVED.

E. & F. Gilroy, butchers, Springhill, N.S., have dissolved partnership.

Poirier, Levesque & Co., flour millers, Roxton Falls, Que., have dissolved partnership.

Henry Short & Son, sporting goods

dealers, Victoria, B.C., have dissolved partnership.

Simpson & Hacker, general merchants, Walkerville, Ont., have dissolved partnership. D. A. Simpson is continuing the business.

SALES MADE AND PENDING.

E. Medd, grocer, Toronto, has sold out to J. E. Secon.

Geo. H. Haslem, butcher, Shelburne, Ont., has sold out.

S. Flaxman & Co. have registered as butchers in Montreal.

Mary Beavely, grocer, London, has sold out to William Kidner.

George Evans, grocer, Hamilton, is to sell his stock by auction.

Kushner Bros. have registered as general merchants in Granby, Que.

T. W. Dutton, grocer, Toronto, has sold out to F. G. Martin & Co.

The assets of Theo. Lavelle, grocer, Montreal, have been sold.

The Central Ontario Poultry Co., Madoc, Ont., has obtained a charter.

The assets of Oscar Ducharme, grocer, Magog, Que., have been sold.

J. F. Smith, Belmont, Man., has sold his general store to T. Brinkworth.

Z. Picotte & Co., general merchants, Victoriaville, Que., have registered.

J. P. Ross, general merchant, Exeter, Ont., is offering his business for sale.

W. L. Drinkwater succeeds W. C. Kennedy, confectioner, Georgetown, Ont.

Current & Co. have purchased the grocery business of V. F. Wiber, Berlin.

A. M. Tyson, grocer, Vancouver, B.C., is succeeded by Anderson Littlehales.

F. Lemieux & Fils have registered as butchers in St. David de Loubre, Que.

Loree & Wilson, butchers, Shelburne, Ont., are selling out to Wm. Sanderson.

R. F. Meredith, general merchant, Burford, Ont., has sold out to A. G. Ludlow.

The assets of Albert Plante, grocer, Valleyfield, Que., were sold on October 30.

Miss Jeremie Dion has registered in Montreal under the name of J. J. Dion & Co.

The assets of M. Derbyshire, general merchant, Smith's Falls, Ont., have been sold.

Horace J. Horton, grocer and dry goods, has removed from Goderich to Sault Ste. Marie.

H. Brooke, soda water manufacturer, Harriston, Ont., is advertising his business for sale.

M. Williams, general merchant and undertaker, Dublin, Ont., has sold his general store to James Canning.

H. I. Matthews, general merchant, Lake-

port, Ont., has sold out to Caleb Southon, who took possession on November 1.

J. Lovering, butcher, Lestellier, N.W.T., has sold out to S. Graveline.

Joseph Jarrett, confectioner, Winnipeg, Man. has sold out to McKinnon & Smith.

The stock of J. C. Innis & Co., general merchants, Liverpool, N.S., is being sold by the assignee.

FIRES.

Clawson & Pennell, wall paper dealers, Kamloops, B.C., were burned out. The stock was insured for \$1,550.

The premises of The London Tobacco Co., Limited, were destroyed by fire. The loss is only partially covered by insurance.

R. A. McDonald, general merchant, Westville, N.S., was burned out, the loss being about \$8,500. The buildings and stock were insured.

DEATHS.

Joseph Bergeron, Quebec, has passed away.

Alphonse Mallette, butcher, Montreal, is dead.

W. H. Gillard, of W. H. Gillard & Co., grocers, Hamilton, is dead.

FRA ELBERTUS ON WORK.

EVERY employe pays for superintendence and inspection. Some pay more and some less. That is to say, a dollar-a-day man would receive two dollars a day were it not for the fact that some one has to think for him, look after him, and supply the will that holds him to his task. The result is that he contributes to the support of those who superintend him. Make no mistake about this: Incompetence and disinclination require supervision, and they pay for it, and no one else does.

The less you require looking after, the more able you are to stand alone and complete your tasks, the greater your reward. Then if you cannot only do your own work, but direct intelligently and effectively the efforts of others, your reward is in exact ratio, and the more people you can direct, and the higher the intelligence you can rightly lend, the more valuable is your life.

The Law of Wages is as sure and exact in its workings as the Law of the Standard of Life. You can go to the very top, and take Edison for instance, who sets a vast army at work—and wins not only deathless fame, but a fortune, great beyond the dreams of avarice. And going down the scale you can find men who will not work of themselves and no one can make them work, and so their lives are worth nothing, and they are a tax and a burden on the community. Do your work so well it will require no supervision, and by doing your own thinking you will save the expense of hiring someone to think for you.—The Philistine.

Good Tea helps increase **Any Grocer's Business.**

Red Rose Tea

where it is best known has the reputation of being "**Good Tea.**"

If you are not already selling it, I believe you will not be sorry if you add it to your stock.

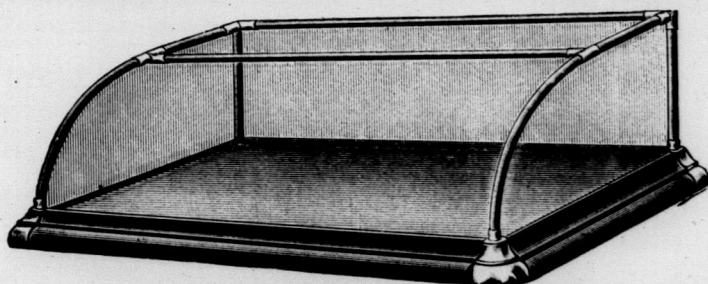
In lead packets, either Black, Mixed or Ceylon Green.

T. H. Estabrooks

Tea Importer and Blender,

ST. JOHN, N.B.

SPECIAL HOLIDAY OFFER



Length, 3 ft.; Height, 13 in.; Depth, 2 ft.

An Oval Front Show Case, in Polished Oak or Cherry, three feet long, with solid nickel joints, sliding mirror doors and extra quality diamond glass throughout. This magnificent case, and an assortment of quick-selling Toilet Soaps for

\$25.00.

This offer means 56 per cent. profit for you.

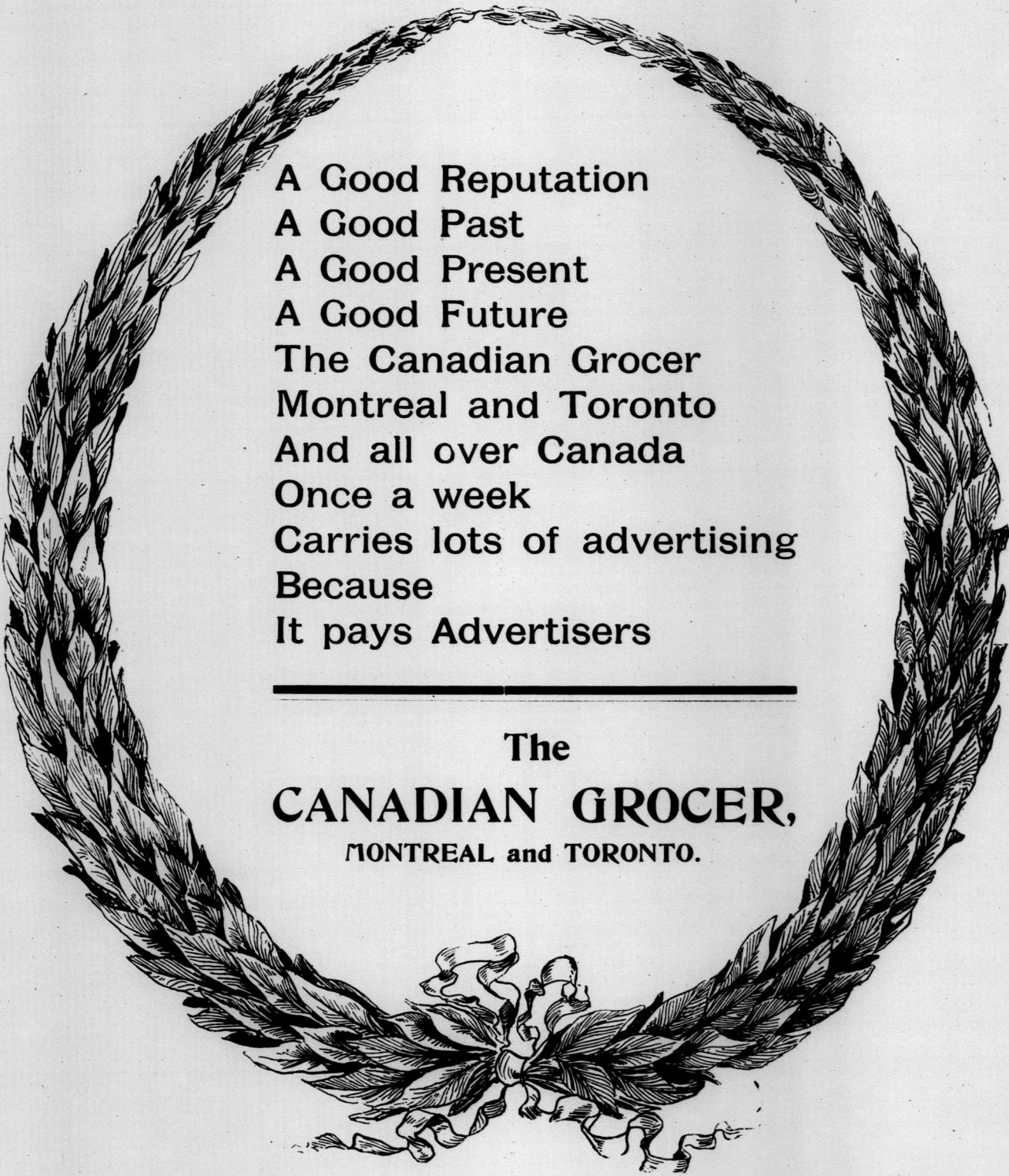
To further advertise our popular lines of Toilet Soaps, we have made arrangements with a large show case manufacturer, whereby we are in position to make this astonishing offer. The assortment of toilets has been carefully made from our regular advertised lines, which are quick sellers and sure to please customers. The Show Case displays your goods to the best advantage, and creates a profitable trade in Toilet Soaps. This offer is for a limited time only, so, if interested, write to-day. Note that there are no lines over 10 cents—they are all quick sellers.

Proceeds from selling Toilet Soaps	- - -	\$27.20
Value of Show Case	- - -	\$12 00
		<u>\$39.20</u>
Our Special Net Price for a Limited Time	-	\$25 00
Your Net Profit		<u>\$14.20</u>

WRITE US TO-DAY FOR FURTHER PARTICULARS.

JOHN TAYLOR & CO.,

77 Front Street East, **TORONTO**



A Good Reputation
A Good Past
A Good Present
A Good Future
The Canadian Grocer
Montreal and Toronto
And all over Canada
Once a week
Carries lots of advertising
Because
It pays Advertisers

The
CANADIAN GROCER,
MONTREAL and TORONTO.

THE TIME TO PUSH COLLECTIONS.

THIS is the time of the year when retailers in all lines of trade should push their collections the hardest, according to a writer in The Commercial Bulletin, and when the best results will be obtained from giving a little extra time to the collecting of outstanding claims. The retailer also has a good excuse for pushing his collections during the month of October and the first half of November. He can go to his customers and rightly claim that the larger proportion of his accounts mature during this period, and that the money due him is necessary in the continuance of his business so that he may keep his credit unimpaired with the wholesale firms from whom he buys goods.

THERE ARE SEVERAL REASONS!

why the retailer should devote considerable attention to collections at this time, and why he should strive to collect in more money during the next 30 days than during any other similar period of the year. The consuming public should be the most prosperous now. The summer's work is at an end, and both the farmers and the laboring classes have realized on their labors. Earlier in the year they were enabled to meet last winter's accounts, and if they have been provident and careful in their living, they should have some money accumulated with which to meet their obligations with the grocer, the dry goods man, and the shoe dealer. When the consuming public has money it is much easier to collect on account than when the returns from labor or from the farm are less than the daily cost of living.

ANOTHER FACTOR

in the situation consists in a consideration of the future from the retailer's standpoint. The retailer who fails to collect in his accounts before November 15 will find that payments on old accounts up to the turn of the year are nominal, and there is reason why this should be so. With the latter part of November many families tie up their earnings in Thanksgiving celebrations, and following Thanksgiving, they begin to save any surplus funds which reach them for the Christmas and New Year holiday buying period. Holiday gifts are generally bought for cash, and the consumer accumulates his cash to invest in this class of goods. Then, too, with the advent of cold weather, many laboring men find themselves with no work in prospect until spring, and farmers quite generally find their income is restricted after they have marketed their grain and stock previous to the advent of cold weather. As a matter of fact, the consuming public is not in a position to pay its bills as promptly following cold weather as it is at present, and the care-

ful retailer will make every effort to get in his money while the situation is favorable to this policy.

On the other hand, there are few retail dealers but that need their money from collections more at the present time than at almost any other period of the year. The retailer who bought his stock of fall and winter goods a month or six weeks ago finds that by paying his bill promptly he can save a considerable sum of money in discounts from the jobber. These discounts are worth saving and many times help to make a business, which would otherwise only return a fair living, profitable to the owner of it.

The retailer's stock is the heaviest at this time of the year and he has more capital invested in it. Necessarily he needs all the money he can obtain on back accounts in order to pay for and carry his increased stock. He will shortly be or is already in the market for increased Christmas supplies. There are few stores that do not carry some

CHRISTMAS STOCK,

no matter in what line of trade they may be, and these Christmas goods can be purchased very much cheaper if the merchant is in a position to pay cash for them or to discount his bills at the end of 10 days. If the goods are bought on the cheapest possible basis and to the best advantage, they can be sold cheaper, and the merchant who can sell holiday goods on a moderate basis, and at the same time secure good profits, is getting a good start towards expanding his business the following year. Customers who do not shop at any other season of the year go shopping at Christmas time, and get as much for their money as possible, owing to the fact that they have so many demands to meet in the way of Christmas gifts. The merchant who sells them goods on a low basis gets their goodwill and secures advertising for the future that is bound to aid him in increasing his business.

HOW COLLECTIONS SHOULD BE MADE.

Now, as to how collections should be made at this time. The collection proposition is about the same the year around, but on general principles, the merchant who asks a debtor to pay him in a half-hearted way, and as if he were fearful that he was committing some breach of business etiquette in dunning him, will not meet with the same success as the merchant who is firm, and when he takes a position on this proposition, he does not recede from it. If you must have money, Mr. Merchant, and your customer owes you money that is necessary to your business, you are doing yourself and those dependent upon you, your creditors and your employes, an injustice if you do not go after it as hard as possible and with the determination to get it.

In this connection there are many merchants who are inclined to be

TOO LENIENT WITH CUSTOMERS

because they are afraid they will lose their future custom if they demand money that is due them. The customer who secures goods on credit and does not meet his obligations weekly or monthly in full, but who is carried over those periods when he is not earning money, is under obligations to the merchant. This

is a one-sided business transaction in which the merchant extends all the courtesies of the situation. Make your customers realize this, Mr. Merchant. Make them feel that you are granting them a concession when you carry them for a month or two months at a time, and that when you demand money from them it is not because you are fearful they will never pay the bill, but simply owing to the exigencies of business, which demands that you shall meet your obligations with the man from whom you buy your goods. If you keep them filled with the idea that they are under obligations to you, you will find it far less difficult to collect the account and you will stand less danger of losing a customer when you do demand your money than you will if you are so anxious for their business that you make them feel you are indebted to them.

These few remarks pertain to the customer who is recognized as good pay, but does not meet his accounts promptly. The dead-beat is eliminated from consideration for the reason that his is a special case which demands special attention.

THE COLLECTION CAMPAIGN

may be instituted the first of October by sending a statement to all customers of the amount due at that time. Couple this with a polite note to the effect that you have carried the account for three months, or whatever period it has been carried, and state that you must meet obligations amounting to so many dollars within the next week. Say to the customer that as this courtesy has been extended to him you expect him to call at your store within the following week and meet the obligation in part or in full, just as you feel about it. At the end of 10 days, if the customer does not call to "square" himself on the little matter, send him a second letter in which you make the point very much stronger that you have absolutely got to have the money and that you expect it from him, owing to the courtesies you have extended him.

PERSONAL VISITS.

If this second letter does not bring desired results, go after the man personally, Mr. Merchant, and talk Spanish to him. If you have persuasive eloquence sufficient for the purpose, make him feel pretty bad because he has given no heed to your previous letters, and make it very apparent that you expect money, and a good round sum, on the account due within a very short time. Your work will begin to bear its fruit soon after this call, if the customer has any sense of personal honor. If he has not, that is another question. He should never have been granted credit in the first place, but if he has been granted credit it will probably be as well to place the account in the hands of your local lawyer as a finality.

UPSIDE DOWN.

The cut of J. S. Bennett's grocery shelf boxes, which appeared on page 17 of the special number of THE CANADIAN GROCER, stood on its head instead of upon its feet. Bennett's boxes look well in almost any position, but still it would have been better had the cut appeared right side up instead of the opposite.

hd,
bx.
16½
16½
15½
17½
18½

40
40
50
40
24
40
30
35

40

40
6
6
6
5
7
5
5

THE PROVISION TRADE.

The Markets—Frozen Eggs—Miscellaneous Notes.

FROZEN EGGS.

THE preservation of eggs in bulk in cold storage is a new wrinkle that is coming into extensive use, according to an exchange. This scheme was devised by the manager of one of the largest biscuit manufactories in the United States, and, as a result, it has been adopted at numerous large bakeries, hotels and restaurants, where the eggs are used, whites and yolks as a whole. The manager in question, whose factory was at that time using between 30,000 and 40,000 dozen eggs per annum, noticed that in the fall and winter eggs lose some of the freshness they have in the spring. The requirements of the business demand an egg that has its original fresh, rich and meaty flavor, and one that will beat up light. Instead of storing the eggs in cases in cold storage, the experiment was made of breaking the eggs as soon as they arrived from the west into cans holding about five gallons, or about 35 dozen each, and freezing the mass solid by refrigeration and holding it in that condition. When wanted the frozen eggs are weighed out by the pound, or measured as a liquid.

THE GUELPH PROVISION CO.

At a recent meeting of the Guelph Board of Trade The Guelph Provision Co. asked the active assistance of the board for their project of building a large pork packing and cold storage warehouse in Guelph by stock subscription. The advantages of a local market for hogs and the importance of a cold storage warehouse were briefly set forth. Shipping in cold storage was the coming business. The company pointed out the profits of the business, and the suitability of Guelph for the same. The likelihood of the dressed meat industry taking the place of the export of live cattle in time was also urged.

PROVISIONS FOR THE CAMPS.

Owing to the active demand for supplies for winter camps, many orders requiring prompt shipment to inland water points are being received now before the close of navigation. In provisions, as the demand is especially good, many buyers have postponed ordering owing to the lower prices for hogs. But, owing to the small stock of hog products in the hands of the packers, the decline in the price of raw material has made no impression on the value of the

product. It is doubtful if prices of the hog product will decline much during the next month owing to the great demand.—Brad-streets.

THE PROVISION MARKETS.

TORONTO.

The receipts of dressed hogs are steady. Prices are steady at \$7.50 to \$7.75. Lamb is, if anything, lower. Other lines are unchanged with a moderate demand. We quote: Hogs, \$7.50 to \$7.75; mutton, \$5.50 to \$6; lambs, 5½ to 9½c. per lb.; beef carcasses unchanged at \$7.25 per 100 lb. for best, and for ordinary, \$6 to \$7 per 100 lb; best hind quarters sell at 8c.; fore quarters, 4½ to 5½c. for best; calves from \$7 to \$8 50.

The deliveries of live hogs were light. Prices are unchanged at \$5.75 to \$6 per cwt. Good breakfast bacon is in good demand, with prices unchanged. We quote: Long clear bacon, 11¼c. in ton and case lots; hams, 13½ to 14c.; breakfast bacon, 15c.; rolls, 12c.; backs, 14½ to 15c., and shoulders, 11¼c. Canadian heavy mess is higher. We quote: pork, mess, \$21; do, short cut, \$21.50. The lard market is steady. We quote: Tierces, 11¼c.; tubs, 12c.; pails, 12¼c.; compounds, 8½ to 9½c. per lb.

MONTREAL.

In spite of the reduction in the price of hogs in this market, it seems impossible to secure any Canadian pork, and dealers must trust to American supply. Chicago pork has again been reduced 50c. this week. Lard is somewhat weaker, general sales being made at \$2.50 per pail. We quote: Heavy Canadian short cut mess pork, \$22.00; Chicago clear pork, \$23.50 for heavy and \$23.00 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$22.50; hams, 13 to 14c.; bacon, 15c.; lard, pure Canadian, \$2.50 per pail; refined lard compound (Fairbank's), \$2.01 for 1 to 24 pails; \$2.04 for 25 to 49 pails; \$2.01 for 50 pails and over; Snow White and Globe compound, \$1.72½ per pail; Cottolene, 11¼c. for 20 lb. pails, and 10¼c. for 60-lb. tubs, for Quebec and Ontario.

ST. JOHN, N. B.

In pork, rather easier prices rule. Beef is unchanged. There is but a fair sale.

Pure lard is firm at the very high prices, and there is a fair stock. In compound lard, there is a large sale.

WINNIPEG.

There is very little to note in the market this week. Cured meats, butter, cheese, and eggs, remaining unchanged.

MR. T. WILSON TAKES A WIFE.

Mr. Thos. L. Wilson, so well-known to the wholesale grocery trade as manager of the Trading Agency, Board of Trade Building, Toronto, was married in Ottawa on October 23. The bride was Miss Sarah Lawe, daughter of Mr. Lawe, D.L.S., Winnipeg, and a niece of Sir Richard Cartwright. Rev. J. M. Snowden officiated. The bride was given away by her brother-in-law, Mr. R. E. Young, of the Department of the Interior. Mr. and Mrs. Wilson left the same evening for New York to spend their honeymoon.

THE CANADIAN GROCER begs to join with the many friends of the happy couple in tendering congratulations.

The Ontario Fruit Growers' Association will hold its annual meeting at Cobourg on December 4, 5 and 6, when two American experts will be present, Prof. Waugh, of Vermont, and Prof. Van Deman, of Washington.

LARGE PROFITS AND QUICK RETURNS.

This is our motto in the commission business. Consignments of Poultry, Butter, Eggs, Apples, Potatoes, Etc., shipped to us will be sold at the greatest profit possible to you, and prompt return made. References: THE CANADIAN BANK OF COMMERCE, Market Branch.

McBRIDE & STRONACH,
23 Church St., TORONTO

Established 1873.

Pork Packers, Commission Merchants,
Buyers and Exporters of

Eggs, Butter,
Cheese, Poultry.

D. GUNN, BROTHERS & CO.

76-78-80 Front St. E. - TORONTO.

EGGS, BUTTER, CHEESE,
ETC. CONSIGNMENTS
SOLICITED.

Write us when you have Eggs and
Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,
77 Colborne St., TORONTO.

The demand for

REGISTERED
Bow Park
BRAND
HAMS

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

The Brantford Packing Co.
LIMITED
BRANTFORD, ONT.

BUY THE BEST AND DO IT NOW.

REGISTERED
Bow Park
BRANDS

SWEET PICKLES

ALWAYS LEAD.

PREPARED BY
Shuttleworth & Harris,
BRANTFORD, ONT.

HAMS

**Sugar Cured,
Bright,
Juicy,
Well Flavored.**

There are no better Hams made than Fearman's "Star Brand."

If you have not proved this, send us a sample order.

F. W. FEARMAN CO.,
Limited
Pork Packers and Lard Refiners, Hamilton, Ont.

THE CANADIAN PACKING CO.
LONDON, ONT.



GUARANTEED CHOICE AND PURE.
GOLD MEDAL, PARIS 1900.
Please order goods through your wholesale house

INQUIRIES REGARDING CANADIAN TRADE.

The following were among the inquiries relating to Canadian products recently received at the High Commissioner's Office in London, Eng.:

1. A London firm of engineers, machinists and general contractors desire to obtain the sole agency in Great Britain for any Canadian engineering or manufacturing firm of repute wishing to establish a connection with the principal engineers, ship-builders or railway companies.

2. An agent calling upon wholesale ironmongers, builders' merchants and the iron trade generally is willing to represent any good Canadian house requiring such services as he can offer.

3. Inquiry comes from Havre for the names of Canadian exporters of baled hay.

4. A gentleman in Glasgow conversant with the timber trade desires to represent, on commission, several well-established firms shipping Canadian yellow pine.

5. A German commission firm shortly commencing in Berlin ask to be placed in communication with Canadian houses requiring such representation as they can offer.

6. The names of probable buyers in Canada of hair felt, roofing, silicate cotton, etc., are asked for by a London firm manufacturing these goods.

7. A firm in the Midlands inquires for addresses of several reliable patent agents practising in Canada.

Inquiries received at the Canadian section of the Imperial Institute:

8. A firm of whiskey distillers is open to appoint a pushing firm as sole purchasing agents in Canada for its brands of Scotch whiskey.

9. A London house seeks a Canadian agency in polished wood boxes, cane cases, boxwood, acorns, brush backs and similar lines.

10. A manufacturer of biscuits is prepared to appoint suitable Canadian agents.

[The names of the firms making the above inquiries, can be obtained on application to the editor of THE CANADIAN GROCER.]

A UNIQUE ANNOUNCEMENT.

Mr. R. S. Webster has retired from the firm of R. S. Webster & Co., general merchants, Udora, Ont., leaving the business wholly in the hands of Wm. O. Webster, who will conduct it under the old firm name. When announcing his retirement, Mr. Webster issued a somewhat unique circular, of which the following is a copy:

"FOR AULD LANG SYNE!"

DEAR SIRS,—Ye min' yer auld frien' Maister R. S. Webster, wha syne 32 years agone has had sae mony happy beesness cracks and ca's wi' ye. Weel, me guid mon, eifter giein' ye the warm 'han' shake for the mony past kin'nesses I gang till gie ye ward hoo I hae ootsellit the store beesness tae ma son Wull, wha s'll aim tae up-keep the guid name o' the beesness.

Ye ken the lad Wull fu' weel. Syne maist o' the 10 years just ahint us 'twas he wha buyed an' sell't i' the store. An ony-guid will ye be disposit tae grant him wull hae the warm gratitude o'

Y'r auld frien,

R. S. WEBSTER.

Udora, October 1, 1901.

Every grocer who desires to have the finest goods for his customers, will see that he is never without a full stock of:

COWAN'S Hygienic and Perfection Cocoa.
Queen's Dessert, Royal Navy and Perfection Chocolate.

COWAN'S Cake Icings—Chocolate, Pink, Lemon Color and White.

COWAN'S Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.

ALL ABSOLUTELY PURE GOODS.

THE COWAN CO., Limited, TORONTO

Once used and your customers will ask for OUR

LARD

not twice or three times, but **ALL THE TIME**

Our Process of Rendering

Demands absolute cleanliness and purity.
An Absolutely Pure Lard is the result.

Every Grocer Should Have it

FROM 3-LB. TINS UP.

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

Our Brands Give Satisfaction.

**SUGAR-CURED HAMs,
BONELESS BREAKFAST BACON,
ROLL BACON, PURE LARD**

Hot Weather Specials

READY FOR LUNCHEON:

**BOILED PORK HAMs,
LUNCH BEEF,
BOLOGNA SAUSAGE,**

**BOILED BEEF HAMs,
HAM, CHICKEN and TONGUE
SAUSAGE.**

The Park, Blackwell Co., Limited
Packers and Exporters, **TORONTO, CANADA.**

London Agents: Messrs. Miller Bros.
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.
12 North John St.

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.

IT doesn't matter whether it is a case of being **TOO FAT** or **TOO THIN** Bread, Cakes, etc., made from

"SUPERIOR GLUTEN FLOUR"

Will restore nature to its normal condition.

Samples and prices on application to

E. A. SHOEBOTHAM
CANADIAN AGENT,

St. James' Park, LONDON, Canada.



ESTABLISHED 1869

Geo. Stanway & Co.

Brokers and General Commission Merchants

Teas, Sugars, Molasses, | 46 Front St. East, TORONTO
Canned Goods

Correspondence Solicited.

ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

New Dates

Hallowees Sairs

First of the season, now in store.

WARREN BROS. & CO.

TORONTO.

QUICKMAID RENNET TABLETS



Make delicious desserts in ten minutes.

A book of recipes goes with each package.

The most reliable Rennet Tablets on the market. For sale by all wholesalers.

Retails at _____
10 Tablets for 10 Cents.

SLEE, SLEE & CO.,

Limited

Tower Bridge Brewery,
LONDON, ENG.

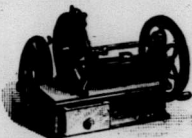
FOR English Malt Vinegars.

Ontario Agents

John W. Bickle & Greening.
HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.

Rotary Smoked Beef Shaver with Patented Self-Sharpening Device



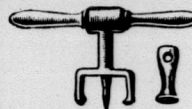
No. 125, 2 Blades, \$18.00
No. 129, 1 Blade, 18.00

Self-Priming and Measuring Pump



No. 97, \$5.50

Auger for above Pump



No. 97, 60 cents

"ENTERPRISE"

Rapid Grinding and Pulverizing Mill

Fitted with General Electric Co's. 1/2 H. P. Motor

The Machine is self-contained and is ready for connection to feed wire as shipped from factory

Will be furnished with Motor suitable for all conditions as to Current, Voltage, etc.

GRINDING CAPACITY

FAST SPEED

Granulating 3 pounds of Coffee per minute

SLOW SPEED

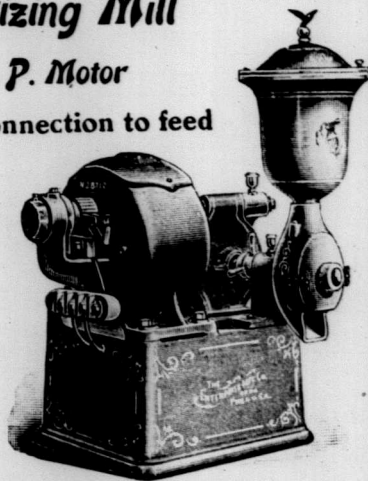
Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 8712

Height, 30 inches. Width, 18 inches.
Length, 22 inches. Weight, 250 lbs.

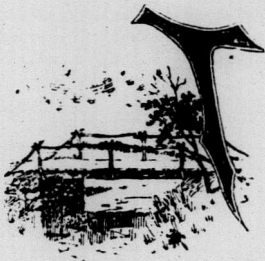
Capacity of Iron Hopper
4 lbs. of Coffee

PRICE ON APPLICATION

The Enterprise Manufacturing Co. of Pa.

Philadelphia, Pa., U. S. A.

THE MAKING OF SULPHUR MATCHES.



THE match-making industry affords a striking instance of the great economy in time and labor which has been accomplished, particularly, of late years, by the development of labor-saving machinery. Of the many articles that are necessary to the comfort of our domestic life, there are few that are produced and sold so cheaply as the common, tipped match. Were it not for the very ingenious machinery which has been specially devised for their manufacture it would be impossible to produce matches in such enormous numbers, and place them on the market at the astonishingly low price which prevails at the present time. The rapidity of manufacture may be judged from the fact that the machine used in one of the leading factories in the United States, described in a recent issue of Scientific American, from which this article is taken, is turning out 18,000,000 matches per day of 20 working hours.

MANUFACTURE OF SPLINTS.

The raw material for the manufacture of "splints," as the diminutive sticks of wood which carry the igniting material are called, usually consists of a special grade of sawn lumber, the wood being chosen for the straightness of its grain and its freedom from notches. This lumber costs from \$26 to as high as \$50 per 1,000, board measure. In cutting the splints it is necessary that the grain should run parallel with the splint, otherwise the latter will snap in two when the match is struck. The impossibility of securing sawn lumber in which the grain is everywhere parallel with the board results in a considerable percentage of waste. To avoid this waste and to render it possible to use a cheaper grade of lumber, The Federal Match Company manufacture their splints from white-pine cordwood. The rough lumber, as soon as it is delivered at the works, is peeled, split, and stacked to dry. The split wood is then sawn crosswise of the grain into 2 inch lengths, and the splints are cut from these blocks in the specially designed planing machine. The planing tool of this machine consists of a double row of circular knives superimposed above one another, there being 32 of these little knives in each row. As the knife makes 250 strokes per minute, the capacity of each machine, allowing for time lost in picking up a fresh block, is nearly a million splints per hour. The splints

are first dried by hot air, and then gathered up by boys and placed in the hopper of a cleaning machine, where all slivers or broken fragments are separated out. The cleaner consists of a hopper which delivers the matches onto the upper end of a sloping oscillating table, whose surface contains a number of parallel grooves, running in the direction of the oscillation. At intervals of a few inches transverse slots are cut entirely through the table. The match splints travel down the table and fall into a receptacle below, while the slivers and broken fragments fall through the slots. From the cleaning machine the splints are taken to a straightening machine, where they are shaken down until they arrange themselves side by side in long parallel rows, just as cordwood is arranged and stacked by the woodcutter. The machine is then stopped and the slats drawn away, leaving the matches straightened out ready for further handling. They are picked up and put in "holders," little boxes 4 inches deep, 2 inches wide, and 15 inches in length.

THE MATCH-MAKING MACHINE.

The match-making machine finishes the match in one continuous operation, dipping it in paraffine wax, tipping it with phosphorus, drying it out, and delivering it ready for shipment, the whole operation taking just 32 minutes, and the matches being turned out at the rate of 18,000,000 per day of 20 hours. Generally speaking, this machine may be described as an endless belt, 600 feet in length, known as the carrier, which extends up and down the length of the room, passing at each turn over end-sprockets. The belt travels with an intermittent motion at the rate of 9 inches a stroke and 30 strokes a minute. Each link of the belt consists of a set of transverse slats, known as a "block," and in each block are placed 400 splints. After the splints have been inserted no further handling is necessary, each block being successively dipped in wax, dried, tipped with phosphorus and again dried, and finally delivered as finished matches ready for packing.

The special improvement in the machine under consideration, as distinguished from all others, lies in the great rapidity with which the splints can be charged into the endless carrier. In the ordinary type, the splints are fed a few at a time from a single hopper located at the charging station, a single row of matches being fed at each forward movement. In the machine used in the particular factory referred to by Scientific American, the hopper is replaced by a vertical loop, called the charging station, which is arranged above the endless carrier and

Enterprise

RENOVATOR.

The perfect carpet and clothes cleaner.

Grocers: Send for our special offer.

ENTERPRISE SPECIALTY CO.,
83 Bay Street, TORONTO.

It's not like pie,

It's healthy

N. & B. Jelly Powder

Pays to push because it always gives satisfaction.

Be sure you get **THE RIGHT KIND**, made by

Nicholson & Brock
TORONTO.

(A Sample Free)

ROSS'

THIS FIGURE ON EVERY PACKAGE

High Grade

TEA

There is no question about Ceylon Teas being the **BEST**, but grocers should be careful not to sell teas marked Ceylon and adulterated with inferior teas.

ROSS' HIGH GRADE is, without exception, the only pure Ceylon tea on the Canadian market. For your own edification inquire into this.

THE ROSS TEA CO., - - TORONTO.

CEYLON AND INDIA TEA

BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

GREEN

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.

has an intermittent motion corresponding in speed and frequency with the movements of the carrier. In the vertical sides of this charging station are eight assembling stations, each of which performs functions corresponding to those of the single hopper in the old type of match-making machine, by charging in this case a row of 50 splints into special perforated brass holders. Each of these holders has a capacity of 8 rows of splints; and by the time a holder has made the circuit of the eight charging stations and passed entirely around the loop, it is loaded with its full quota of 400 splints. The loaded holder is now automatically brought into position over the carrier, and its load discharged directly into the frame or "block" beneath it, 400 splints being delivered at each intermittent stroke of the machine. It will thus be seen that, by the provision of a separate multiple unit charging station in place of the single hopper, the capacity has been increased 10-fold.

Each frame is made up of 9 parallel slats of wood, which extend across the full width of the carrier. As each frame is successfully brought forward beneath the brass plates the load of 400 splints is pushed down from the plates into the frames. The slats are then closed up tightly, and the splints locked in, by means of a circular cam.

THE ENDLESS CARRIER,

as we have said, has an intermittent motion in one direction, and the insertion of the matches in the block is accomplished at the moment the carrier is stopped the cam opening the frames, the matches being transferred from the brass holder, and the slats closed up and locked before the carrier makes its next advance. The frames, with the matches in place, next travel over a steam heated drying table, at the end of which a beater strikes a blow upon each frame and levels the matches out evenly, ready for their passage over the phosphorous roller. The lower ends of the splints then travel through a bath of melted paraffine wax, the paraffine being necessary to make the splint burn easily after the match is struck. The matches next travel over a roller, the lower part of which is immersed in a steam heated bath of melted phosphorus. As each frame, with its 400 matches, travels across the upper portion of this roller the proper amount of phosphorus is deposited. By the time the matches have travelled in the carrier through the whole circuit of the machine the composition has become thoroughly dried out. The matches are ultimately brought back to the receiving station end of the system, where the circular cam descends between the slats and releases the matches, and they are pushed out of the carrier frame automatically by means

of a discharger comb which descends from above the slats for this purpose. The matches are then carried down over an inclined, oscillating table, where they are automatically arranged in parallel piles for convenience of handling. They are then gathered up and taken to the packing tables, where they are put into match boxes of various sizes, and packed in boxes and in crates for shipment.

MACARONI AND ITS KINDRED PRODUCTS.

MACARONI and its kindred products—vermicelli, spaghetti, noodles and "letters"—are coming to be recognized as staple products, and recently its consumption has increased to considerable proportions. "Macaroni," declares The St. Louis Globe Democrat, "is rapidly taking a place on the American dinner table as a necessity. It contains about the same proportion of starch, gluten and sugar found in potatoes, and among many families it is being used as a substitute for the tuber. Its cost is less in proportion to potatoes and its nutritive value about as great. One pound of macaroni will last a family of six people for two meals, while a pound of potatoes will only last half the time. For years macaroni was looked upon with disfavor by Americans because it was an Italian dish, but it has been growing in popularity right along until it is now found on almost every table in the land. Formerly there was an impression that Italian macaroni was the best, but the American manufacturer has demonstrated that he can put up a better article than comes here from Italy, although there is still a considerable

quantity imported. The American-made macaroni is more cleanly manufactured. In Italy, the drying process is still crude. The strings of doughy mixture are placed out of doors on any supporting projection and the macaroni gathers all the dirt that comes its way. In the American-made article, the dough, after it comes from the molds, is carried to drying rooms, where it remains six days before it is ready for packing. In the manufacture the American uses the latest and best machines. The macaroni machine is a big cylinder with a number of small holes in the bottom. The dough is placed in the cylinder and a plunger under hydraulic pressure forces the tubes of macaroni through in long strings. The centre holes are made by rods that fit in the cylinder holes, leaving only a slight space for the macaroni around them."

HUSTLERS AND NON-HUSTLERS.

"I tell you," the sprightly passenger in the pepper and salt suit was saying, "there is nothing like get up and hustle. I hustle. If business doesn't come to me I go out and hunt it. Yesterday I made nearly \$11 repairing sewing machines. Had six jobs. I can afford to take a holiday once in a while."

"Well," slowly replied the passenger in the suit of sombre black, "I'm not so good on the hustle. I've had only one job in the last six months."

"That's too bad," returned the other sympathizingly. "What's your occupation?"

"Building lighthouses."

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,

LIMITED

MONTREAL, QUE.

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY
MONTREAL

Mediterranean Fruits
Granulated and Raw Sugars
Molasses and Syrups, Glucose, Etc.
Excelsior Macaroni
White Castile Soap

C. A. CHOUILLOU & CIE.
14 Place Royale (Customs House Sq.) MONTREAL.

"Chief Keokuk"

Pickles and Condiments.

"Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.



**CLOTHES
PINS...**

Selected and full count, in
packages of 4 doz.—6 doz.
—12 each to a case.

This makes a very attractive
shelf display line. Also in
cases of 5 gross, large and
small sizes. Ask for quotations.

BOECKH BROS. & COMPANY,
TORONTO.

Manufactured by
WM. CANE & SONS MFG. CO.,
NEWMARKET, Limited.

Hugh Walker & Son, Wholesale Fruit Importers, **Guelph, Ont.**

- DIRECT IMPORTERS OF -

Fancy and Domestic Fruits.

OUR SPECIALTIES

Fancy Oranges, Lemons, Malaga Grapes, Cape Cod Cranberries.

Special Attention to Mail and Telephone Orders.

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

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



Capstan Brand

BAKING POWDER

¼-lb., ½-lb., 1-lb. and 5-lb. sizes.

No purer line of Baking Powder on the market. Quality guaranteed.
Write us for prices.

The Capstan Mfg. Co., - Toronto.



WORK — CASH.

You save both by handling
**Dwight's "Cow Brand" Baking
Soda**, which is handsomely packed,
ready to hand to a customer. No
measuring, bagging, weighing, or tying,
and you make more profit on a package
than on a pound of bulk soda.

JOHN DWIGHT & CO.,
34 Yonge St., TORONTO.

Agencies in all leading centres.



LICORICE..

We manufacture everything in the Licorice line carried by the Gro-
cery, 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 PLI-
ABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and
Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan
Wafers, 2 ½ lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated
catalogue.

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

Edwardsburg Starch Co'y, Limited

Established 1858.

164 St. James Street,
Montreal.

Works,
Cardinal, Ont.

53 Front Street East,
Toronto.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

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

COFFEE.	
JAMES TURNER & CO. per lb.	
Mexico	0 32
Damascus	0 28
Calico	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

CLOTHES PINS.	
BORGES BROS. & CO.	
Clothes Pins (full count), 5 gross in case, per case	0 55
4 doz. packages (12 to a case)	0 70
6 doz. packages (12 to a case)	0 90

COUPON BOOKS—ALLISON'S.	
For sale in Canada by—The Ery. Blain Co., Limited, Toronto. O. O. Beauchemin & Fils, Montreal.	
\$1, \$2, \$3, \$5, \$10 and \$20 books.	
Un-Covers and num-bered.	Coupons numbered.
in lots of less than 100 books, 1 kind assorted	4 4½c.
10 to 50 books	3½c. 4c.
50 to 1,000 books	3c. 3½c.

Allison's Coupon Pass Book.	
\$1 00 books	3 cents each
2 00 books	3 cents each
3 00 books	3 cents each
5 00 books	4 cents each
10 00 books	5½ cents each
15 00 books	6½ cents each
20 00 books	7½ cents each
25 00 books	8 cents each
50 00 books	12 cents each

EXTRACTS.	
HENRI JONAS & Co. Per gross.	
8 oz. London Extracts	\$6 00
2 oz. " (no corkscrews)	5 50
2 oz. Spruce essence	9 00
2 oz. " "	9 00
4 oz. Anchor extracts	12 00
1 oz. " "	21 00
1 oz. " "	36 00
1 lb. " "	70 00
1 oz. Flat " "	9 00
2 oz. Flat, bottle extracts	18 00
2 oz. Square " "	21 00
4 oz. " " (cooked)	36 00
8 oz. " "	72 00
8 oz. " glass stop extracts	3 50
8 oz. " "	7 00
2½ oz. Round quintessence extracts	2 00
4 oz. Jockey decanters	3 50

FOOD.	
Per doz.	
Robinson's Patent Barley ½ lb. tins	1 25
" " 1 lb. tins	2 25
" " Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

GILLET'S POWDERED LYE.	
4 doz. in case	\$3 60

JAMS AND JELLIES.	
SOUTHWELL'S GOODS. per doz.	
Frank Magor & Co., Agents.	
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams, W. F.	1 55
Red Currant Jelly	1 90
Jams—T. UPTON & CO.	2 75
1-lb. glass jars 2 doz. in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb	0 07
7-lb. wood pails, 6 " "	0 07
14-lb. wood pails, per lb	0 07
30-lb. " "	0 06½
Jellies—	
1-lb. glass jars, per doz	\$1 00
7-lb. wood pails, per lb	0 06½
14-lb. " "	0 06½
30-lb. " "	0 06½

LICORICE.	
YOUNG & SMYTHE'S LIST.	
5-lb. boxes, wood or paper, per lb	\$0 40
Fancy boxes (38 or 50 sticks) per box	1 25
" Ringed " 5 lb. boxes, per lb	0 40
" Acme " Pellets, 5 lb. cans, per can	2 00
" Acme " Pellets, fancy boxes (40) per box	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 20 5 lb. cans	1 50
" Purity " Licorice 10 sticks	1 45
Dulce, large cent sticks, 100 in box	0 73

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

MUSTARD.	
COOLMAN'S OR KEEN'S	
D. S. F., ¼ lb. tins, per doz.	\$1 40
" ½ lb. tins, " "	2 50
" 1 lb. tins, " "	5 00
Durham, 4 lb. jars, per jar	0 75
" 1 lb. " "	0 25
F. D., ¼ lb. tins, per doz.	0 85
" ½ lb. tins, " "	1 45
JONAS' FRENCH MUSTARDS	
HENRI JONAS & Co. Per gross.	
Pony size	\$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Per gross.	
Mugs	13 20
Pint jars	18 00
Quart jars	24 00

MATCHES.	
Eddy's Telegraph, 5-case lots	
single cases	\$4 00
Telephone, 5-case lots	3 90
single cases	4 10
Eagle Parlors, 200s, 5-case lots	1 60
single cases	1 70
" " 100s, 5-case lots	1 50
single cases	1 90
Victoria Parlors, 5-case lots	2 90
single cases	3 10

ORANGE MARMALADE.	
T. UPTON & CO.	
1-lb. glass 2 doz. case, per doz.	\$1 00
7-lb. pails and 5 and 7 lb. tins	0 07

PICKLES.	
STEPHENS'.	
A. P. Tippet & Co., Agents.	
Patent stoppers (pints), per doz.	2 30
Corked (pints), " "	1 90

The Auer Gas Lamp

Money-Back Style.

No. 9

EVERY store-keeper who wants a brightly lighted store should use this lamp—it is the only one giving 200 candle power.

IT makes its own gas automatically and is cheaper to run than a center-draft oil lamp.

THERE is no smoke or smell, of any kind, from it.

HUNDREDS of them are in use and every one is giving satisfaction.



IF THE LAMP IS NOT ALL YOU HOPE IT TO BE WE WILL CHEERFULLY RETURN YOUR MONEY.

WRITE FOR OUR CATALOG AND DISCOUNTS.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.

When the Canadian winter weather comes upon us; when the air is full of grippe and pneumonia, and sudden climatic changes wreck the constitution, then it is that we Canadians should take our holidays.

For a far less expenditure of money than it costs for a trip to Europe one may enjoy a voyage to the British West Indies by Pickford & Black steamers, sailing from Halifax every other Monday.

P. & B. boats call at Bermuda, St. Kitts, Antigua, Dominica, Montserrat, St. Lucia, Barbadoes, St. Vincent, Grenada, Tobago, Trinidad and Demerara. The round trip takes 42 days. Steamer accommodation first-class.

For information write R. M. Melville, Toronto, and Pickford & Black, Halifax.

ADVERTISING in WESTERN CANADA will be Carefully, Efficiently, and Promptly attended to by
The Roberts Advertising Agency,
WINNIPEG, CANADA

THE "GLENER"
KINGSTON, JAMAICA, B.W.I.

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

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLENER."

Write for scale of charges, etc., to

THE GLENER CO.,
Limited

"Gleener" Office, KINGSTON, JA.

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.

BUSINESS NEWS

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

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

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

233 McGill Street, MONTREAL, QUE.
Telephone Main 1266.

19 Front St. East, Toronto. Telephone 2168.

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

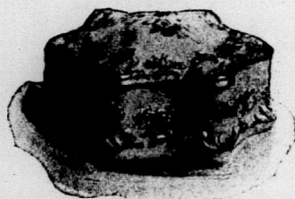


The Best Grocers make a point of Keeping it always in Stock.

LAMPS

Write to us for illustrated Catalogue of our decorated Vase Lamps, even if you have bought. It's handy to compare sometimes.

and



DECORATED OPAL

Bright, Attractive. 5c., 10c., 15c. and 25c. Counter Goods.

OUR NEW LINES

INVADER ASSORTMENT.

Ink Stands, Matches, etc., to retail for 10c. each.

TURQUOISE ASSORTMENT.

A line of quick sellers in turquoise blue trays and boxes to retail at 10c. and 15c. each.

SALISBURY ASSORTMENT.

The best line of vases on the market. Just the thing for Xmas trade. Retail for 10c., 15c. and 25c.

It's your own fault if you have not got one of our splendidly illustrated Opal Catalogues, as we are only too glad to send one for the asking and we want every up-to-date merchant to have one.

EARTHENWARE, FANCY CHINA, GLASSWARE, CUT GLASS.

GOWANS, KENT & CO.

TORONTO and WINNIPEG.

OF COURSE

there are other brands of Mince Meat besides WETHEY'S, but if you want the only kind that has special merits, is suitable to everyone's taste and, at the same time, yields a good profit,

SELL WETHEY'S CONDENSED MINCE MEAT

It has a deliciousness and wholesomeness peculiar only to this make, and which has resulted in placing it in the front rank.

All Wholesalers Handle It.

Manufactured by

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

Crosse & Blackwell, Limited

Pickles, Sauces, Jams and Preserved Provisions.

C. E. COLSON & SON,

MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

—OFFICES IN CANADA—

HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER B.C.

HAMILTON, ONT.
QUEBEC, QUE.
VICTORIA, B.C.

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

Oakey's

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

'WELLINGTON' KNIFE POLISH

JOHN Oakey & Sons, Limited

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street
MONTREAL**