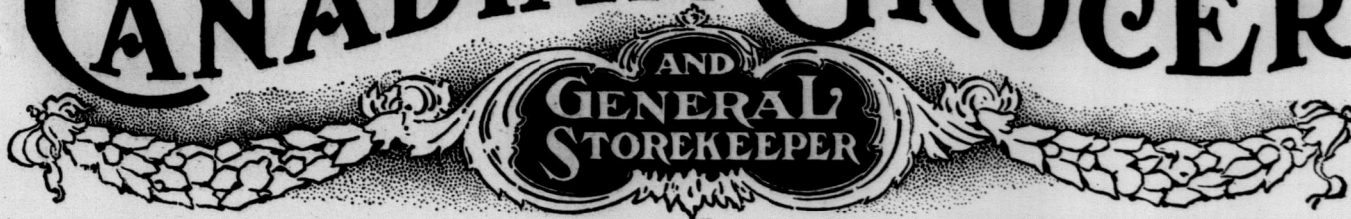


PUBLISHED EVERY
FRIDAY

THE

CIRCULATES IN
EVERY PROVINCE

CANADIAN GROCER



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

BISCUITS! BISCUITS!



CARR & CO.'S CELEBRATED CAFE NOIR

(THE ORIGINAL)

Delicate flavor. Just what the ladies want for 5 o'clock tea.

FRANK MAGOR & CO.,

Canadian Agents.

16 St. John Street, MONTREAL

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



D
R
O
U
N
T
H
R
I
S
K

of losing a customer by offering a substitute for

Millar's Paragon Cheese.

It is the best to be had in Canada, and the dealer who is desirous of satisfying his customers, and the same time making good profit, will always have it in stock. HAVE YOU?

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.

OUR

CANS CANS CANS

CAN not be surpassed in point of workmanship, material, quality.

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

THE ACME CAN WORKS

Office and Factory: Ontario St. and Jeanne D'Arc Avenue.

Jas. B. Campbell.

MONTREAL.

William Pratt.

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profits to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **ALLISON COUPON SYSTEM.**



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**



A Few Short Weeks.

In a few short weeks of holiday buying quality is criticized more carefully than usual, you'll agree to that. If the time ever was when quality cut more figure than price, it is at just such a time. You can't wait to stock up when the time comes, because, when a woman wants a thing, she wants it right then and there. It pays to be prepared. It will pay you, and extremely well, to ask your wholesaler now for the high grade

"Griffin" Brand Dried Fruits.

Grown, cured and packed in the largest vineyards on the Pacific Coast. Seeded Raisins, Prunes, Dried Apricots, Peaches and Pears. Not shipped in bulk and then re-packed but sent right through from the Coast in the original package. No hands touch the fruit but yours. "Better and better" is the motto of the "Griffin" Brand, the brand that made California Dried Fruits famous.

Sold by leading wholesalers everywhere.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

23 Scott St., Toronto.

Trade may be acquired by schemes, but it can only be retained by giving the people what they require all the time.

If you are the grocer whose aim it is to retain the trade of the people—sell them the extracts they require all the time—

JONAS' FLAVORING EXTRACTS.

The distinctive qualities that have made these extracts famous will prove of the greatest possible assistance to you in building up a permanent demand for them. They lack nothing that will assist the user to secure the most satisfactory results in whatever they are used. Every bottle that leaves our factory is as perfect as the choicest and purest ingredients coupled with skilled labor and over thirty years of experience can make. Every known fruit, flower and spice is represented in them. The high standard of quality that has secured for these extracts a place in the front rank will never be lowered. When you sell or recommend **Jonas' Flavoring Extracts** you may rest assured you give just what is required. Looking at them from the profit standpoint—they are money-makers.

MANUFACTURED BY

HENRI JONAS & CO.
MONTREAL.

You cannot invest your money to better advantage than by buying your **OLIVES** from us. We also have a choice lot of **CAPERS** (French) in four gallon kegs—send for quotations.

Cigars

For the Holidays.

How about your holiday trade on Cigars? Were you a little disappointed last year? If you'll accept my proposition to ship you an assortment of a thousand or more at my expense (including one or two hundred each of my "Pharaoh" 10-cent Cigar and my "Pebble" 5 cent Cigar), you'll be surprised at your increased trade.

I have been making good Cigars for so many years that I know the details of the business from A to Z, and when I make the statement as above I can back it up with facts and figures. I'll take no back seat on the Cigar question.

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

The Grocer's Choice in Pickles

when he caters for a good and steady trade is

"Sterling" Brand

pickles—a pickle that never disappoints the storekeeper or customer.

- Made in Canada's largest pickle
- factory, of best grown Canadian
- vegetables, by most skilled methods.

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

You or your Competitor

Every day it is dawning upon some grocer the advantage which comes to the dealer who determines to make TILLSON'S PAN-DRIED ROLLED OATS the only kind which shall pass into his store. Another season is at hand when it will pay to make a special effort with Breakfast Foods.

If not you, perhaps the man across the street will be the first to seize this opportunity.

Are the best known, best advertised, best flavored Rolled Oats too good for your trade?

FROM TWO LETTERS LAST WEEK ABOUT

- "Your goods are very popular with us"
- "Have sold hundreds of bags with splendid satisfaction."

Tillson's
Pan-Dried
Oats

THE TILLSON CO., Limited, Tilsonburg, Ont.

JAPAN TEA

*La Prairie
18-10-61*



Japan Central Tea Traders' Association, Tokio, Japan.

?

?

?

AN IMPORTANT QUESTION IS:

Is Your Tea Department on as Satisfactory, Profit-Paying Basis as it Should Be?

If not—Japan Tea will assist you as a means to this end.

It is a recognized fact that tea is the most important article in a grocer's stock—because it yields good profits, and he therefore is anxious to attain and maintain a good reputation for this department by selling satisfaction-giving, profitable teas.

JAPAN TEA

always proves itself a powerful drawing card for attracting tea trade.

No Mixture about
**JAPAN
TEA.**

JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.
Trafalgar Chambers, Sun Life Building.
Annex.
Tel. Main 4142, MONTREAL, CANADA.

No Mixture about
**JAPAN
TEA.**

JUN 18 1902
To. E. W. Gillett

IMPERIAL

CREAM TARTAR



BAKING POWDER

PUREST, STRONGEST, BEST.

Contains no Alum, Ammonia, Lime,
 Phosphates, or any Injurious.

E. W. GILLETT, Toronto, Ont.

Ivory Gloss Starch

Satisfies careful housekeepers
 because it gives such a beauti-
 ful finish, and satisfies econo-
 mical housekeepers because of
 its reasonable price—hence, an
 increased demand is continu-
 ally being evidenced for . . .

Ivory Gloss Starch

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



Occasionally

some of our merchant friends write in asking us if we make a
 particular kind of Extract. For their benefit we put up the following
 flavors both in "R. F." (10c.) and "Golden Quintessences" (25c). The most popular are
 the following :

LEMON, VANILLA, MACE, PEAR,	RASPBERRY, STRAWBERRY, PINEAPPLE, ALMOND,	BANANA, NUTMEG, GINGER, RATAFIA,	CHERRY, CINNAMON, ORANGE, COCHINEAL,	PEPPERMINT, WINTERGREEN, PEACH, ROSE, Etc.
--------------------------------------	--	---	---	---

ROBINSON MFG. CO., - - TORONTO.

REPORTER WANTED.

A BRIGHT young man, full of ideas,
 one who has had experience in a
 general store preferred, is wanted to assist
 the commercial editor of a newspaper, as
 a market reporter and assistant editor.
 Apply, stating experience, wages ex-
 pected, etc.,

**Box 64, CANADIAN GROCER,
 TORONTO.**

Convenience and economy are
 experienced if you use the

CANDAPER ROLL HOLDER

This holder is strongly made—
 solid steel throughout—with spring
 knife, and works in very complete
 and satisfactory manner. It is
 polished nickel and really an orna-
 ment to your counter. Can be
 made up in any combination.

—Roll paper—all widths,
 —always in stock.

CANADA PAPER CO, Limited
 TORONTO and MONTREAL

SOMETHING BETTER THAN THE REST

THAT IS

VICTORINE

A washing compound that does
 not injure clothes.

NO ALKALI.

Write for sample.

VICTORINE (Incorporated)
 MONTREAL.



Selected Valencias

What we have left show the finest possible condition. We are offering at specially low prices. — As an investment it will pay you to look into this and BUY.

W. H. GILLARD & CO., Wholesale Grocers, HAMILTON



THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



“JUST OUT.”

Don't be obliged to use the above chestnut regarding



Paterson's Sauce.

Rose & Laflamme,

Agents,

MONTREAL.



Batty & Co.

ESTABLISHED 1834

LONDON.



OLIVES AND PURE OLIVE OILS.



INDIAN CURRIES AND CHUTNIES.

Makers of High-class

PICKLES OF ALL KINDS.



SAUCES OF ALL KINDS.

Buying, Handling and Selling Coffees.

ONE OF THE PRIZE ESSAYS.

By S. A. BRUBACHER, Berlin, Ont.

BUYING coffee, is, I contend, the most important of the three above mentioned. A grocer may be a good seller, but a poor buyer; but as the old saying is, "Goods well bought are half sold," and that applies to coffee as well as to other lines of any description.

In buying coffee, first of all, buy good coffee. It is not good policy for a grocer or any coffee dealer to buy a lot of cheap coffee, perhaps the cheapest he can procure in the market, then as some grocers do, advertise it heavily at a mere cost and supply his customers; in fact, load them up with his cheap trash (as it may be termed), which, in many cases, will lose him customers, because of the poor-quality coffee he supplied them with; also, he has loaded up, perhaps, most of his customers with this low-grade coffee, who have previously been buying good coffee. It is certain if his coffee does not give satisfaction he will lose many future coffee sales as well as sales of other goods. Then he loses the public confidence in his coffee, decreases his sales; and, it is most important to note, that the merchant also deprives himself of his profit in more than one way. In doing this he will have very few customers left to sell coffee to for a time.

IN BUYING CHEAP, LOW-GRADE COFFEE.

he can't make a reasonable margin. There are as many pounds of good coffee consumed as cheaper lines; in fact, more pounds if the coffee is good and gives satisfaction. He therefore has an opportunity of selling more pounds, and making a better margin per pound. Consequently it is all important and profitable to buy good coffee.

GOOD COFFEE BRINGS NEW CUSTOMERS.

I may add good coffee will also bring new customers to a store. It is necessary for a grocer to study the wants of his customers when buying coffee. For instance, in buying coffee for a German community, you must buy coffee which has strength, as strength is really more considered than flavor, but both are better than one. Still, a German will, in nine cases out of ten, prefer a cup of strong coffee, where English-speaking people prefer a mild but nicely flavored coffee.

It is not advisable to carry too many lines; a good plan is to

BRING OUT A FEW LINES

of your own blends. Term them, say, "Smyth's Golden Blend,"—or whatever you wish to term them. See that you have them blended in the proper proportion so as to produce strength and flavor; both these blends should be advertised in your local paper or papers; also, a nice display of the particular line you are advertising. Then, to do it up proper

HAVE A DEMONSTRATION

in your store. Serve the line you wish to introduce; invite everybody to call in and try your blend coffee. In this way everybody will know about "Smyth's Blend Coffee," and no one else in the country has it for sale, only the merchant who introduces it.

Always strain your coffee before serving as well as not to leave it in the pot, which will in a short time make your coffee harsh and will not retain its original flavor. A lady should serve it, but she should be well instructed how it

should be done. Don't forget to have sugar and cream handy. Some prefer it without sugar or cream. It would be well to have a line of low-grade coffee ready to draw, also, to convince your customers of the fact that there is really a big difference in coffee—more so than they thought. When buying coffee for these blends see that you always buy exactly the same in order to keep your blends uniform. When your blends vary you are apt to lose the confidence of the public. They will then say you are selling them a cheaper coffee at the same price. Keep up the standard, and no one else can supply your customers with the same coffee. After you have demonstrated, say, a 25c. line, in a month or so, demonstrate a higher grade, say, a 40c. line.

To make this blend scheme complete, get some nice coffee bags, lined or lead-lined, and have your blend printed on the bags, and never send out that particular blend only in that bag. Don't buy a large quantity of roasted coffee at a time. Even if well kept it is well to buy your roasted coffee in small quantity and often; and have it fresh, which will give your customers better satisfaction and retain its flavor and strength. Should there be an advance in the coffee market, and you wish to take advantage of it,

BUY THESE LINES GREEN

and get them fresh roasted when required; or, if a grocer has time, or means to afford his own coffee roaster, it is well to do so. The fresher roasted you can supply your customers, the better satisfaction they will give; but there are very few wholesale grocers who have their own coffee roasters. They are expensive, and unless the grocer has a large coffee trade it does not pay. Fresh roasted coffee gives the best results in all cases.

WHEN BUYING COFFEE.

consider, also, that you have to live from the profits, and consider what you can sell it at retail to get a good reasonable margin. It is good policy to buy from a reliable house whether you are a coffee judge or not. If not a good judge of coffee, it is all the more necessary, but study coffee as well as other branches of your business and learn to be a good judge of coffee. When buying coffee see that your customers are getting value. It is to your interest to buy coffee right; also to buy for your customers' interests. When buying green coffee buy a Golden Rio, Teaberry, or Maracaibo. See that they are all nice, clean and even beans. I, for myself, would not buy a Ceylon coffee. In my opinion it is without strength and has little flavor, while the price asked for it is too high.

I would not advise grocers to buy Mocha or Java coffees green, as the housewife in roasting her coffee in the oven will not get the full advantage of the fine flavors these coffees contain; so it is desirable not to sell them green. A grocer should read the coffee markets daily; also, in his trade journal. He can get weekly reports which are very instructive, and there may be a time, probably not far away, when a coffee stock will be better than the money it cost.

It is well to buy

A SMALL STOCK OF PACKAGE COFFEE

or coffee in tins, so as to be able to supply your customers should they object to buy your bulk coffees. For picnicing buy condensed coffee; it is very convenient. But these are



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.

nearly all adulterated; in fact, some bear the label compound, so it is after all best to encourage the sale of your own coffees; and if they want it compound let them do it themselves—let them buy the compound ingredients. Buy a little chicory (English). It is well to have in stock. There are quite a number of brands of cereal coffee in the market. They may be healthful; but when I wish my customers to drink grain coffee, it is not right to charge them 15 cents a pound when grain is worth only one to two cents per pound. In conclusion re coffee in packages, tins, etc., never buy it unless you have a thorough knowledge of their contents; also, if people want to drink health coffee tell them to use a little less good coffee; this is my idea, of course. P.S.—When buying coffee procure a sample—then compare with your consignment.

HANDLING COFFEE.

Handling coffee is the most simple of the three given points in this essay. Although it is important to handle coffee carefully, cleanliness is the essential point in handling coffee. Coffee may be bought right, but if not kept and handled right, it will be a great injury to the stock of the best buyer. Roasted coffee should be kept in strictly clean tins or coffee canisters, air-tight if possible, as roasted coffee exposed to the air will lose strength and flavor. It is also very important to carry your coffee stock away from fish, tobacco, onions, or anything else which may taint it, which it will if too close to those things mentioned. Your coffee scoops should be thoroughly clean. It is better to have scoops for coffee only; thereby you are sure not to mix anything else in your coffee. Handle pure coffee. Keep it in a dry place, as if kept in a damp place it is liable to get tough, lose its strength and get musty, especially roasted coffee. Coffee costs money, so in dishing out coffee, don't spill it.

There are probably more things to mention, which, if observed, save and make money for the proprietor, who has it to sell. Handle it with cleanliness; clean paper or bags to wrap it in; also, it is advisable when wrapping up ground coffee, put two papers around it, and tell your customer to put it in an air-tight jar or coffee tin to preserve its strength and flavor.

SELLING COFFEE

is easier of the two former. Buying and handling are adhered to, but if coffee is well bought, well handled, and no one to sell it, the coffee business will not be a success. Without the proper system for selling it is very clear if "Smyth's" coffees are good. There is no great difficulty in selling them when once introduced. This, however, must be done; all your lines of coffee must be introduced, and by selling constantly good coffee you will create a demand for all your coffees and make them a standard line in your stores. Coffee displays on your counters are nice, if well placed, and the display of a line on your counter will assist in selling them. Sell pure coffee. Encourage your customers to buy bulk coffee. They are

sure of getting it pure and good. I contend when you sell package coffee, either you or your customer pays for the package directly or indirectly. You either get less profit or the customer gets less value, and in nine cases out of ten package coffees are compound. So unless they insist on having package coffee, sell your bulk coffee. Don't sell coffee for the fun of it. Sell it at a profit, and a substantial profit, too. A good plan to increase your coffee sales is to

GIVE YOUR CLERKS A COMMISSION,

say, 1-2c. per lb. on cheap coffee, 1c. per lb. on medium coffee, and 2c. per lb. on the best coffee. This will introduce your coffee, increase your salesmen's salary, and encourage your salesmen to sell the best coffee, which will, of course, increase your profits. This should be done only on certain days when you think advisable. Never misrepresent the coffee. If it is compound, sell it as such; also, when selling fresh ground coffee don't urge a customer to take a large quantity, as it evaporates if too long ground; then both flavor and strength are reduced. Use your coffee mill for coffee only, so as not to taint your coffee with some other spices. I say again, sell good coffee.

THE TWO BUSINESS MEN.

Once upon a time two business men were each confronted with what seemed to be a fine chance to make money.

One man, being of a cautious and prudent nature, said: "I will not take hold of this matter until I have carefully examined it in all its aspects and inquired into all its details."

While he was thus occupied in a thorough investigation he lost his chance of becoming a partner in the project, and as it proved to be a booming success he was much chagrined.

The other man, when he saw a golden opportunity looming up before him, embraced it at once, without preliminary question or doubt.

But alas! after he had invested all his fortune in it, the scheme proved to be worthless, and he lost all his money.


MORALS:

This fable teaches that you should strike while the iron is hot, and look before you leap.—Century Magazine.

GRAPE AND RAISIN TRADE.

United States Consul Covert reports from Lyons, August 30, 1901: A recent publication asserts that raisins and grapes were imported in 1900 into the countries hereunder mentioned as follows:

Country.	Grapes.	Raisins.
Spain	\$26,517.03	\$103,281.72
Great Britain.....	18,126.69	.....
Denmark.....	4,008.76	163,172.65
Germany .....	.....	12,238.95
France.....	.....	2,106.12

Make a display of 

EMPIRE GOODS IN YOUR WINDOWS OR ON YOUR COUNTER.

Empire Salmon
Empire Extracts
Empire Baking Powder
Empire Coffee

Empire Tea
Empire Tomatoes
Empire Mustard
Empire Brooms

They are attractively labeled.

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

CONFIDENCE IS HALF THE BATTLE

and you can't gain your customers' better than by selling them a good tea. We have lots of good teas, but you ought to see our twenty five cent Japan. It is certainly a winner. Decidedly the best value we have seen. Makes us feel right up to date to have such exceptional value. Just ask for a sample of it.

JOHN SLOAN & CO., - - TORONTO.

Sloppy goods are a thing of the past. You cannot stay in business unless you sell good stuff. How few cheap raisins you now sell! All your customers must have best selected, so in Brooms, formerly 3 for a quarter was all the go---now you must have the best, we have them.

**All hand-made, under our supervision.
No Dyed Corn.
Every Broom Guaranteed.
Every Handle Kiln-dried.**

SIGNAL-- Plain, well-made, strong, on the heavy side, solid shoulder. Good, every day broom.

STANDARD-- From fancy green corn, the nicest Carpet Broom made, bound to give satisfaction.

BAMBOO CURLERS-- We introduced these years ago. How many Bamboo Curlers are now offered you proves we struck the right key. Our Curlers are still to the fore with larger sales than ever before.

MINING-- Just what is wanted for underground working, heavy, weighing 42-lbs. per dozen, wire string instead of twine, made from coarsest corn procurable.

James Turner & Co., Wholesale Grocers, Hamilton

NEW GOODS NOW IN STORE

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

Currants. Cases and half-cases Fine Filatras 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.**

THE LIPTON SYSTEM OF BUSINESS.

By SIR THOMAS LIPTON, K. C. V. O.

THERE is no royal road to riches, and, in a business as big as mine, no back lane. My methods are open, and anybody can see them. A successful concern is created and maintained by the recognition of great facts and obvious principles—the growth of population and the increased facilities of inter-communication among men and nations. These are the great factors in forming great businesses. To supply the many instead of the few, to handle large instead of small quantities, and to be the grower, the manufacturer as well as the vendor and retailer—to do all this is to adopt, in short, a system of business obvious and open to all.

THE LIPTON RECEIPT FOR PROSPERITY.

If I proceed to speak of my own application of these principles, and of the individual qualities necessary to work them out in the details of business, I fear I must fall back on some very old saws. My receipt for prosperity in such a concern as mine, is at the disposal of all. Here it is: "Work hard, deal honestly, be enterprising, exercise careful judgment, advertise freely, but judiciously."

Though he who drives fat oxen need not himself be fat, a captain of industry must live up to his name—must himself be industrious. That is my belief, and it has been my practice all my life. Beginning work at an early age, I left Glasgow for New York, in the hope of finding shorter avenues to fortune than the Old Country afforded. I got experience, at any rate—in New York City, on a South Carolina plantation, and elsewhere. I got a little purse together, too: enough to take me back to Glasgow and my parents, to better whose position was then the mainspring of my effort and ambition.

THE GROWTH OF A GIGANTIC BUSINESS.

"Never despair; keep pushing on!" was my motto during all that time of

struggle. No successes have been sweeter to me than those early ones which my parents shared with me. In High street, Glasgow, was opened the first of the provision marts which are now numbered by hundreds through England, Ireland and Scotland. That multiplication of places of distribution was the application, once again, of the great wholesale principles. Expenses of production and of supply decreased as the consumption and the demand increased. I was able to go to my native Ireland as a great buyer of her produce; by degrees I got my own tea plantation in Ceylon; my own carts and ships and ice-storage vans; my own fruit gardens in Kent; my own biscuit factory; my own tin factory. London by degrees became the great centre for collection, for storage, and for distribution, and the monster warehouses in the City Road are the result.

It has been said that a certain attention to business is necessary, even for failing in it. Yes; and that gives some clue to the immense attention bestowed by a successful organizer upon his child—his business. To foster it like a child; to know it cannot thrive by itself; to keep an ever-watchful eye on its thousand details; to tie its very shoestrings, so to speak; and, above all, to do these things one's self and not leave them to the less interested—to do the work that others would do only a little less well—all this is to make the baby of a business thrive and come to a flourishing maturity.

The details of a small business are many; of a great business they are multitudinous. By the number of the details of his work that a man can personally master, one may usually judge of his capacity for success. There are men with a singular grasp for this or that—of a certain limited branch in the great organism of a business, but, outside that special branch, they lack interest and even common intelligence. This may seem to say that the mind capable of

large interests and great issues is rare; but I do not intend to say that. The rarity consists rather in the mind of large interests that is able to concentrate itself upon small details and be the master of a hundred branches of a trade, working in all with one object, but having in each, perhaps, a different method of procedure and a separate spirit.

THE STUDIES OF A MASTER TRADER.

Far less facile, for instance, is the mind required in the management of an estate. The manager of a business must have a mind that travels—even as his goods do. Often I have proved to myself the truth of Daniel Defoe's words:

"An estate is a pond, but trade is a spring."

In my case, the spring soon became a brook, the brook a rivulet, the rivulet a river rich and with innumerable tributaries, and navigable for great ships. It is perhaps not too fanciful to say that the master trader's consciousness must follow those tributaries to their own sources. Tea planting in Ceylon, for instance, involves some knowledge of native labor, therefore of native life. Through agriculture the producer touches geology, botany, chemistry, as well as the history of races. It would be unfair to be ignorant of the conditions and circumstances of one's laborers. Under all skies they are sensible of a fellow-feeling. One of the first students of public economy in France in the 19th century said that all the difference between a liberal and successful enterprise, and one that was tyrannical and unpromising, lay between the two phrases in the mouth of the master:

"Go to work" and "Come to work."

He said that in farming, at any rate, "Go to work" meant ultimate failure, and "Come to work," with ordinary luck, led securely to fortune.

Even among people accustomed not only to be commanded but driven, the industry of the overseer, who is present, has its sure effect, and the attention of the master who is seen at intervals has its undeniable influence. How much more

IN STORE
NEW SEASON'S FRUITS.
SEE OUR TRAVELLERS.
THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

is this the case in the European workshop and in the complex work of distribution! Here also there is a ready response to the beginnings of profit-sharing. In the agricultural system of one of the best tilled districts of Europe—Central Italy—the cultivator shares the gross profits with the landlord. This is very far from the English system of wages; but I find that a little interest may be pleasantly combined with the routine of the employee. My packers are at work, so many to a table, and I give a bonus to be divided among the workers at the table that shows the greatest number of finished packages. A zealous workman thus not only earns his own gratuity, but helps to earn his comrades', and is in favor with them. This emulation is combined with good-fellowship, and money-making with a little fun.

HARD WORK A LIGHT BURDEN.

How much value I place on industry, and how I believe in devoted hard work at the thing once for all accepted as a man's "calling" in life, may be seen from the fact that even at this stage of my career I generally work from nine in the morning to 10 at night. It has been said by many who have a right to speak, that labor is never anything but painful, however willingly undertaken and courageously done. But I think this was the

conclusion of men who had one of two kinds of labor to do—the entirely physical and the entirely mental. It is painful to stoop under a burden all day, and "the man with a hoe" is not one of the favorites of fortune.

Nor is the philosopher grappling with infinites anything else than a voluntary martyr. But a mingling of the kinds of work, a variety of interests and of fortunes, the labor of the directing head and that of the obedient hand, the change that travelling brings, even when it is travelling for a purpose—all these make of business anything but a painful vocation.

THE TALISMAN THAT BRINGS SUCCESS.

What more can I say in answer to your queries? I hardly know. Work, work, always work, is the only talisman. The goods of life are not unfairly apportioned, as some suppose. The man of leisure and of "pleasure" can hardly complain if he is not also a man of wealth and of health. Success in one's career is the reward of sacrifices made for its sake.

I do not say that hard work has not its own liberty, its own enlargement, its own relaxation. It has all these. It has also its own romance that does not exist for the mere dilettante. The trifle trifles even with happiness. I think that a man who makes a great business must

put himself into it: but I do not mean by that that he must necessarily become a machine. Against that notion I would put a long list of names, beginning with Peabody and not ending with Carnegie.—Saturday Evening Post.

THE ADVANCE IN BROOM CORN.

In connection with the report of heavy advances in the primary broom corn markets, a large Ontario dealer writes to THE CANADIAN GROCER expressing the opinion that practically all Canadian buyers are on the short side, and that the advances which have been made at primary points, averaging over 60 per cent., are bona fide, and are likely to affect the market here because of the shortage of stocks held by Canadian manufacturers. He states, furthermore, that broom wire is nearly double the usual prices and that broom handles are from \$2 to \$3 per M. higher than in former years. As a result of this combination of circumstances he predicts a sharp advance in brooms on the Canadian market during the present season.

Mary M. McLeod has registered as proprietress from September 21 of M. M. McLeod & Co., general merchants, Glace Bay, N.S.



The Secret of the success of many grocers is in recommending to their customers, not merely the article which brings them most profit, but the one most likely to satisfy the purchaser.

You are always safe in recommending

UPTON'S JAMS, JELLIES and MARMALADE.

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

TRADE IN COUNTRIES OTHER THAN OUR OWN.

CANNED TOMATOES IN THE UNITED STATES.

THE chief feature to-day in this department is the increasing strength shown in tomatoes. Since last report the market shows a perceptible advance in all descriptions and a better buying interest. We hear of sales to-day of Southern 3s. on the basis of 95c. f.o.b. Baltimore, on which basis there the market is reported strong and advancing. It is reported that a little was moved yesterday at 92½c., the transaction covering, it is stated, around 2,000 cases. Gallons continue scarce and sales are noted up to \$2.75, with some business up to \$2.85. Jersey 3s. are hard to get some holders asking up to \$1.05, and a few lots are held at \$1.10. Yesterday a sale was reported at \$1. To day we heard of business in Jersey tall tins amounting to 4,000 cases at \$1.25 f.o.b. factory, and a lot of 2,500 cases was moved yesterday at \$1.20 f.o.b. factory. Some business is noted in 2-lb. Southern at 77½c. Advices from Philadelphia report the market there on 2-lb. up to 82½c. Buying on the spot is fairly active and the tendency of the market is upward. Goods offering from packing quarters both in the South and New Jersey are reported to be limited, and some sections, it is believed, will pro rate heavily on deliveries. In corn the market is quiet. Business in State standards is reported possible at 70c. delivered.—N. Y. Journal of Commerce, October 5.

TEAS IN NEW YORK.

The market for green teas continued to show decided strength. Offerings were very moderate; holders generally expressed confidence in the outlook as the prospects were for short supplies. Business transacted was, at full prices; sales reported were 400 pkgs. country greens and 300 pkgs. Pingsuey, all to arrive. Black teas were quiet but well held. The jobbing business continued to show a fair amount of spirit, the consuming trade being a steady buyer.—N. Y. Journal of Commerce.

AUSTRALIAN FLOUR IN ENGLAND.

Australian flour is so good that we apprehend it needs only to be generally known to become a serious rival to the article we use at present in this country. At all events, that seems to be the opinion of the members of the conference to further its consumption, held at the Victorian Offices, Westminster, on a recent date. The special produce under consideration was that of flour from South Australia, from samples of which a batch of bread was submitted for the examination of the experts who attended. Mr. D. Tallerman, who presided, pointed out that South Australian flour produced

remarkable results. The bread before them was a magnificent product, equal in quality, taste and appearance to that sold in the best shops at 5½d. and 6d. per quarter. Yet the flour only realized 19s. 3d. per sack in London. That quantity yielded 100 four-pound loaves, which at only 5d. each would realize £2 1s. 8d. retail, thus leaving the big margin of £1 2s. 5d. to cover baking, working expenses and profit. At 5½d. per loaf, retail, the margin would be £1 6s. 7d. A very liberal allowance for the purposes named was 15s. per sack. It is at least a reasonable view that if these facts were better known, the colonial grower would receive a much better price for his flour from ourselves.—Commerce.

VALENCIA RAISINS IN ENGLAND.

About 400 tons of Valencia raisins were offered for sale on Wednesday last, the fruit, on the whole, being extremely desirable both in regard to quality and condition. It became apparent, however, at an early stage in the bidding that caution would be the keynote of buyers' operations, and about one-third of the fruit only changed hands. Supplies of high-class fruit being barely sufficient to meet the demand, choice parcels realized fully previous prices, and common and good selected in half-boxes also being in a moderate compass found ready buyers at only slightly reduced values. On the other hand, however, medium to fine qualities in quarter-boxes proved to be in excess of the requirements of the trade, and with some pressure to sell met with a further decline of 2s. to 3s. per cwt. Shipments advised from Spain are by no means heavy, and a steady market is therefore anticipated at the reasonable range of prices now established.—Produce Markets' Review, Sept. 28.

CANNED SALMON IN LONDON.

The market for the lower grades of salmon has been quiet, and prices if anything are rather easier. Although there is a fairly good supply of Alaska on the spot, the better qualities, especially in 1-lb. and ½-lb. ovals, are somewhat limited, and valuations are firm. The present low prices have not only increased the home consumption, but a much larger trade has been done for export, and shipments are larger than for some months past, and it is encouraging to see this popular article coming into increasing favor with the consumer, after having, owing to the high prices, been somewhat neglected.—Produce Markets' Review.

CURRENTS IN LONDON.

Only one further cargo of new currants has arrived here during the week, and, with an extremely active market, available supplies are at a very low ebb. This state of things seems hardly likely to be much changed for some time to come, as all consuming markets are unusually active, and Greek shippers are consequently inclined to hold back their fruit to supply actual purchasers, rather than

send it on consignment to the English markets. Every fresh arrival brings new evidence of the excellent quality of the crop; prices, although higher than a week ago, are still very moderate, and the balance between supply and demand is, for all the reasons given, very even, with, however, a decided tendency towards the preponderance of the latter over the former. A large business Provincial afloat and for future shipment is being done, and it would seem that purchases of this character are this year on a much safer basis than usual, on account of the universally excellent quality of the fruit.—Produce Markets' Review, Sept. 28.

MONTREAL GROCERS' ASSOCIATION.

THE regular monthly meeting of The Montreal Retail Grocers' Association was held in the Monument National on Thursday evening, with President Lapointe in the chair. There was a good attendance of the members including: Secretary J. P. Dixon, P. O'Brien, N. Chartrand, M. de Repentigny, E. W. Farrell, O. Champagne, J. O. Leveque, Ald. Turner, A. O. Galarneau, H. Macy, F. Bigaouette, J. E. Manning, H. A. Laniel, and A. D. Fraser.

ELECTION OF OFFICERS.

The most important bit of business came first, the election of officers for the ensuing year. President Lapointe made a short farewell speech and called for the elevation of the first vice-president, Ald. Turner, to the highest position. Ald. Turner, an Englishman, was immediately proposed by two Frenchmen for the position, and was declared elected by acclamation. For vice-president Mr. O'Brien nominated Mr. Chartrand, and he was elected by acclamation, as also was Mr. J. E. Manning for the 2nd vice-presidency, Mr. F. Bigaouette for the treasurer'ship, and Mr. N. Lapointe for the honorary secretary'ship. Mr. J. P. Dixon was reappointed secretary. Twelve directors were appointed: they are A. O. Galarneau, H. Macy, J. O. Leveque, J. B. Deschamps, M. de Repentigny, P. O'Brien, A. D. Fraser, O. Champagne, H. A. Laniel, P. Daoust, H. Poirier and E. W. Farrell.

The elections concluded, Mr. Lapointe vacated the presidential chair in favor of the newly elected President Turner, who delivered a brief inaugural address, congratulating Mr. Lapointe on his success and pledging his best services to the association, both to make the meetings interesting and to bring in new members. Mr. Turner is one of Montreal's most faithful reform aldermen and it is expected that The Grocers' Association will make rapid strides under his leadership.

Mr. N. Lapointe moved, and Mr. H. A. Laniel seconded, a motion to grant \$25 to each, the Notre Dame and General Hospitals, and one of President Turner's first duties was to sign these cheques of charity.

TRADING STAMPS.

Mr. J. O. Leveque drew the attention of the meeting to the trading-stamp evil and asked that the association join the crusade against the custom. He had been duped into an agreement to give them and was naturally much incensed. Several others showed how they were losing \$4 or \$5 a week at the same game

NEW PACK—NOW IN STORE.**"ANCHOR" BRAND SALMON—****GUARANTEED THE FINEST FRASER RIVER SOOKEYE FISH PACKED.****ALSO THE WELL-KNOWN "HORSE-SHOE" BRAND—IMMEDIATE DELIVERY—****SPECIAL PRICES ON****NEW CURRANTS, RAISINS, SULTANAS, PEELS.****THE EBY, BLAIN CO., LIMITED****WHOLESALE GROCERS, ETC.****TORONTO.**

and it was finally decided to announce a special meeting to discuss the matter.

SUNDAY CLOSING.

There are quite a number of small grocery stores that keep open in Montreal on Sunday, and it was proposed that the association exert itself to have them closed. Ald. Turner was entrusted with the task of looking after the matter to see what was needed, and the subject will come up again.

CAPACITY OF LIQUOR FLASKS.

The secretary read the resolution passed the day before by The Licensed Victuallers Association, condemning the illegal practice of the grocers selling flasks of

liquor containing less than an Imperial pint. It seems that, while there is a law against this practice, there is a tacit understanding with the Government that it shall not be enforced. The president, ex-president and secretary were appointed a committee to interview the Hon. Mr. Duffy on the matter and ask him to tolerate the custom until the Legislature meets to pass a suitable law, giving the grocers legal power to sell these small flasks. It would seem unfair to the grocers to be forbidden to sell small flasks of domestic liquor and yet be allowed the privilege of selling foreign goods in bottles of like size. Quite a number of merchants evade this point in the law by selling these small bottles in pairs.

SCHEME TO INCREASE MEMBERSHIP.

The secretary was authorized to send out the following notice to eligible non-members of the association.

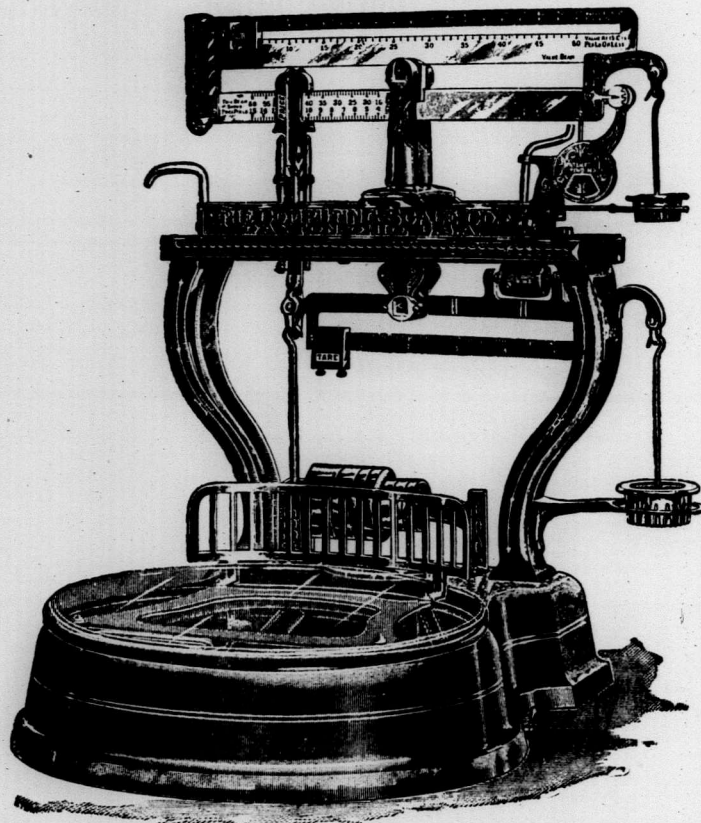
Seeing that our association is some 600 members strong, and that there are 1,200 grocers in Montreal to-day, we want you all to join. It is not for the cost of \$2 a year you have to pay as a member of that body that we ask you to join us; it is because you can be of great value to us in more ways than one, and the association will give you in return all the benefits of our body of grocers, such as fighting combines, "trusts," seeing that the Governments and municipal bodies give us fair treatment in our lines of business, and that the large departmental stores are taxed so that we in suburban quarters of our city may live without being forced to the wall by those big monopolies.

After passing some accounts, the meeting adjourned.

Fresh Chewing Gum**BRINGS FRESH CUSTOM.****ADAMS'
TUTTI FRUTTI****is always fresh.****Price, \$1.00 per box, containing 36 five-cent bars.**

DID 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.



THE NEW MAJESTIC.

The finest scale ever made for a merchant. Beautifully finished. Agate bearings throughout. Furnished with bevel edge glass platform. Revolving swivel base hidden beneath the platform, enabling you to use the scale from either side of the counter. Patent near-weight device or over-weight detector which alone is worth the price of the scale. Solid brass weights and new patent lifting device. Send for full particulars.

Our scales are sold on easy monthly payments.

The Computing Scale Company
DAYTON, OHIO.

Money-Weight Scale Co., No. 47 State St., Chicago, Ill.

E. E. Meeker, No. 52 Franklin St., New York, N. Y.

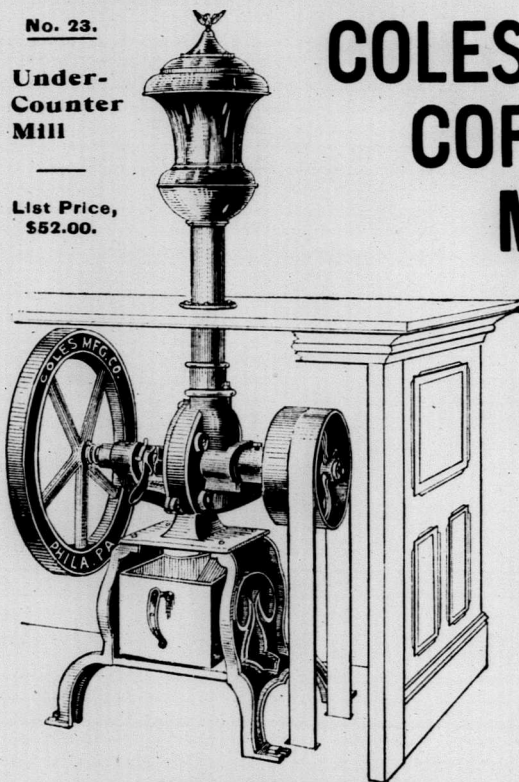
J. B. Poirier, Dist. Agent, No. 1662 Notre Dame Street
Montreal, Que., Canada.

L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto,
Ont., Canada.

White & Ecclestone, Dist. Selling Agents, Vancouver, B. C.

No. 23.
Under-
Counter
Mill

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

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

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

A GREAT
LABOR-SAVER.

Our Grinders
wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA,
PENN'A.

Rowntree's

Chocolates and Pastilles

The "Court Circular" says of the Chocolates:

"Unexcelled for purity, delicacy of flavor, and daintiness. They compete with, if not surpass, the finest French chocolates made."

"Grocery" says:

"One thing in which Messrs. Rowntree & Co. excel is undoubtedly their Gums. The secret lies in the quality of the Gum, the excellence of the flavoring, and the carefulness in manufacturing."

Two excellent lines of confections made by
the manufacturers of

Elect Cocoa and Elect Lemonade.

Agents for Canada:

For Quebec, Ontario and the Maritime Provinces:
MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.

For Manitoba, Northwest Territories and British Columbia:
THE HUDSON'S BAY CO., WINNIPEG.



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'S TRADE WITH RUSSIA.

SOME interest in our trade with Russia has been created by the return from that country of Mr. Wm. Whyte, assistant to the president of the C.P.R. The special object of his visit to that country was to investigate the possibilities of an enlarged trade between it and Canada, the railway with which he is associated having under consideration a proposition to put on a line of steamships to ply between Vancouver and Vladivostock. Mr. Whyte made a tour of the Trans-Siberian road, and the result of his investigation is a report which is to be submitted for the consideration of the directors. He believes that the present is a most opportune time for business men in Canada to put forth an effort to secure a larger share of Russia's trade. What makes the present particularly opportune is, of course, the discriminating duties which have been levied against the products of the United States on account of the countervailing duty which the latter country imposes upon Russian sugar.

The Russian law, under which the discriminating tariff was put into operation

against the United States, provides that "Goods which form the basis of manufacture and trade in those countries which do not give Russia the most favored privileges of import and transit are subject" to an increase of 20 to 30 per cent. in the import Customs duty.

In 1900 Russia imported from the United States merchandise to the value of \$21,661,515. In view of this it is not surprising that the manufacturers of the United States became much exercised when the Russian Government, in March last, put on a discriminating tariff of 20 to 30 per cent. against them.

Canada's trade with Russia is very small. In 1900 it amounted to less than \$100,000, our imports therefrom being \$24,659, and exports thereto \$70,558.

In exports, there was an increase over the previous year, but in imports there was a marked falling off. Our exports to Russia during 1899 and 1900 were as follows :

	1899.	1900.
Carriages and bicycles.	\$ 686	\$
Coal	5,572	. . . . .
Fish	10,100	432
Agricultural implements.	11,362	35,599
Other iron and steel and manufactures of.	16,872	21,434
Ships. . . . .	. . . . .	11,688
Wood and manufactures of.	9,331	. . . . .
All other goods exported.	1,725	1,405

Total exports. \$55,648 \$70,558

Russia is a country of great possibilities. The total exports of the country were \$354,604,280, and the imports \$294,805,440. And one of the best evidences that its trade is worth looking after is the fact that a sharp, farseeing concern like the Canadian Pacific Railway laying its plans to connect its system with that of the Trans-Siberian Railway.

WILL CONTEST THE LAW.

The Dominion Trading Stamp Co., Limited, who have branches in many of the principal cities of Ontario, have definitely announced their intention to fight the legality of the "Anti-Trading Stamp Act," passed at the last session of the Ontario Legislature, which empowered municipalities to prohibit the use of trading stamps within their bounds. The company will contest the Act on the ground that the Provincial Legislatures have no right or power to pass such legislation.

The legal battle will be watched with interest.

EXCITEMENT OVER SALT TRUST STOCK.

THE new salt Trust has at last started on its business career. The concern was incorporated some weeks ago under the laws of New Jersey, but it was not till October 1 that the plan of organization and the subscription agreement for the exchange of securities were officially promulgated. The proper name and style of the Trust is the International Salt Co., and the prospectus states that it is the purpose of the company to acquire at least a majority in amount at par of the aggregate of the preferred and common stock of the National Salt Co., and at least a majority in amount at par of the capital stock, and a substantial part of all of the first mortgage 5 per cent. gold bonds of the Retsof Mining Co., and the capital stock, bonds or real and personal properties of such other companies or individuals engaged in the salt business or allied industries as may from time to time be deemed advantageous to said International company.

The authorized capital of the company is \$30,000,000, all common stock. Of this amount \$18,500,000 will be issued to take over the full issue of outstanding stock of The National Salt Co. and The Retsof Mining Co., and to supply \$1,000,000 cash as working capital. The remaining \$11,500,000 of stock will be held for issue subsequently, as may be necessary for the acquisition of other salt plants. Among the other salt plants which it is proposed to acquire are certain ones in Canada and Great Britain. This is specifically set forth in the circular which the company issued the other day.

A few days after the announcement that the Trust had practically begun business it became one of the cynosures of the stock market. Rumors had obtained currency to the effect that in the absorption of The National Salt Co. by the International company \$7,500,000 bonds would come ahead of the stock, and also that the president of the National had resigned for the purpose of assuming a like position in the Plough Trust. There seems to have been little or no foundation for the rumors, but they were sufficient to cause a decline of over 15 points in the common stock of the National company.

The Journal of Commerce, New York, of October 5, in commenting on the decline, said : "It appears, therefore, that yesterday's severe break was due to a misunderstanding of the terms, although the bonus in new stock to the old preferred stockholders and to the underwriting syndicate is, of course, unfavorable to the common stockholders of the National company."

A PLACE FOR SIR RICHARD.

SIR RICHARD CARTWRIGHT'S name is now being used again in connection with the Lieutenant Governorship of Ontario. The term of the present occupant will soon expire, and there is certainly no one among those who have been named who would either fill the position better or who has greater claims upon it.

For a generation he has been among the most prominent in Canadian politics, and if he has not always been wise in the course he has pursued there are few indeed in public life to-day who have given more of their time and talents to the welfare of their country.

Now that his years are multiplying fast his fitness for the arduous duties of a Cabinet position is gradually diminishing. This THE CANADIAN GROCER has time and again of late pointed out. Whatever his fitness for the portfolio of Trade and Commerce might have been a few years ago, there is not a shadow of doubt in regard to his present unfitness, partly no doubt due to the fact that it is one for which he is naturally not adapted, but largely on account of his weight of years.

None more than the party of which he is such a prominent and honored member recognizes that the portfolio of Trade and Commerce should be filled by a younger man and one of more practical business experience, but the question has been what to do with him. He certainly could not be cast overboard. His services have been too faithful and his friends are too numerous for that. Some of his friends have gone the length of urging for his appointment to the High Commissionership in London. But that would be, as we have repeatedly pointed out, a fatal mistake.

With the expiration of Sir Oliver Mowat's term as Lieutenant Governor of Ontario, an opening will be created for the appointment of Sir Richard Cartwright to an office which, with his scholarly attainments and many parts, he is eminently qualified to fill. And, what is still more important as far as the commercial interests of this country are concerned, opens a way for

escape from what is no doubt an awkward dilemma.

THE LATE N. CLARKE WALLACE.

WE record with regret the death at Woodbridge, York Co., Ontario, on Tuesday, October 8, of Hon. N. Clarke Wallace, M.P., formerly Controller of Customs in the Governments of Sir John Thompson and Sir Mackenzie Bowell.

Mr. Wallace was a merchant for many years and understood business questions. When he took office in 1892 with Sir John Thompson he at once applied himself to the work of his Department in a thoroughly practical spirit. His demeanor and policy exhibited a desire to appreciate and carry out the wishes of the mercantile community, for which we gave him credit at the time and have always since remembered in his honor. He was a useful Minister of the Crown. When he resigned, owing to a difficulty with his colleagues on the school question, the Conservative Ministry of 1895 lost a good member.

During his term of office we had occasion to criticize strongly in these columns certain decisions on tariff matters for which Mr. Wallace was officially responsible, but in relation to which we never doubted his personal rectitude and his wish to do what was best in the public interest. This difference of opinion on public matters never disturbed the friendly relations of the writer with Mr. Wallace. He leaves, despite his short term of office, a record which other politicians can well imitate. His family have our sincere sympathy.

CALIFORNIAN PRUNES IN CANADA.

CALIFORNIAN prunes appear to have effectually driven European prunes from the Canadian market. The latter may still have the preference when the fancy descriptions are considered, but for general consumption the Californian article is the favorite. It is not that its quality is better. In flavor, plumpness and thinness of skin, Bosnia and French prunes have the advantage. But as far as appearance of fruit and package are concerned the American is to be preferred.

This season Bosnia prunes, of the sizes

generally consumed in Canada, could be laid down here at rather lower figures than those of Californian growth, but, in spite of this fact, the figures have no attractions for importers in this country. It is evident, therefore, that we have become wedded to the Californian prune.

All that importers now seem to care for are the cheaper grades of French prunes when they can be laid down here at a very low figure. How the importation of Californian prunes has increased at the expense of those from the other countries from whom we chiefly import may be gathered at a glance at the following table:

	U. S. lb.	Austria. lb.	France. lb.
1897.....	770,388	219,844	309,304
1898.....	2,594,244	131,634	195,589
1899.....	2,166,763	912,042	267,975
1890.....	3,410,065	512,554	144,057
1901.....	3,781,705	44,702	543,860

It will be noticed that in five years our importation of Californian prunes has increased by 3,000,000 lb.

CANADIAN CHEESE WON GOLD MEDAL.

IT is significant that the reports of the remarkable showing of Canadian cheese at the Pan American Exposition at Buffalo have been received with so little enthusiasm by the Canadian public, and particularly by those interested in the Canadian cheese trade.

A gold medal was offered by the Exposition for the best cheese exhibit. The Ontario Department of Agriculture sent over at different times 140 boxes of cheese the product of 57 factories in various sections of the Province. This exhibit, though in competition with the entire United States, as well as all other American countries, proved so superior that it easily won the gold medal.

Each box of cheese was also judged on its individual merit. According to the rules of the Exposition, any exhibit scoring 94 points or over would receive a diploma, and of the Ontario August cheese, which was last scored, only one package failed to reach this standard, while some of the packages scored as high as 99½ per cent.

Such a showing as this is indeed remarkable and furnishes excellent reason for enthusiasm. But the verdict of the judges was received calmly, almost with indifference. Canadian cheese has captured so many honors in competition with the makes of other countries, and particularly of the United States, that the Canadian public appears to believe in its supremacy as a matter of course. A victory for it excites little enthusiasm, but a defeat would arouse a general feeling of amazement.

Canadian cheese, it will be remembered, also received the highest award at the Chicago Exposition in 1893.



THE VALUE OF SAVING.

THIS subject is one generally overlooked by the average clerk, not that he does not know the value of money in the world to-day, but he is led away by a desire to have "a good time" and to enjoy all the pleasures of life. That he should have none the less pleasure or happiness is my desire, only for his own sake, for the purpose of future advancement, should he so arrange his affairs that a certain amount, even if it must be small, should be continually set aside for some important purpose. It is a mark of stamina in any young man who voluntarily and deliberately faces his financial problems and so arranges them that he can have his own bank account. To do this one is not required to be mean and small in his relations with other young men. No one has any use for the mean man, but it can be accomplished in most cases by a simple matter of adjusting the necessary expenses. A young man who has not the capacity to master his private money affairs, who will be the slave of his desires, instead of their master, enters life with a serious handicap. The use and abuse of money in the early part of a man's life often determines his success or failure. I care not what his intellectual endowments are, how pleasing his personality, if he is unable to properly manage his money affairs the chances are he will end disastrously. There have been men in the past, it must be admitted, who were notoriously indifferent to personal money affairs—brilliant men of wonderful genius—but under the present condition of affairs, in order to be reasonably successful, a young man must make plans and execute them with a purpose steady and fixed. Thousands of young men are making a failure of life because they have never learned to deny themselves the luxuries and pleasures which are, in their circumstances, beyond their income.

An errand boy faithfully laying aside but three cents a day would have in 50 years (with 6 per cent. interest) about \$3,000.

A seamstress on but five cents a day would have almost \$5,400 to call her own.

A stenographer spending 50 cents a week for candy would blow in \$7,000.

A clerk smoking 10 cents a day would dissipate over \$9,500.

A laborer averaging two and a half schooners a day would in that time swallow \$12,000.

A shoemaker saving but 15 cents a day could retire on \$15,000.

A mechanic on 20 cents a day would be worth \$19,000.

A storekeeper cutting expenses 25 cents daily and putting it away, could rest in peace on \$26,000.

A lawyer on \$100 a year would have \$29,000.

A doctor on \$150 a year would be considered wealthy with \$43,000.

A business man paying himself an extra salary of \$50 per month or \$600 per year, and putting it away as a sinking fund at 6 per cent. could give his business away in 30 years and live very comfortably for the rest of his days on over \$225 per month, income from a \$47,000 principal.—Selected.

A PROMISED SALARY INCREASE.

"C. A. E." says: Some time ago I was promised a raise in salary; should I ask for it?

Why, certainly, ask for what was promised and what you had a right to expect. Be courteous and businesslike in your request for information on this subject.

MARY'S GROCER BEAU.

One of the "boys" sends me this:

Mary had a grocer beau,
He worked from dawn till late,
And every time that Mary called,
He gave her overweight.

—Commercial Tribune.

It needs another verse, something like this, I should think:

One day when Mary called,
She saw her beau had left,
And to her horror she has found
That now he's up for theft.

STORE COATS.

The question of coats for the store is bothering some of the boys. The white coat seems to have the call among most clerks. Have it well made, of good quality, always well laundered, and I think they look attractive, giving a uniform appearance to the clerks, and an impression of cleanliness to the customers.

READY FOR CUSTOMERS.

"J. C. H." My idea is, a salesman when disengaged should find some work near the front, so as to be ready to wait on customers promptly, just as soon as

they enter the store. Don't make a fuss and swoop down upon them, but gentlemanly and pleasantly, with proper deference, attend quickly to their wants. Try and make your customers feel your interest in their welfare from the time they enter until they depart from the store. Give them a good impression of your goods, and let them feel you value their trade. You won't need to tell them. "Actions speak louder than words," is an old saying, and nowhere is it more true than in a grocery store when serving customers. A frown never made a sale, while smiles have many to their credit. No matter what your feelings are, be pleasant at all times with customers, and you will attract trade just as surely as a magnet will attract a needle.

"Alex. C." tells me of a new game practised by a church to raise money. It is called a "rummage sale." All the old stuff the women can pick up is gathered together and sold for what it will bring. Judging from what my correspondent tells me a sale of this description would be a good place to stay away from. I once took in a "basket social" in a church and that experience will do me for all time to come. If the "rummage sale" is any worse or as bad—"excuse me." I think some stores might adopt the idea, and have a regular time for going through the stock to see what is getting out of date or spoiling and getting for it what it will bring rather than have it waste.

"F. G." Lipton's teas are sold in Canada, but as yet have not had an extensive sale. I do not know of any other products of this firm now sold on this market.

THE MANITOBA WHEAT CROP.

Notwithstanding a few reports of loss from sprouted wheat, the indications are that the Manitoba wheat crop will be fully up to the more conservative estimates. On Tuesday, of last week, G. U. Hastings, Manager of The Lake of the Woods Milling Co., Limited, who had just returned to Montreal from a trip through Manitoba, gave out his opinion that the crop in Manitoba and the Northwest Territories would be close to 46,000,000 bushels, leaving a surplus of 40,000,000 to be disposed of. On Monday, this week, F. W. Thomson, of The Ogilvie Milling Co., Limited, stated that the loss from sprouting would not likely be serious and the crop should net at least \$25,000,000.

Taylor Bros., wholesale fruiterers, Winnipeg, Man., will shortly move to 241 to 245 Main street, which premises are being altered to suit their business.

The One Great Advantage

in handling

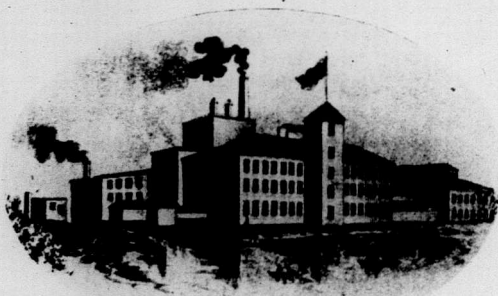
"SALADA"

Ceylon Green
Tea

is that there is no necessity for you to carry the old-fashioned big stock. There is no loss in weight, no deterioration in quality, and will give your customers better satisfaction than the finest Japan tea grown. It will soon be as popular as "Salada" black tea is now.

Samples for the asking.

"Salada"--Toronto and 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.

COUGH DROPS

CANADA (BLACK)
MENTHOL
ENGLISH
GOLDEN

4 STYLES.

IN GLASS JARS AND TINS.

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 10, 1901.

GROCERIES.

THE week has not been noted for any strikingly new features. Business is fair. Very little attention is being paid to canned vegetables, all the buying being of a small sorting up character, with prices ruling steady. The firmness in teas noted last week has been maintained, but business is only moderate. Coffees are quiet and fairly steady. Currants are meeting with a fair demand and prices rule firm. Very little is being done in Valencia raisins. The new Californian prunes that are on the market are so far receiving little or no attention. Sugars are quiet and unchanged at last week's decline. The demand for syrups has improved a little, but the demand is still light. Rice and tapioca are in moderate request.

CANNED GOODS.

No particular feature has developed in regard to canned goods during the week. The rather firm feeling previously noted in regard to canned tomatoes has been maintained, but there is very little business being done, purchases being of a sorting-up nature. The idea as to price to the retail trade for tomatoes is 80 to 82½c. for old stock, and 85 to 90c. for new. Corn is quoted at from 80c. up, and peas at from 82½c. up. The demand for canned fruits is picking up and the sale seems to be, if anything, rather larger than is usual at this time of the year. The demand is principally for raspberries and strawberries. The trade is looking for a good demand for peaches, and already there have been some sales to arrive at \$1.70 to \$1.80 for 2's, and \$2.60 to \$2.80 for 3's. Canned meats are quiet. There is a small sorting-up business being done in canned salmon, and prices rule as before. In another column we publish a table showing the pack on the Fraser river, the different kinds put up, and the quantity packed by each company. Quotations are:

Fraser River sockeyes, \$1 42½ for 5-case lots and over, and \$1.45 for less quantities for the well known brands and \$1.35 for brands not so well known; Northern sockeye, \$1.25 to \$1.30; pink salmon, 95c. to \$1; cohoes, \$1.05 to \$1.10.

COFFEE.

The outside markets have ruled steady during the past week, but very little business has been done. Much the same is to be said in regard to the local market. We still quote green Rios as follows: No. 7, 7½c. per lb.; No. 6, 8c.; No. 5, 8½c.; No. 4, 9¼c.

SYRUPS AND MOLASSES.

The representatives of the refineries have been offering all grades of sugar syrups during the past week, but they report there is no demand. Local wholesalers, on the other hand, report that, while trade is still quiet in syrups, there is a slight improvement on retail account. There is also a

See pages 31 and 32 for Toronto, Montreal, and St. John prices current.

slightly better demand from retailers for molasses, which remains steady in price.

SPICES.

There is just a steady demand locally, and advices from the outside markets report that the visible supply of pepper, mace, pimento, cassia and ginger are steadily decreasing. Higher prices within the next few weeks are expected in some lines of spices.

RICE AND TAPIOCA.

In both rice and tapioca there is the usual steady trade being done at unchanged prices. B rice is quoted at 3¼ to 3½c. per lb. and Japan at 5½ to 6c. Tapioca rules at 4¼ to 4½c. per lb.

SUGAR.

The wholesale trade, as a rule, is only doing a moderate business, while the representatives of the refineries report trade almost nil. Raw sugars have shown a slightly higher tendency, there being more buyers than sellers. Receipts at the four United States Atlantic ports last week were only 18,000 tons, while the meltings were 31,000 tons, making a decrease of 13,000 tons for the week. Receipts for the months of November and December at the four

ports in question are expected to be light, as shipments from Java at the present time show a considerable falling off, as compared with last year. Mr. Licht's estimate for the approaching crop of beet sugar varies all the way from 6,185,000 to 6,715,000. He favors the mean of these figures and expresses the opinion that the crop will be about 6,450,000, or an increase of 381,000 tons compared with the production of last year. Prices, locally, are unchanged at last week's decline.

TEAS.

The situation in teas continues favorable as far as prices are concerned. Advices from Japan note increased firmness. A cable received in Toronto on Monday asked ½c. per lb. advance on medium grades of Japan teas and 1c. on good teas. Low-grade teas, on the other hand, are considered to be rather lower. The wholesale houses report that they have been doing quite a little in Japan teas during the past week on retail account. In Indian and Ceylon teas, good flavory descriptions at about 8d. are being looked for by importers, but very few of them are to be had, especially under 8d. There are quite a few low-grade teas on the local market, but they are apparently getting reduced. Very little is being done in China greens. Mail advices from London, England, under date of September 27, say that with rather smaller auctions and a revival of trade in the Provinces the market for Indian teas was again strong, resulting in a very steady market for all descriptions. Common whole leaf teas were, if anything, slightly dearer. In regard to Ceylon teas the advices state that with a comparatively light auction and a continuance of the improved quality competition was strong, and prices showed an advance varying from ¼d. to ½d. per lb.

FOREIGN DRIED FRUITS.

CURRANTS—The few new currants that are on the local market are meeting with a good demand. The ruling quotations for good, clean fruit are as follows: Filiatras, 7½ to 8c.; Patras, 8 to 8½c., and Vostizzas, 8½ to 9½c., according to quality. Uncleaned fruit is quoted at ½c. less. For November delivery, wholesalers are quoting clean fruit as follows: Fine Filiatras, 6c.; Patras, 6½, and Vostizzas, 8½c., for fine goods. Should the firmness in the primary market be maintained, it is quite possible that prices for futures may be held rather firmer.

VALENCIA RAISINS — There have been some transactions on importation account during the past week, but wholesalers are still inclined to hold off in the hope of lower figures. Holders in Spain, on the other hand, do not appear inclined to make any concession whatever. A cable despatch from Denia says that the market is bare, and is expected to remain so for some time, while prices were expected to rule steady. It is understood from this by local authorities that the growers in Spain are not bringing in their fruit to market. The steamer Bellona is at present loading at Denia for the Canadian market. New fruit at present on the market is being quoted at 7 to 7½c. for selected and 6½ to 7c. for fine off-stalk. There is still some fine, clean selected of last year's crop to be had at 5c.

FIGS — There is only a small demand for the few figs that arrived on this market last week. The prices for 10 to 30-lb. boxes run from 11 to 17c. per lb. according to size. For future delivery tapnets are being quoted at 3¼c. and naturals at 4¼ to 4½c. in bags.

PRUNES — Although there is only a small business being done it is rather larger than is usual at this time of the year. Prices in California are rather easier than they were, for the quotations just come to hand are about ¼c. lower than those previously received. We quote new Californian prunes as follows: 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.

GREEN FRUITS.

Trade is keeping up fully as well as could be expected. Plums are done, and the receipts of high-grade pears and peaches are light. But grapes, apples and late varieties of peaches and pears are still arriving in large quantities. Cranberries are selling briskly, as are also bananas, oranges and lemons. The sale of other lines is well maintained. We quote prices as follows: Pears, 20 to 40c. per basket; peaches, Crawfords, 60c. to \$1; apples, 30 to 40c.; egg plant, 10 to 15c.; tomatoes, 25 to 35c.; cucumbers, 10 to 15c.; peppers, 25 to 50c.; grapes, in 10 lb. baskets, 15 to 17½c.; Niagaras, 17½ to 20c., and 20 to 25c. for Delawares and Rogers; quinces, 30 to 40c. per basket; muskmelons, 25 to 35c. per crate of 12; bananas, \$1 75 for 1st and 75c. to \$1 for eight hands. New Verdilli lemons are offering at \$3.75 to \$4.25 per box, and Jamacia oranges at \$6 per bbl. or \$4 to \$4 25 per box; Cape Cod cranberries, \$8 per bbl.; Ontario cranberries, \$6 per lb.; pineapples, \$3.50 per case.

COUNTRY PRODUCE.

EGGS — There has been an unusually heavy export trade done during the last two or three weeks, and as the local demand keeps active the price of all lines is firmly maintained. As high as 18c. has been asked for cases of selected new-laid, while fresh-gathered range from 15 to 16c. Cold-stored eggs sell readily at 14 to 16c., and limed eggs at 14 to 15c. per doz.

BEANS — The market has steadied since the break noted a week ago, and last week's quotations, \$1.75 to \$1 80 for prime pea beans, still hold good.

HONEY — Comb honey is 25c. per doz. higher. The sales of both strained and comb have been large. We quote: 9 to 10c. for extracted clover and \$2 to \$2.25 for No. 1 clover comb.

DRIED APPLES — New evaporated apples are offering at 9c. for carlots and 10c. for cases. There is little trade reported, however. Dried apples are not offering, but nominal quotations range from 5½ to 6¼c.

POTATOES — The market is well maintained. Cars are selling fairly well at 50 to 55c. per bushel on track Toronto. Small lots are in active request at 60 to 70c.

BUTTER AND CHEESE.

BUTTER — The weakening feeling noted in dairy butter last week is more in evidence this week, and has affected creamery prints, which are ½c. lower. Dairy prints are 1c. cheaper. We quote as follows: Dairy prints, 16 to 17c.; best tubs, 15 to 16c.; poor to medium grades, 12 to 14c.; creamery prints, 21 to 21½c.; boxes, 19 to 20c.

CHEESE — The steadiness of a few days ago has given way to uncertainty, as the export movement is still light and buyers in Great Britain are decidedly cautious. As a result, the jobbing price is ½c. lower, the range being 9½ to 9¾c.

POULTRY AND GAME.

DRESSED POULTRY — The weather is not quite cool enough to cause a big delivery of poultry, and so what does come is readily absorbed. We quote as follows: Chickens, 40 to 60c. per pair; hens, 30 to 50c. per pair; ducks, 50 to 75c. per pair; geese, 7 to 8c. per lb.; turkeys, 10 to 11c. per lb.

LIVE POULTRY — The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until October 17, for spring chickens, not less than two lb. each, 6c. per lb. For ducklings, 5c. per lb. For hens (including last year's birds) 3c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

GAME — The demand readily absorbs all offerings which are, however, only fair.

Prices are unchanged at the following figures: Teal and butterballs, 25 to 30c.; pintails and redheads, 50 to 60c.; black ducks, 75c. to \$1 per brace.

FISH.

There is an excellent trade doing in trout and whitefish, in oysters and in dried fish. Prices show no change. We quote as follows: Fresh fish—Codfish, 7 to 7½c.; whitefish, 8c.; trout, 7½c.; halibut, 15c.; sea salmon, 20 to 25c.; haddock, 6c.; herring, 4c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscos, \$1 per basket; finnan haddie, 7 to 8c. per lb. 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, 5 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 5-lb. boxes, 5c. per lb. Oysters—Standards, \$3.75 per small pail or \$1.50 per Imperial gallon; selects, \$2 per Imperial gallon.

VEGETABLES.

The demand for most lines keeps active. Prices hold strong. We quote as follows: Carrots 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, \$1.25 to \$1.50; celery, 40 to 60c.; red cabbage, No. 1, 10 to 15c.; cabbage, 25 to 50c.; corn, 6 to 10c.; cucumbers, short, 10 to 15c.; tomatoes, 15 to 25c. per basket; pickling onions, 30 to 40c. per peck; dry onions, \$1.00 per bush.; potatoes, 60 to 70c. per bushel; gherkins, 15 to 25c. per 100; egg plant, 30 to 35c. per basket; Hubbard squash, 10 to 30c. each; vegetable marrow, 5 to 15c. each; pumpkins, 10 to 25c. each; citrons, 15c. each.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN — Last week's decline brought wheat prices to a steady level. Manitoba No. 1 hard is quoted at 79c. grinding in transit, or 77c. Toronto and west. Ontario wheat is quoted at 65 to 66c. at outside points, middle freights. Deliveries on the local street market are fairly large. Oats are 2c. higher. The receipts of barley show a great range of quality, and prices cover a correspondingly wide range. We quote: Wheat, white and red, 68 to 73½c.; goose, 65½ to 67c.; oats, new, 40c.; rye, 54c.; barley, 47 to 57½c.; peas, 65 to 70c.

FLOUR — There is no change. Prices are steady. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4; Manitoba strong bakers', \$3.60; Ontario patents, \$3.50 to \$3.60; straight roller, \$3.

GIBSON & HILTON,

Manufacturers' Agents and
Wholesale Commission Merchants.
Correspondence and agencies solicited.
WINNIPEG, CANADA.
P. O. BOX 382

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 8394.

To
GROCCERS
IN SMALL TOWNS.

If you trade any of your goods to the farmers for Produce, you can get **CASH** for all your live chickens

from
The Canadian Produce Co.,
TORONTO.

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

BREAKFAST FOODS—A steady improvement in the demand is noted. Prices are unchanged. We quote as follows: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.35 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL.

HIDES—The market continues active, with prices firm. We quote: Cowhides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

SKINS—Lambskins and pelts are steady since last week's advance. Prices are unchanged. We quote as follows: No. 1 veal, 8 lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; lambs and pelts, 55c.

WOOL—There is not much doing. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

SEEDS.

Most of the early-threshed alsike is marketed. There is a steady demand yet, however, for good seed at \$5.50 to \$6.60 at outside points, with a slightly higher price for absolutely pure, large grain seed. Red clover is in good request at \$4.60 to \$4.75 for the finest feed, suitable for exporting, and at \$4.25 to \$4.50 for medium qualities, which would have to be kept over till the spring trade.

TRADE CHAT.

Kennedy Bros., Sifton, Man., are building a large elevator there.

The name of The American Cereal Co., Limited, who are building a large milling plant at Peterboro', Ont., has been changed to The Quaker Oats Co. This company also have works at Akron, Ohio, and Cedar Rapids, Iowa.

Rougier Freres have been incorporated in Montreal to do an importing and exporting trade with France and other European countries.

The window display in Jackson & Son's grocery store, Guelph, Ont., is winning much attention, the attraction being a figure of John Bull, with rolling eyes.

The Classic City Flour Mills, Stratford, Ont., will be started in a few days.

J. T. Price, grocer, Simcoe, has sold out to E. Bailey, of Brantford, Ont., and has accepted an agency for The Sun Life Assurance Co., in Simcoe.

Representatives of the State of Washington, U.S.A., have decided to establish, if permitted, fish hatcheries on the Fraser river, British Columbia, as it has been found impracticable to establish such hatcheries in the rivers of Washington. It is probable that permission will be given, and that Canadian canners will assist in the enterprise.

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 CATORAL.

ATHLETE.

DERBY

...EVERY...

COMMISSION MERCHANT

in Canada should have a card in these columns. We will be pleased to talk to you about it and quote rates.

COX'S GELATINE Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:

C. E. COLSON & SON, Montreal.

D. MASSON & CO., Montreal.

ARTHUR P. TIPPET & CO.,

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

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.

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.,

WINNIPEG, MAN.

12th St.,

BRANDON, MAN.

QUEBEC MARKETS.

MONTREAL, October 9, 1901.

GROCERIES.

TRADE does not show much change from last week except that retailers show more inclination to buy dry fruits, now that they can feel pretty sure that the market is stable. Valencia raisins have declined somewhat this week, but the market is firmer again and prices here are not affected to any great extent. Currants are about steady. We understand that some concessions are being allowed on walnuts, but the market is very steady. There is still but little interest taken in canned foods of all kinds. Vegetables are obtainable at former prices and dealers show no eagerness to buy salmon. Spices are all firm and Japan tea is cabled somewhat higher. One of the leading features of the week is the drop in sugar and its continued weakness.

SUGAR.

The drop that materialized in the sugar market last week has not served to steady it any, as dealers are looking for further reductions to a cent at any moment. The raw sugar markets do not seem to show any tendency to recover from their depression and it is felt that the refined prices must come down to a proportionate level. Wholesalers report the demand only fairly good, dealers buying only from hand to mouth. The price of refined is \$4.30 for granulated and \$3.45 to \$4.20 for yellows, as to grade, per 100 lb. City 5c. extra.

TEAS.

The latest cable news from Japan is to the effect that prices are advancing, and have already recovered the decline that took place some weeks ago, putting quotations back to where they were at the opening of the season. Locally, there is not much life to the tea business, although a fair trade is reported by the wholesale houses.

SYRUPS.

There has been a moderate demand for syrup during the past week at unchanged prices. We quote: 3¼c. in bbls., 3¾c. in ½-bbls., 3½c. in ¼-bbls.; \$1.50 in 38½-lb. and \$1.10 in 25-lb. pails.

CANNED GOODS.

In spite of the continued reports about a short pack of vegetables, in spite of the advance made by the syndicate, and in spite of the fact that wholesalers have not yet advanced prices, there is little or no speculative demand for canned goods, and there is many a dealer who firmly believes that we shall yet see lower prices. Where he can find a basis for such a prophecy is hard to conceive. It seems that after the

heavy decline of last year no one has any confidence in the stability of the canned goods market. At present dealers are offering tomatoes at 82½ to 87½c., corn at 77½ to 82½c., and peas at 80 to 95c. There is nothing fresh to report in regard to canned fruits, which are unchanged.

There is little or no interest being taken in salmon, no change in prices coming from the Coast. Deliveries of contracts are now coming to hand. It seems that the standard brands will not be reduced, as the packers of these goods have but little surplus stock and do not wish to bear the value of all the goods they have shipped just to get quickly rid of a few thousand cases. No private brands of Fraser River sockeye are offered below \$4 to the jobber or \$5 to the retailer. Rivers Inlet salmon is quoted at \$4.80. It is now reported that there is a short run of humpback fish, but this will likely have little influence on prices. Kippered herring, domestic and imported, is now in stock, the former worth \$1 per doz., the latter \$1.50 to \$1.60 for plain, and \$1.40 to \$1.50 in tomato sauce.

SPICES.

The latest New York advice is to the effect that the visible supplies of pepper, mace, pimento, cassia and ginger, are steadily decreasing. The prospects are favorable for an exceedingly large demand for consumption during the next 60 days, and "materially higher prices are certainly most probable." Nutmegs are still rather weak. We 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.

RICE AND TAPIOCA.

Tapioca remains very firm and values are advancing. Otherwise there is no change. We quote in combine district: B rice, in bags, \$3.10; in ½ 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 ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¾c. per lb., and tapioca, 3¼ to 3¾c.

FOREIGN DRIED FRUITS.

VALENCIA RAISINS—There is still some old fruit to be sold; it is now offered at \$1 per box, but is much candied. New Valencia raisins that are on the market are worth 6 to 7c., according to grade. For fruit to come by the second direct steamer, prices are rather unsteady, with an easy

tendency, a decline of 6d. to 1s. being recorded this week. The latest turn was upward. Prices for second steamer are about 1s. below those for the first. Dealers are quoting 5½ to 5¾c., according to brand, for fine off-stalk on the Escalona, and as low as 4¾c. for goods off the Bellona, to arrive three weeks later. Selected are ¾c. higher. Four-crown layers are selling at 6¼ to 6¾c.

CURRANTS—For fine off stalk Filiatras, in barrels and half-barrels to arrive, 5c. is asked; uncleaned, in half-cases, 5¾c.; cleaned, in half-cases, 6c.; cleaned in 1-lb. cartons, 8c., and finest Vostizza currants, 7¾ to 8¼c. The currant market is steady and retailers are placing their orders freely.

SULTANA RAISINS—New goods are being offered at 8 to 9c.

FIGS—Good sales of figs are reported on all sides, particularly for table figs. Some new goods have already arrived, and are selling well. In tapnets, Comadre figs are worth 3¼ to 3¾c. Eleme figs are worth 8 to 9½c. per lb. in 10 to 12-lb. boxes.

PRUNES—There are still some old prunes to be had, and they are selling freely. To arrive prunes are worth 7¾c. for 40 50's, 7¼c. for 50 60's, 7c. for 60 70's, 6¾c. for 70 80's, 6c. for 80 90's and 5½c. for 90-100's. Some old 90-100's are obtainable at 4¼c.

CALIFORNIA RAISINS—Some old 4-crown raisins are obtainable at 7½c. New seeded raisins are being offered at 9½ to 10c., and loose muscatels at 6½ to 7c.

PEELS—English peels for future delivery are worth 9½ to 10c. for lemon, 10 to 10½c. for orange and 14c. for citron.

NUTS.

It is said that this week importers have been offered some concessions on Grenobles. Prices are unchanged for new crop nuts. Grenobles are worth 10½ to 11c. to arrive, Sicily filberts, 8 to 8¾c.; Tarragona almonds, 10½ to 11c., and shelled almonds, 25c. Last year's shelled walnuts are worth 16 to 17c.

GREEN FRUITS.

Business is very active in seasonable fruits, particularly apples and grapes. A few peaches and plums are still coming to the market. Jamaica oranges are a little lower this week. Malaga grapes are now on the market as well as cranberries and sweet potatoes. We quote as follows: Californian Valencias, \$5 to \$6 per box; Jamaica oranges, \$5.50 per bbl.; Messina lemons, 300's, \$2.50 to \$3.50; 360's, \$2.50 per box; Verduli lemons, \$3.75 to \$4.75 per box; pineapples, 20 to 30c.; Canadian apples, 15 to 30c. per basket; Californian plums, \$1 to \$2 per box; peaches, \$1 to \$1.25; limes, \$1.50 per box; Ontario

ARRIVING FOR LIVE CANADIAN GROCERS

- 600 Cases Snider's Tomato Catsup and Tomato Soup*
- 500 Kegs Scotch (Lochfyne) Herrings*
- 75 Cases Huntley & Palmer's Biscuits*
- 240 Cases (Societe) Roquefort Cheese*
- 50 Cases Gorgonzola Cheese*
- 50 Cases Edam Cheese*
- 3,000 Lbs Gruyere Cheese*
- 200 Cases Olives, in Glass and Kegs* *(1 only)*
- 100 Cases Bensdorps's Cocoa*

The above expected to arrive about end of October.



RETURNED SEP 29 1902

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

peaches, 75c. to \$1 per basket; Ontario plums, 50 to 60c.; cocoanuts, \$3 50 per bag of 100; Californian Bartlett pears, \$4.25 per box; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1 to \$1.50; Canadian pears (baskets), 40 to 50c.; Bartlett pears (bbles.), \$2 to \$3.75; Spanish onions, 80 to 85c.; sweet potatoes, \$2.50 to \$3.50; Malaga grapes, \$5.50 per keg; Canadian grapes, 18 to 20c. for blues, 20 to 23c. for green and red; cranberries, \$7 25 to \$7.50 per bbl.; barrel onions, \$2.50.

COUNTRY PRODUCE.

EGGS—The feeling is very firm at the late advances in prices, and the demand from both local and export buyers continues good. Sales of fresh candled lots have taken place at 17 to 18c., and round lots are worth 15½ to 17½c. Seconds are selling at 12 to 13c.

HONEY—Dealers are asking 12 to 12½c. for their honey, paying 10½c. Extracted white is selling at 9 to 9½c. The market is active and firm.

POTATOES—Growers are asking 50 to 52½c. f.o.b. per bag of 90 lb. The price here is 62 to 65c. per bag in carlots.

BEANS—The market is steady for primes at \$1.55 to \$1.65.

ASHES—The market is quiet; first pots sell at \$4.25 and seconds \$3.90.

LIQUORS.

SCOTCH WHISKIES.

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

CANADIAN WHISKIES.

	In barrels per gal.	Less than one bbl. per gallon.
Gooderham & Worts, 65 O.P.	\$4 50	\$4 55
Hiram Walker & Sons	4 50	4 15
J. P. Wiser & Son	4 49	2 25
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	
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—	\$12 50
Cuvee Reservee... { Quarts.....	13 50
" { Pints.....	15 00
Champagne Ve Amiot—	
Carte d'Or.....	16 00
" Blanche.....	13 00
" d'Argent.....	10 50
Pommery—	Quarts. Pints
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, cises of 15 bottles.....	\$9 75
Green, " 12 ".....	4 75
Violette, " 12 ".....	2 45
P. Hoppe "Night Cap" Brand—	
Red, cases of 15 bottles.....	10 50
Green, " 12 ".....	5 25
Yellow, " 15 ".....	10 75
Blue, " 12 ".....	5 40
Poney, " 12 ".....	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—This week buyers seem to have decided to wait for lower prices. Spring wheat brands are inclined to be easier on account of the big crop. 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, 75c. afloat October; peas, 81c.; rye, 57 to 58½c.; No. 2 barley, 54c.; oats, 39 to 39½c.; buckwheat, 56½ to 57c.; corn, 63c.

OATMEAL—The market is very firm, and we quote \$4.50 to \$4 60 as to brand.

FEED—The market is quiet but steady at \$15 to \$15.50 in carlots for Ontario bran. Manitoba in bags is worth \$15.50 to \$16. Shorts keep scarce at \$17.50 to \$18.00.

BALED HAY—There is an active demand for spot hay, and sales have been made at \$8 to \$8.50 for No. 2. No. 1 sold at \$9 50 to \$10. Clover is worth \$7 to \$7.50.

BUTTER AND CHEESE.

BUTTER—The market has sagged about ½c., and is much duller than it was a week ago. Choice creamery has sold at 20½ to 21c.

CHEESE—The depression continues, and the country boards are the scenes of little

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.

Honey Honey Honey

We pay cash for all kinds of honey, but only of the best quality wanted.
WRITE NOW.
Howe, McIntyre Co.,
461 St. Paul Street, MONTREAL.

YES-

we want your orders for

JAMAICA ORANGES, LEMONS, SWEET POTATOES, CRANBERRIES, ETC.

We handle everything in the Fruit and Produce line. Send name for weekly Price List.

Consignments of Poultry, Eggs, Beans, etc., wanted.

Just Address: **WHITE & CO., TORONTO**

Toronto Fruit Merchants.

New Lemons, Sweet Potatoes, Jamaica Oranges, Spanish Onions

We have a full stock of all seasonable goods in our line, and can fill all orders promptly and carefully.

Local and long distance telephones.

HUSBAND Bros. & Co.

82 Colborne St., Toronto

Telephone Numbers—Main 3428, Main 54.

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.

business. Finest Western has sold at 9½c. to 9¾c. and Eastern at 9¾c.

MONTREAL NOTES.

Green cod is higher, 3 to 3½c. per lb. now being asked.

Labrador herring are being offered at \$5.75 to \$6. and Labrador salmon at \$11.50 to \$12 per barrel and \$6.75 to \$7 per half-barrel.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., October 8, 1901.

BUSINESS is good, though there has been a number of failures and there is still a feeling of uncertainty—the more where accounts are felt to be weak. This is among the retail trade. The failure of a large wholesale house holding their paper throws them upon themselves to meet it in full, which, in some cases, they are not able to do. This failure has also disturbed the markets somewhat, as a large quantity of goods were held by different banks, and they are selling the goods below market prices. The past few weeks have been very busy among the wholesale dry goods people, it being the annual millinery opening, and the city has been full of outside buyers.

OIL—In burning oil, the sale is very large, and in prices there is a strong tendency to higher figures. Some lines already have been advanced. Paint oils have a fair sale. Owing to a weak market, dealers have bought from hand to mouth, with the result that the market is quite bare. Turpentine is rather higher. Lubricating oils are quiet, and prices unchanged. Cod oil is quite high. There is quite an export business done in this line. Seal oil is very firm. Candles and wax are unchanged.

SALT—In Liverpool coarse salt there continues a good sale at firm figures. With the opening of winter port business, the Liverpool steamers will bring weekly shipments. In fine salt, business is rather quiet. The sale of wood boxes is not as large as formerly, owing to the higher prices. We quote as follows: Liverpool coarse, 56 to 58c.; 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, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS—New corn and new Nova Scotian tomatoes are on the market. Canned goods are firmly held, particularly

Clark's Concentrated Soups

This new line is labelled in our usual attractive style; Quality right. Each tin contains **6** portions; retails at **10c.** per tin. We pack **13 Varieties.**

They're Sellers!

All the Wholesale Trade carry them.

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

If your customer gets satisfaction and the transaction is a profitable one, you must be handling a reliable article. Boeckh's Brushes and Brooms possess both of these advantages.

**BOECKH BROS. & COMPANY,
TORONTO, ONT.**

peas and tomatoes. Local prices move up slowly. Fair stocks are held. Our market has a fair stock of gallon apples and higher prices are asked. They are Nova Scotian goods. Direct shipments of Singapore pineapples were received during the week. In domestic sardines, kippered herrings and finnan haddies supplies have been received. Kipperd herring will be much short of demand, and there is light stock of haddies. Blueberries, which are largely packed here, are in light supply. There is quite an American demand for clams. These are a very fine line of domestic canned goods, and should have a larger sale west. In the local market lobsters are rather easier, but there is a great range of quality.

GREEN FRUITS—Apples are rather higher. There is fair supply and stock is good. The high price somewhat effects the demand. Very nice Jamaica oranges are now being received, but the sale is not large. Californian fruit business is about done. Few grapes are received. Keg grapes sell very slowly. Ontario grapes have a good sale at even prices. Lemons have but a fair sale, and prices tend lower. Sweet potatoes are fair sellers. There have been some native cranberries received, but they sell below the Cape Cod berry. They have not the high color of the imported berry.

DRIED FRUITS—The interest of the week has been in Californian prunes and quite a few sales have been made. While prices are higher than last year a good business is expected. The supply, including old stock is well below last year's figures. Small sizes are scarce. Present prices are thought to be quite low. In raisins the market seems very unsettled. Some prices have been quoted about 2½c. below last year. At the present these seem to be withdrawn. Dealers are slow to buy. Shippers want to sell assortment—two's three's and fours—but our trade will not buy this way. Some Malagas and Valencias have been bought. The market has been weak. Quite a quantity of Valencias are consigned here. No price is yet quoted on new seeded. New figs have been received. Dates are low this year. Peels are shortly expected. Evaporated apples are scarce and very high. No new has yet been received. Onions are high and firm.

DAIRY PRODUCE—In butter, the market is being largely supplied from the west. Much of the stock is not satisfactory, but some good butter has been received. Local supply is short, and quite full prices are asked. For best grades there is a good sale. Eggs are lower here than at outside points. Sale is light. Prices are rather higher. Cheese is dull and prices unchanged. Local demand is for small cheese.

SUGAR—Prices are a little lower. The trade are much pleased with the working of the new arrangement regarding prices. The quality of sugar turned out by the Nova Scotian refinery, particularly in yellows, is not altogether satisfactory.

MOLASSES—There is but a limited sale at present. Fair stocks are held. The demand is for Porto Rico. Prices are unchanged at quite low figures. There is some Barbadoes held.

FISH—Except in smoked herring, the market is tending upwards, and the supply is light. The sale is limited. Fresh fish is very scarce. In dry cod, the supply is not large, and prices tend higher. Pickled herring are short of demand, and are very firm at the present high prices. There is a large sale. Some Shelburne and Canso have been received. Pollock are unchanged, but tend higher. Spot stocks are very light. Boneless fish is very firm and in good demand. Kipperd herring and finnan haddies are a fair supply. We quote as follows: Large and medium dry cod, \$3.50 to \$3.60; small, \$2.50 to \$2.60; haddies, 4½ to 5½c.; smoked herring, 8 to 9c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, \$5.50 per bbl.; kippered herring, \$1 per box; Shelburne, \$2.50 per half bbl.

PROVISIONS—In barrelled pork and beef the high prices continue. Local-packed pork is being more freely offered. Canadian beef is also more largely used. In lard, prices continue to advance. There is a good general business.

FLOUR, FEED AND MEAL—Flour shows a fair business. Values show little change. Feed is almost impossible to get. Oatmeal has been very scarce and very little is offering, even at the higher figures. Oats hold firmer. Beans are easier and buyers backward. Cornmeal, while firm, shows no change and sales are good. Barley and peas are firm. Hay is still being largely exported. We quote: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.90 to \$4.00; medium, \$3.60 to \$3.70; oatmeal, \$4.50 to \$4.60; cornmeal, \$2.85 to \$2.90; middlings, \$22 to \$23; oats, 45 to 48c.; hand-picked beans, \$2.00 to \$2.10; prime, \$1.90 to \$1.95; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.50 to \$4.55; barley, \$4.10 to \$4.25; hay, \$12 to \$14.

ST. JOHN NOTES.

Geo. E. Barbour offers both Shelburne and Canso pickled herring.

John Sealy is finding a good American demand for his canned clams.

Mr. Potter, representing The N. K. Fairbank Co., called on the trade this week.

J. Hunter White is now representing S. V. & F. P. Scudder, licorice goods, Brooklyn.

C. E. Macmichael, selling Upton's jams, is finding a very large sale both for goods in bulk and in glass.

J. G. Hood & Co., Waterville, N.S., shipped the first new tomatoes to be received here; also the first gallon apples.

The Simcoe Canning Co., who had the first new peas and strawberries on the market, have just landed the first new corn.

W. J. Moran, grocer and dry goods dealer, Amherst, N.S., who assigned to A. B. Etter, last week, had been in business for 20 years. His liabilities are placed at \$27,000.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

FOR SALE—In British Columbia; three old-established general stores, with Saw and Flour Mill, Ranch, Cattle. Satisfactory reasons for selling. Apply to Geo. S. Davison, 27 Sparks Chambers, Ottawa, Ont. (42)

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.

WANTED FRESH EGGS,
Butter, Cheese and Apples
EGG CASES SUPPLIED.

OFFER Choice limed and cold-stored Eggs.

Write for prices.

A. A. SIMONSKI, 250 Spadina Ave., Toronto.

APPLES Export or Local Shipment

Representing

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

EBEN JAMES, Board of Trade Bldg., **TORONTO.**

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

BROKERS and COMMISSION MERCHANTS

Storage and Trade Facilities.

Established 10 Years. - - - Correspondence Solicited.

Satisfaction by the Gallon---or half-gallon, or quart for that matter, but perfect satisfaction always, in the sale and use of

“Imperial” White Wine Vinegar.

ONE DROP OF IMPERIAL is exactly like every other drop in the package---absolutely pure, perfectly healthful, delightfully smooth, even flavored, clear, sparkling, and a pickle keeper unequalled.

Ask your wholesale grocer for IMPERIAL. The best is none too good for your trade. IMPERIAL is just the price of the ordinary standard article.

THE
THISTLE BRAND
High-grade
Tomatoes,
Corn,
Peas, etc.
ARE
GUARANTEED
SECOND TO NONE.
Brighton Canning Co.

You Need not Hesitate

to recommend “Kent” Baked Beans to your most particular customer. An introduction is all that is necessary. The quality of the goods will make future sales easy. Push the goods that sell themselves. Put up 2 doz. in a case. Large flat cans to retail at 10c.



THE KENT CANNING CO., LIMITED, CHATHAM, ONT.

TO THE WHOLESALER

YOUR REQUIREMENTS

for Japan, Congou, Indian, Ceylon, Oolong, Pingsuey, Gunpowder and China Green

TEAS

can be filled by us promptly and satisfactorily. You are certain to be pleased with our offerings. Write for prices.

S. H. EWING & SONS, 96 King St., MONTREAL**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

F J. MORIN, general merchant, Montmagny, Que., has voluntarily assigned to V. E. Paradis, and is offering his creditors 60c. on the dollar.

John Norris, grocer, Winnipeg, has assigned to C. H. Newton.

M. Derbyshire, general merchant, etc., Smith's Falls, Ont., has assigned.

E. S. Belasco, cigar dealer, Montreal, has assigned to Wilks & Michaud.

B. F. Potts, general merchant, Smithfield, Ont., has assigned to I. O. Proctor.

A. J. Ayerst, grocer and confectioner, St. Thomas, Ont., is offering 40c. on the dollar.

M. O'Brien, general merchant, etc., Rogersville, N.B., is offering 20c. on the dollar.

Simon Bourgeois, general merchant, etc., Cocagne, N.B., is offering 25c. on the dollar.

C. W. H. Tessier, fish dealer, etc., St. John's Nfld., has applied for declaration of insolvency.

H. Lamare has been appointed curator of Mrs. H. Dubois, general merchant, St. Didace, Que.

Alex. Desmarteau has been appointed

curator of Beaudoin & Frere, cigar manufacturers, Montreal.

John McGranahan, general merchant, etc., Margaretsville, N.S., has assigned.

V. E. Paradis has been appointed curator of J. Ouellett and B. Levesque, general merchants, Chicoutimi, Que.

J. C. Innes & Co., general merchants, Liverpool, N.S., have assigned, and a meeting of their creditors will be held on October 15.

Jean S. McA. McLeese, general merchant, etc., Soda Creek, B.C., has assigned to J. A. Fraser, and a meeting of creditors will be held on October 10.

PARTNERSHIPS FORMED AND DISSOLVED.

Akerley & Hopper, grocers, St. John, N. B., have dissolved. O. B. Akerley continues.

O'Brien & Farrahalk, general merchants, Newcastle, N. B., have dissolved. John O'Brien continues.

Cameron & Stevenson, general merchants, Osceola, Ont., have dissolved. John C. Stevenson continues.

R. G. Gilliland, general merchant, Carievale, N.W.T., has admitted W. J. Gilliland under style of Gilliland Bros.

A. E. Kinkead & Co., tobacconists, etc., Sherbrooke, Que., have dissolved, and a new partnership has been registered.

Bradford & Hessel, confectioners, etc., London, Ont., have dissolved, W. S. Bradford continuing.

W. B. Calhoun & Co., general merchants, Middleton, N.S., have dissolved. James P. Foster retires.

SALES MADE AND PENDING.

Mary Reavely, grocer, London, Ont., is selling out.

The assets of Joseph Lafrance, grocer, Montreal, have been sold.

The stock of J. F. Dickson, grocer, London, Ont., has been sold.

Henry Branton, grocer, London, Ont., is advertising his business for sale.

The assets of J. A. Leboeuf, grocer, Valleyfield, Que., have been sold.

H. F. Zimmerman, baker, Baden, Ont., is advertising his business for sale.

J. C. Whyte, general merchant and woolen miller, Galetta, Ont., has sold out.

Harriet Sheriff, confectioner, Hamilton, Ont., is advertising his business for sale.

R. H. Finch, confectioner, Calgary, N.W.T., is advertising his business for sale.

James Murphy, general merchant, Bogart, Ont., is advertising his business for sale.

A. C. Hawthorne, general merchant, etc., Medicine Hat, N.W.T., is advertising his furniture business for sale.

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

Better the Grade--Bigger the Trade.

That is why I say: Have **THE BEST** by all means. In buying, you can make no mistake if your purchase is of the following brands:

"Condor" Japan Teas

Pure, unadulterated natural leaf, bright, strong, flavory liquor.

No. V—80-lb. Half-chests, **24c.**

No. XXXX—80 lb. Half chests, **22½c.**

No. XXX—80 lb. Half-chests, **19c.**

No. LX—1 lb. and ½ lb. lead packets, retails **40c.**; 60 lb. Half chests at **27½c.**

No. I.—1-lb. and ½-lb. lead packets, retails **25c.**; 60-lb. Half-chests, **19c.**

"Condor" Vinegar

Pure distilled, strong, bright as crystal, at **25c.**

"Old Crow" Vinegar

Pure distilled, clear as water from a spring, at **20c.**

Madam Huot's Coffee

The Gem of all Coffees. Pure, delicious, 1-lb. tins, **31c.**, 2 lb tins, **30c.** per lb.

"Nectar" Tea

The perfection of all black teas, in lead packets and sealed tins, at **20c.**, **25c.**, **36c.** and **45c.** per lb.

"Condor" Mustard

Absolutely pure, strong, flavory, 12-lb. boxes. ¼-lb. **35c.**, ½-lb. **33c.**, 1-lb. tins **32½c.** per lb.

"Old Crow" Black Teas

A scientific blend of China, Indian and Ceylon teas. Put up in useful bronzed tins, at **35c.**, **30c.**, **25c.**, **20c.** and **17½c.** per lb.

JUST COMING IN—A new lot of fine Nutmegs.

BROWN—130's at **45c.**, 120's, **50c.**, 112's, **55c.**, 80's per lb., at **65c.** a lb.

LIMED—White—112's at **55c.**, 120's, **50c.**, 130's, **45c.** a lb.

BEAUTIFUL PENANG CLOVES—The best in the world, Whole, at **25c.**

Pure ground, at **30c.** per lb.

CHOICEST BATAVIA CASSIA—The cream of all Cassias—Whole, at **25c.**

Pure ground, at **30c.** per lb.

Splendid Mixed Pickling Spice—Whole at **15c.**, **20c.** and **25c.** per lb.

Ground, at **20c.**, **25c.** and **30c.** per lb.

A GENUINE BARGAIN—2 Small Lots of New Season JAPAN Teas.

78 Half-chests of a finely made leaf, choice liquoring tea, at **16½c.**

42 Half chests of a good clean leaf, first-class liquoring tea, at **15c.**

A sample of all these will convince you that there is nothing like them on the market.

SPECIALTY OF HIGH-GRADE GOODS IN TEAS, COFFEES, SPICES AND VINEGARS—WHOLESALE.

E. D. MARCEAU,

281 to 285 St. Paul
and 7 St. Gabriel St.

Montreal

The stock of Jacob Rosen, general merchant, Selkirk West, N.W.T., has been sold at 64¼c. on the dollar.

Dionne & Co., general merchants, St. Moise, Que., have sold their stock at 56c. on the dollar to A. C. Landry, Grand Metis, Que.

CHANGES.

W. F. Kerr, baker, etc., Gorrie, Ont., has sold out to Thomas Wright.

Shoebottom & Co., grocers, London, Ont., have sold out to J. P. Sellars.

J. Stewart, general merchant, Tindastoi, Man., has sold out to G. E. Johnson.

T. D. Rankin, general merchant, Baldoon, Ont., has sold out to Chas. Jackson.

Mrs. Pierre Auclair has registered as fruit dealer in Montreal under the style of P. Auclair & Co.

Mrs. Joseph Brodeur has registered as proprietress of J. F. Brodeur & Cie, bakers, St. Hilaire, Que.

The stock of the estate of Ross McLeod, general merchant, Innerkip, Ont., has been sold to Mrs. Ross McLeod.

Jolicœur & Co. have started as grocers, etc., in Ville Marie, Que.

Baril & Piche have registered as general merchants in St. Thecle, Que.

Tobin & Chamberlain have registered as general merchants in Brompton Falls, Que.

The stock of Joseph Clegg, general merchant, Moosefield, Ont., has been purchased by J. M. Schinbein.

F. H. St. Jean, grocer and saddler, St. Barnabe (St. Hyacinthe Co.), Que., is leaving that place.

Mrs. J. H. A. Gravel has registered under the style of J. H. A. Gravel & Co., general merchants, Montreal.

Mrs. Amadee Demesnil has registered under the style of A. Dumesnil & Co., general merchants, Cascade Point, Que.

FIRES.

C. H. Brown, grist miller, Gagetown, N.B., has been burned out.

The stock of R. H. Benson & Co., general merchants, Indian Head, N.W.T., has been damaged by explosion.

WHOLESALE ELECT OFFICERS.

At a meeting of the New York State Wholesale Grocers' Association in New York on Thursday week, the following were elected officers: President, F. W. Hannahs, of Wilkinson, Giddes & Co., Newark, N.J.; first vice-president, E. H. Sayre, of R. C. Williams & Co., New York; second vice-president, John Wickers, of Philip Becker & Co., Buffalo; third vice-president, P. J. McTighe, of McTighe, Truesdell & Davidge, Binghamton; fourth vice-president, H. Galusha, of Squires, Sherry & Galusha, Troy; treasurer, E. C. Hare, of George W. Head & Co., Utica.

Among the exports from Canada to the United States last week there were 24,000 lb. of "Salada" Ceylon tea. This quantity was made up in shipments to Boston, Buffalo and Detroit.

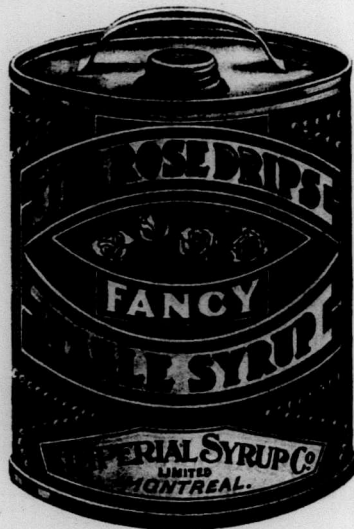
R. H. Vick, of Geo. Vick & Sons, millers, Orillia, Ont., is on a trip through Manitoba.

A LITTLE ADVERTISEMENT

Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

The MacLean Publishing Co., Limited; Montreal and Toronto

TEA
ROSE
DRIPS

**FANCY TABLE SYRUP.**

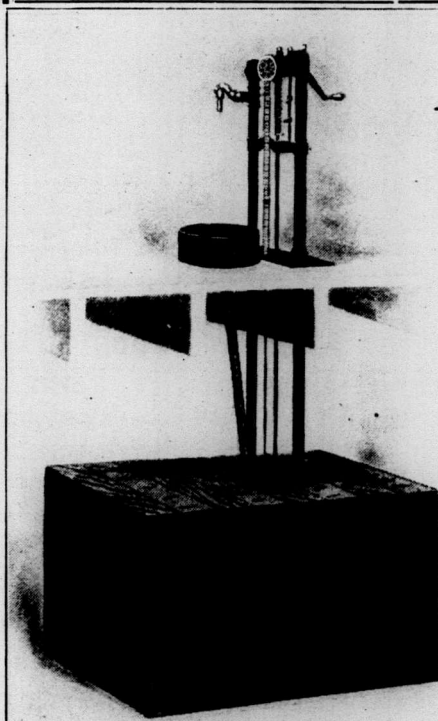
Put up in attractive packages. Fully guaranteed in every respect.

For sale by all wholesale dealers throughout Canada, and put up by

Imperial Maple Syrup Co., Limited

88 Grey Nun Street,

MONTREAL

Winter is Coming

BASEMENT OUTFIT

BOWSER OIL TANKS

Are equipped with Full Brass Cone Valves, Dial Discharge Registers, and Anti-Drip Nozzles, and Measure Accurate, Gallons, Half-Gallons and Quarts at a Stroke. Fifty Different Styles.

CATALOGUE FREE UPON REQUEST.

S. F. BOWSER & CO.,
65 Front St. East, TORONTO.
Factory, FORT WAYNE, Ind.

**AND YOU MAY
REASONABLY
EXPECT YOUR
OIL TRADE TO
LARGELY IN-
CREASE.**

Are you tired of going down cellar for your oil and toiling up stairs with heavy unwieldy cans and jugs? If you have been doing this don't you think it about time to give your back a rest, and stay where you can see that the "light-fingered" customer does not get away with goods valued at many times the profit on the oil sale? You can do this if you like by installing in your store a

BOWSER

**Basement
Self-Measuring
Oil Outfit**

As shown above.

CURRENT MARKET QUOTATIONS

October 10, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 30.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

	Montreal.		Toronto.		St. John, Halifax.	
	\$0 14	\$0 14 1/2	\$	\$	\$	\$
BUTTER, CHEESE AND EGGS						
Dairy, choice, large rolls, lb.	16	17	16	18	18	19
" " pound blocks	16	17	15	17	19	20
" " tubs, best	15	16	12	14	16	17
" " tubs, sec. grade	20 1/2	21	19	21	18	20
Creamery prints	21	22	21	22	21	22
Cheese, new, per lb.	10	10	10	10 1/2	10 1/2	11
Eggs, new laid, per doz.	13	13	15	16	12 1/2	13
CANNED GOODS						
Apples, 3's	2 25	2 50	2 25	2 40	2 25	2 35
" gallons	1 00	1 00	95	1 10	1 00	1 10
Asparagus	1 00	1 00	95	1 10	1 00	1 10
Beets	1 30	1 30	1 40	1 70	1 50	1 80
Blackberries, 2's	80	85	80	85	95	1 00
Blueberries, 2's	80	80	80	80	90	95
Beans, 2's	75	81	81	85	1 00	90
Corn, 2's	2 25	2 30	2 10	2 25	2 30	2 40
Cherries, red, pitted, 2's	2 25	2 30	2 00	2 25	2 30	2 40
" white	2 25	2 30	2 00	2 25	2 30	2 40
Peas, 2's	80	85	81	85	85	91
" sifted	1 05	1 05	91	1 00	1 10	1 15
" extra sifted	1 05	1 15	1 25	1 30	1 20	1 25
Pears, Bartlett, 2's	1 50	1 60	1 50	1 50	1 75	1 80
" 3's	1 90	2 01	2 00	2 40	2 10	2 25
Pineapple, 2's	2 01	2 40	2 25	2 50	2 15	2 25
" 3's	2 40	2 60	2 50	2 60	2 50	2 60
Peaches, 2's	1 75	1 95	1 75	1 90	1 75	1 75
" 3's	2 50	2 75	2 50	2 75	2 70	2 80
Plums, green gages, 2's	1 30	1 35	1 10	1 25	1 30	1 60
" Lombard	1 21	1 25	1 00	1 10	1 30	1 50
" Damson, blue	1 00	1 25	1 00	1 10	1 10	1 30
Pumpkins, 3's	85	85	85	85	90	1 00
" gallon	2 10	2 25	2 10	2 25	2 10	2 25
Raspberries, 2's	1 40	1 50	1 60	1 80	1 40	1 50
Strawberries, 2's	1 50	1 75	1 60	1 75	1 50	1 75
Succotash, 2's	1 00	1 25	1 15	1 15	1 10	1 15
Tomatoes, 3's	85	87 1/2	82 1/2	85	90	1 00
" gallon	2 75	3 20	3 25	3 25	2 50	3 25
Lobster, tails	3 00	3 75	3 50	3 70	1 25	1 25
" 1-lb. flats	1 75	1 85	1 75	1 87	1 75	1 75
" 1/2-lb. flats	1 00	1 10	1 15	1 25	1 35	1 45
Mackerel	1 35	1 60	1 35	1 45	1 50	1 75
Salmon, sockeye, Fraser	1 35	1 60	1 25	1 30	1 25	1 50
" Northern	1 42 1/2	1 45	1 42 1/2	1 45	1 25	1 50
" Horseshoe	1 15	1 15	1 15	1 21	1 15	1 50
Sardines, Albert, 1/2's	12	12 1/2	12 1/2	13	14	15
" 3's	20	21	20	21	20	21
" Sportsman, 1/2's	11 1/2	12	11 1/2	12	12	12
" Sportsman, 3/4's	19	20	21	21	20	21
" key opener, 1/2's	9	11	10 1/2	11	16	18
" key opener, 3/4's	18	18	18 1/2	23	10	11
" P. & C., 1/2's	20	22 1/2	23	25	23	25
" P. & C., 3/4's	27 1/2	30	33	36	33	36
" Domestic, 1/2's	4	4 1/2	4	4 1/2	4	4 1/2
" Domestic, 3/4's	7	8	9	11	8	11
" Mustard, 1/2 size, cases	7 50	11 00	8 50	9 00	8 00	9 00
" 50 tins, per 100	1 00	1 00	1 10	1 15	1 00	1 10
Haddies	1 00	1 55	1 00	1 75	1 00	1 10
Klipped Herrings	1 00	1 55	1 00	1 70	1 00	1 10
Herring in Tomato Sauce	1 10	1 55	1 00	1 70	2 00	2 00
CANDIED PEELS						
Lemon, per lb.	10	10	11	12 1/2	12	13
Orange, " "	11	11	11 1/2	13	12	13
Citron, " "	15	15	16	18	15	17
GREEN FRUITS						
Oranges, Jamaica, per box	4 00	4 00	4 50	5 00	5 00	5 00
" per bbl	3 75	4 25	3 25	3 75	6 00	6 00
Lemons, Messina, per box	1 75	2 25	1 75	2 00	4 50	5 00
Bananas, Firsts, per bunch	2 50	3 50	1 50	2 00	1 50	2 00
Apples, per bbl	3 25	3 75	3 25	3 75	3 00	3 25
Cocoanuts, per 100	75	75	75	1 25	75	75
Ont. Peaches, per basket	29	40	29	40	29	40
" Pears	15	25	15	25	15	25
Watermelons, each	8 00	8 00	8 00	8 00	8 00	8 00
Cranberries, Cape Cod, per bbl	6 00	6 00	6 00	6 00	8 25	8 50
" Ont., p-r bbl	3 00	3 25	3 00	3 25	3 50	3 75
Sweet Potatoes, per bbl	3 50	3 50	3 50	3 75	3 50	3 75
SUGAR						
Granulated St. Lawrence and Red	4 30	4 30	4 48	4 55	4 35	4 55
Granulated, Acadia	4 25	4 25	4 43	4 50	4 35	4 55
Paris lump, bbls. and 100-lb. bxs	4 80	4 80	4 98	5 05	4 80	5 05
" in 50-lb. boxes	4 90	4 90	5 08	5 15	4 90	5 15
Extra Ground冰糖, bbls.	4 40	4 40	5 25	5 30	4 40	5 30
Powdered, bbls	4 45	4 45	5 00	5 55	5 55	5 80
Phoenix	4 15	4 15	4 33	4 40	4 15	4 40
Cream	4 25	4 25	4 28	4 35	4 25	4 35
Extra bright coffee	4 05	4 05	4 23	4 30	4 05	4 30
Bright coffee	4 0	4 0	4 13	4 20	4 0	4 20
Bright yellow	3 85	3 85	4 03	4 10	3 85	4 10
No. 3 yellow	3 75	3 75	3 93	4 00	3 75	4 00
No. 2 yellow	3 65	3 65	3 83	3 90	3 65	3 90
No. 1 yellow	3 45	3 45	3 61	3 68	3 45	3 68

HARDWARE PAINTS AND OILS

	Montreal.	Toronto.	St. John, Halifax.
Wire nails, base	2 85	2 85	2 80
Cut nails, base	2 55	2 55	2 55
Barbed wire, per 100-lb.	3 05	3 05	3 50
Oiled and Annealed Wire, No. 9	2 80	2 80	2 80
White lead, Pure	6 00	6 12 1/2	6 80
Linseed oil, 1 to 4 bbls., raw	79	82	81
" " boiled	82	85	87
Turpentine, single bbls.	55	51	57
Benzine, in bbls., per gal.	1 15	1 15	1 15

SYRUPS AND MOLASSES

	Montreal.	Toronto.	St. John, Halifax.
Syrups			
Dark	1 1/2	30	32
Medium	2 1/2	35	37
Bright	3 1/4	37	36
Corn Syrup, barrel, per lb.	3 1/4	3 1/4	3 1/4
" " 1/2 bbls.	3 1/4	3 1/4	3 1/4
" " kegs	3 1/4	3 1/4	3 1/4
" " 3 gal. pails, each	1 40	1 50	1 50
" " 2 gal. " "	1 05	1 11	1 11
Honey	1 15	1 00	1 00
" 25-lb. pails	1 40	1 40	1 40
" 38-lb. pails	1 40	1 40	1 40
Molasses			
New Orleans	22	30	23
Barbadoes	29	38	21
Porto Rico	29	42	30
Antigua	29	42	30
St. Croix	29	42	30

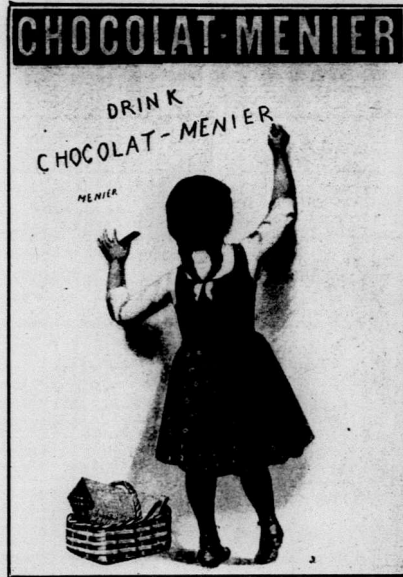
CANNED MEATS

	Montreal.	Toronto.	St. John, Halifax.
Comp. corn beef, 1-lb. cans	1 45	1 61	1 60
" " 2-lb. cans	2 70	2 95	2 85
" " 6-lb. cans	7 90	9 60	8 25
" " 14-lb. cans	16 50	23 00	19 50
Minced callops, 2-lb. can	2 75	2 75	2 60
Lunch tongue, 1-lb. can	3 00	3 90	3 00
" 2-lb. can	6 00	7 90	7 00
English brawn, 2-lb. can	2 40	2 75	2 45
Camp sausage, 1-lb. can	2 40	2 75	2 50
" 2-lb. can	4 80	5 50	4 00
Soups, assorted, 1-lb. can	1 15	1 50	1 50
" 2-lb. can	2 40	2 45	2 20
Soups and Bouli, 2-lb. can	1 75	2 50	1 80
" 6-lb. can	3 50	5 85	4 50
Sliced smoked beef, 1/2's	1 65	1 70	1 65
" 1's	2 75	3 10	2 80

FRUITS

	Montreal.	Toronto.	St. John, Halifax.
Foreign			
Currants, Provincials, bbl	12	12	12
" Fillitras, bbls	12	12	12
" " 1/2-bbls	12	12	12
" " cases	5 1/2	5 1/2	7 1/2
" " cases	6 1/2	6 1/2	7 1/2
" " cases	6	6	7 1/2
" " cases	6	6	7 1/2
" " cases	6	6	7 1/2
Amalias	7 1/2	8	7 1/2
Vostizzas, cases	4 1/2	5	4 1/2
Dates, Hallowees	4 1/2	5	4 1/2
" Sais	4 1/2	5	4 1/2
Figs, 10-lb. boxes	1 00	1 10	1 10
" Mats, per lb.	3 1/2	3 1/2	3 1/2
" 7 cr., 23-lb. boxes	3 30	3 30	3 30
" 1-lb. glove boxes	12	12	12
Prunes, California, 30's	8 1/2	8 1/2	8 1/2
" " 40's	8 1/2	8 1/2	8 1/2
" " 50's	8 1/2	8 1/2	8 1/2
" " 60's	8 1/2	8 1/2	8 1/2
" " 70's	8 1/2	8 1/2	8 1/2
" " 80's	8 1/2	8 1/2	8 1/2
" " 90's	8 1/2	8 1/2	8 1/2
" " 100's	8 1/2	8 1/2	8 1/2
" Bosnia, A's	8 1/2	8 1/2	8 1/2
" " B's	8 1/2	8 1/2	8 1/2
" " U's	8 1/2	8 1/2	8 1/2
" French, 50's	8 1/2	8 1/2	8 1/2
" " 110's	8 1/2	8 1/2	8 1/2
Raisins, Fine oil stalk	6	6	6
" Selected	6 1/2	6 1/2	6 1/2
" Selected layers	6 1/2	6 1/2	6 1/2
" Sultanas	8	9	10
" California, 2-crown	8 1/2	8 1/2	8 1/2
" " 3-crown	7 1/2	7 1/2	7 1/2
" " 4-crown	7 1/2	7 1/2	7 1/2
" " seeded, 3-cr.	9 1/2	10	10
" Malaga, Lou. layers	1 50	2 00	2 25
" Black baskets	2 25	2 50	2 75
" Blue baskets	2 25	2 50	2 75
" Delosa clusters	3 00	4 00	3 25</

**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.

	Montreal.	Toronto.	St. John, Halifax.		Montreal.	Toronto.	St. John, Halifax.
COFFEE				PETROLEUM			
Green—				Canadian water white.	14½	15½	
Mocha.....	24	23	28	Sarnia water white.....	16	17	16
Old Government Java.....	27	22	30	Sarnia prime white.....	18	18	16
Rio.....	10	7½	9½	American water white.....	19	17½	17
Santos.....	29	9½	10½	Pratt's Astral (barrels extra)	18½	19	18
Plantation Ceylon.....	26	26	30				
Porto Rico.....	22	22	25	Black— TEAS			
Guatemala.....	18	15	20	Congou—Half-chests Kalsow,			
Jamaica.....	13	13	18	Moning, Paking.....	13	60	12
Maracalbo.....	13	13	18	Caddies Paking, Kalsow....	17	40	18
				Indian—Darjeellings.....	35	55	35
NUTS				Assam Pekoes.....	20	40	20
Brazil.....		15	16	Pekoe Souchong.....	18	25	18
Valencia shelled almonds.....	31	32	30	Ceylon—Broken Pekoes.....	35	42	35
Tarragona almonds.....	11½	12½	13	Pekoes.....	20	30	20
Formegetta almonds.....			14½	Pekoe Souchong.....	17½	40	17
Jordan shelled almonds.....	40	40	43	China Greens—			
Peanuts (roasted).....	7½	8	10	Gunpowder—Cases, extra first	42	50	42
(green).....	6½	7	9	Half-chests, ordinary firsts	22	28	22
Cocoanuts, per sack.....	3 00	3 75	3 50	Young Hyson—Cases, sifted			
per doz.....		60	70	extra firsts.....	42	50	42
Grenoble walnuts.....	9½	10	12½	Cases, small leaf, firsts.....	35	40	35
Marbot walnuts.....	7	8	9	Half-chests, ordinary firsts	22	28	22
Bordeaux walnuts.....	7	8	9	Half-chests, seconds.....	17	19	17
Sicily filberts.....	9	10	11½	" thirds.....	15	17	15
Naples filberts.....			10	" common.....	13	14	13
Pecans.....	10	12	13	Pingsueys—			
Shelled Walnuts.....	19	20	25	Young Hyson, ½-chests, firsts	28	32	28
				" " seconds.....	16	19	16
SODA				" Half-boxes, firsts	28	32	28
Bi-carb, standard, 112-lb. keg	1 65	1 80	2 00	" " seconds.....	16	19	16
Sal soda, per bbl.....	70	75	80	" " seconds.....	16	19	16
Sal Soda, per keg.....	95	1 00	1 00				
Granulated Sal Soda, per lb...			1	Japans—			
				½-chests, finest May pickings	38	40	38
SPICES				Choice.....	32	36	33
Pepper, black, ground, in kegs				Finest.....	28	30	30
pails, boxes.....	16	18	18	Fine.....	25	27	27
" in 5-lb. cans.....	14	17	19	Good medium.....	22	24	25
" whole.....	15	17	19	Medium.....	19	20	21
Pepper, white, ground, in kegs				Good common.....	16	18	18
pails, boxes.....	26	27	26	Common.....	13	15	15
" 5-lb. cans.....	25	26	25	Nagasaki, ½-chests, Pekoe...	16	22	
" whole.....	23	25	25	" " Oolong.....	14	15	
Ginger, Jamaica.....	19	25	22	" " Gunpowder.....	16	19	
Cloves, whole.....	12	30	14	" " Siftings.....	7½	11	
Pure mixed spice.....	25	30	25				
Cassia.....	13	18	20	RICE, MACARONI, SAGO, TAPIOCA.			
Cream tartar, French.....		25	24	Rice—Standard B.....	3 00	3 10	
" best.....		28	25	Patna, per lb.....	4 25	4 50	3½
Allspice.....	10	15	13	Japan.....	4 40	4 90	5½
				Imperial Seeta.....	4 60	4 90	4½
WOODENWARE				Extra Burmah.....			4½
Pails, No. 1, 2-hoop.....	1 90		1 60	Java, extra.....		5½	6
" 3-hoop.....	2 05		1 75	Macaroni, dom'ic, per lb., bulk	5	6	6½
" half, and covers.....	1 75		1 70	" imp'd, 1-lb. pkg., French..	8	12	8
" quarter, jam and covers	1 45		1 20	" " Italian.....	8	10	11
" candy, and covers.....	2 70	1 75	2 70	Sago.....	3½	4	4
Tubs No. 0.....	11 00		8 50	Tapioca.....	3½	4	4½
" 1.....	9 00		7 00				
" 2.....	8 00		6 25				
" 3.....	7 00		5 85				

FRASER RIVER SALMON PACK.

THE following is the estimate of the Fraser River salmon pack up to September 21, prepared by W. D. Burdis, secretary of the Fraser River Canneries' Association.

CANNERIES.	1-LB. TALLS.	½-LB. TALLS.	1-LB. FLATS.	½-LB. FLATS.	1-LB. OVALS.	½-LB. OVALS.	1-LB. SQUATS.	TOTAL.
Albion			16,978	5,349				22,327
Atlas			11,000	3,700				14,700
Anglo-American	2,500	830	5,500	2,000				10,830
Alliance	7,500			3,400				10,900
Acme			8,122	3,880				12,002
Britannia			21,350					21,350
Brunswick, No. 1	19,000	6,000						25,000
Brunswick, No. 2			17,000	8,000				25,000
Beaver	8,784		7,026	3,480				19,290
British America	13,417	515				2,302		16,234
B. C. Packing Co.				1,124			10,058	11,182
Bontilier			9,500	1,200				10,700
Canadian Pacific	3,873		11,182	4,446			5,034	24,535
Currie & McWilliams	9,658	500	16,200	6,024				32,382
Colonial	1,850		14,100	9,000				24,950
Celtic	1,775	5,247		8,118				15,143
Canoe Pass	94			3,365		584	8,680	12,723
Cleeve			15,500	1,500				17,000
Deas Island	6,336		7,010	8,216				21,562
Delta			17,008					17,008
Dinsmore Island	5,600		10,100	5,600		400		21,700
Ewens			25,918	3,111				29,029
English Bay				17,576				17,576
Federation	3,900		3,650	2,900	2,366	890	5,250	18,956
Fishermens			14,240					14,240
Fraser River	4,060	4,145	8,686					16,891
Gulf of Georgia	14,486	3,100	26,800					44,386
Great Northern			4,661	3,242			5,559	13,462
Greenwood	1,308		7,960	2,126				11,394
Harlock	16,500							16,500
Humes	5,350		5,140	3,900			1,240	15,630
Industrial			15,000	4,500				19,500
Imperial	3,550			2,394			8,264	14,208
London	3,793	2,141	6,257	1,324			4,286	17,801
National			5,000	2,000				7,000
Phoenix	23,213			2,736				25,949
Pacific Coast	6,650		9,100	4,250				20,000
Provincial			9,980	3,390				13,370
Premier			8,140	3,489				11,629
Richmond	13,654		1,359					15,013
Scottish-Canadian			30,670	2,465			14,948	48,083
St. Mungo			12,000	5,000		1,500		18,500
Star	2,513		9,950	7,300				19,763
Terra Nova	4,500		13,000	3,150				20,650
Vancouver	4,748	8,500	7,760					21,008
Wadhams			8,966	11,173				20,139
Westminster Packing Co.	9,000		4,000	3,000				16,000
Westham Island	4,000		6,665	728		800		12,193
Wellington	9,986			4,939				14,925
	211,601	30,978	440,596	164,977	2,366	6,476	63,319	920,313

PERSONAL MENTION.

Mr. T. F. Courtney, of T. F. Courtney & Co., well-known retail grocers of Halifax, N.S., was in Toronto this week.

INTERESTING TEA STATISTICS.

THE Indian Tea Association has published figures which show that the quantity of Indian tea manufactured to mid-August was below that made to the same date last season, and estimating the total crop at about three million pounds under last season's outturn.

Mr. J. E. O'Connor, C. I. E., in his "Review of the Trade in India," commenting upon the overproduction and consequent low prices during last season, remarks:

"While reduced prices were the consequence of overproduction, they also became the cause of the continuance of overpro-

duction, for, to compensate for the fall in prices, as much leaf as possible was taken from the plant, and the quantity was increased at the cost of the quality. This operation again, by lowering the quality, had the effect of maintaining and accentuating the fall in prices. When prices fell

the two bringing about a further fall in prices."

The above remarks, say Gow, Wilson & Stanton, are very pertinent, and well merit the serious attention of producers.

A TEA FIRM'S EXPANSION.

IT is little short of extraordinary the way the package tea trade of Canada has developed during the last few years. Among the firms that have taken a prominent part in bringing this development about is T. H. Estabrooks, St. John, N.B. In the Maritime Provinces, where Mr. Estabrooks first introduced his "Red Rose" brand, he had particularly keen competition from British houses to meet. By putting up a good tea and industriously pushing it he finally won success, until to-day he has a dozen travellers covering New Brunswick, Nova Scotia, Prince Edward Island, Newfoundland and St. Pierre. Lately, the readers of "The Canadian Grocer" are aware he has had his travellers doing pioneer work in Ontario, and now he is going beyond into Manitoba and the Northwest Territories with his teas.

The Manitoba and Northwest branch of his business has been placed in the hands of Mr. Stephen Hustwitt, who, during the last four years, has represented Thomas B. Greening & Co., of Hamilton, in that part of the country. Mr. Hustwitt, who is a well-known and experienced tea man, will make Winnipeg his headquarters, and for which place he left Toronto a few days ago.

HOW TO GET BUSINESS.

Now that the fall and winter trade is coming on it is time that all merchants were moving in the direction of acquiring their share of this trade. The man who reaches out for business generally gets it. The fault of a stagnant profitless business is always with the man at the head of the business—not with the community. If you want to do an increased trade, "My Ad. Writer," 33 Clinton street, Toronto, will advise you how, free of charge. Write him to-day. See ad. in another column.

John Sloan & Co. have a handsome Darjeeling tea in stock.

Warren Bros. & Co. are in receipt of a shipment of Rio coffee of desirable color.

Just at hand with W. H. Gillard & Co., "Imperial" 4-crown layer figs in 10-lb. boxes—handsome goods for window display.

QUANTITY OF INDIAN TEA MANUFACTURED TO AUGUST 15 FOR THREE YEARS, TOGETHER WITH ACTUAL OUTTURN FOR COMPLETE SEASONS 1899 AND 1900, AND ESTIMATED OUTTURN FOR SEASON 1901.

	Manfd. to Aug. 1, '99.	Manfd. to Aug. 15, 1900.	Manfd. to Aug. 15, '01.	Actual outturn of Cro. '99.	Actual outturn of Crop. 1900.	Estimated outturn of Cro. 1901.
Assam	30,108,604	31,194,240	29,540,019	61,224,841	67,928,770	70,324,352
Cachar	12,213,566	13,045,338	9,996,256	26,603,482	27,299,230	21,288,677
Sylhet	13,959,474	14,607,380	11,581,497	34,026,942	33,854,808	31,421,220
Darjeeling	4,628,301	4,758,269	4,330,034	6,814,757	7,474,098	7,508,424
Terai	1,404,870	1,392,028	1,525,254	3,209,678	3,578,075	3,130,294
Dooars	11,721,512	10,491,623	11,430,509	25,819,402	29,997,065	29,954,936
Chata Nagpore	96,136	76,960	80,600	173,808	185,080	153,600
Chittagong	411,575	391,041	319,562	983,493	1,065,300	871,399
Kangra Valley		1,600,000	2,200,000	1,800,000	3,000,000	3,020,000
Dehra Dun		886,845	1,153,794		1,785,000	1,823,794
	75,544,038	78,423,704	72,166,225	163,626,403	175,967,435	172,406,695
Kumaon (estimate)				2,200,000	300,000	300,000
Private & Native Gardens				9,000,000	11,260,000	11,500,000
Total lbs.				174,826,403	187,527,435	184,296,695

THE PROVISION TRADE.

The Markets—The Visible Supply of Lard—Miscellaneous Notes.

THE VISIBLE SUPPLY OF LARD.

IN last week's issue a summary of the world's visible supply of lard was given, based on our special telegraphic advices. The following table, compiled by the N. K. Fairbank Company, gives the estimates of the stocks of lard held in Europe and afloat on October 1, to which we add estimates of former years, and stocks in cities named :

	1901. Oct. 1.	1901. Sept. 1.	1900. Oct. 1.	1899. Oct. 1.	1898. Oct. 1.	1897. Oct. 1.
Liverpool and Manchester.....	12,500	17,000	11,000	50,000	54,000	66,000
Other British ports.....	5,000	6,000	6,000	9,000	12,000	16,000
Hamburg.....	6,000	15,000	5,000	7,000	25,000	35,000
Bremen.....	1,000	1,500	1,500	3,000	3,000	2,000
Berlin.....	500	2,000	2,000	2,000	2,000	5,000
Baltic ports.....	8,000	11,000	8,000	8,000	7,500	9,500
Amsterdam)						
Rotterdam)	1,000	1,000	2,000	3,000	3,000	2,000
Mannheim)						
Antwerp.....	4,000	4,000	3,000	5,000	7,000	27,000
French ports.....	2,000	2,500	4,500	4,000	5,500	9,500
Italian and Spanish ports.....	1,000	1,000	1,000	1,000	1,000	1,000
Totals in Europe.....	41,000	61,000	44,000	92,000	120,000	173,000
Afloat for Europe.....	57,000	54,000	75,000	68,000	85,000	69,000
Total in Europe and afloat.....	98,000	115,000	119,000	160,000	205,000	242,000
Chicago prime steam.....	27,759	47,495	49,896	178,813	140,790	218,751
Chicago other kinds.....	4,487	8,145	10,832	10,033	9,469	8,191
East St. Louis.....	3,531	6,434	4,952	12,000	3,500	None
Kansas City.....	5,110	10,571	5,706	14,687	15,318	4,882
Omaha.....	2,600	5,096	1,344	2,257	4,355	1,408
New York.....	4,915	10,186	6,577	16,199	8,661	14,417
Milwaukee.....	808	4,074	3,935	4,783	727	1,554
Cedar Rapids.....	318	1,258	892	443	1,614	890
South St. Joseph.....	2,235	*.....	340	1,252	153	No record
Total tierces.....	149,763	208,259	202,574	400,467	389,585	489,093

* Figures not available.

NEW ZEALAND FROZEN MEAT.

Consul General Bray, of Melbourne, under date of August 4, 1901, transmits the following statement of frozen meat exported from the colony of New Zealand for the years ended June 30, 1901, and 1900 :

Description.	1899-1900. Pounds.	1900-1901. Pounds.
Mutton.....	128,822,167	97,193,054
Lamb.....	54,160,914	51,257,841
Beef.....	31,854,651	29,728,028

The decline shown in all of the three lines, and particularly in mutton, is made the more significant by the fact that there has been no increase during the last three years in the exports of any of the products mentioned.

BACON IN LIVERPOOL.

The further weakness in live hogs and products in the United States again keeps the market here extremely quiet, and, with local dealing idle, trading has narrowed down to filling small country requirements. Consequently, the recent firmness has quite disappeared, and a disposition to accept easier prices exists amongst holders, though beyond Cumberland cuts, which are occa-

sionally 6d. lower, no actual reduction is quoted for Irish or fancy selections.—The Grocers' Journal.

CANADIAN CATTLE AT THE PAN-AMERICAN.

One of the most interesting exhibits in the Canadian section of the Pan-American Exposition is the cattle corral, in which are now being shown 30 cattle and 75 sheep from

Alberta, Assiniboia, and other Northwestern ranches. They are all fat and well-developed, and as they have been raised on prairie grass, without shelter or grain, they make an excellent exposition of the adaptability of the Canadian prairies for cattle raising.

Canadian cattle have proved their quality in competition at the Pan American Exposition. The following is a comparative statement of the prizes won by them :

	Canada.	United States.
Shorthorns.....	\$1,001 60	\$418 00
Herefords.....	355 00	740 00
Aberdeen Angus.....	72 50	480 00
Galloways.....	197 50	247 50
Fat cattle.....	110 00	.....
Guernseys.....	130 00	710 00
French-Canadian.....	402 50	157 00
Aryshire.....	430 00	130 00
Holsteins.....	412 00	930 00

THE PROVISION MARKETS.

TORONTO.

The receipts of hogs have steadily increased during the past week or so, and, as a result, the prices being paid are fully \$1 lower than a week ago. Other meats are unchanged in price, as the supply is up

to the average and a normal business is doing. We quote : Dressed hogs, \$8.50 to \$8.75 per cwt.; mutton, \$5.50 to \$6 per cwt.; lambs, 6½ to 7½c. per lb.; beef carcasses, \$7.25 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8c. for best; fore quarters, 4½ to 5½c. for best; calves, \$8.50 for best and \$6 to \$7 mediums.

The reduction in the price of hogs has taken the stiffness out of the provision market, but prices are steady, as there are practically no surplus stocks to break the market, and, as it is fully a month from the time hogs are bought before they can be sold as bacon. Long clear bacon is ½c. and lard ¼c. higher. We quote as follows : Long clear bacon, 12c. Smoked meats : Breakfast bacon, 15c.; rolls, 12½c.; small hams, 14c.; medium hams, 14c.; large hams, 13c.; shoulder hams, 12c.; backs, 15c. Barrel pork—Canadian heavy mess, \$20.50; Canadian short cut, \$22. Lard—Tierces, 11¼c.; tubs, 12c.; pails, 12¼c.

MONTREAL.

The scarcity of Canadian mess pork and lard continues and American pork is being brought in. Compound lard continues to advance. We quote as follows : Heavy Canadian short cut mess pork, \$22.50; Chicago clear pork, \$25.00 for heavy and \$24.50 for medium; selected heavy short cut mess pork, boneless, \$22.50 to \$23.00; hams, 13c.; bacon, 15c.; lard, pure Canadian, \$2.50 per pail; refined lard compound (Fairbank's), \$2.01 for 1 to 24 pails; \$2.00 for 25 to 49 pails; \$1.98 for 50 pails and over; Snow White and Globe compound, \$1.72½ per pail; Cottolene, 9¼c. per lb. in tierces, 10¼c. in 26-lb. pails, and 10½c. in 50-lb. boxes, for Quebec.

NOTES.

P. Burns & Co. have bought out the Western Supply Co., wholesale dealers in meats and provisions, Cranbrook, B.C.

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.

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.

BUY THE BEST AND DO IT
NOW.

REGISTERED
Bow Park
BRANDS

SWEET PICKLES

ALWAYS LEAD.

PREPARED BY

Shuttleworth & Harris,
BRANTFORD, ONT.

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.
BRANTFORD, ONT. LIMITED

OCTOBER and the coming of cold weather remind us of the arrival of that time of the year when Sausages and other Fresh Pork Products are considered to be in season. These are now considered to be among the essentials of the up-to-date grocer's stock. They go to increase his trade, and they show a good profit.

We beg to remind the trade that we supply all kinds of fresh

**Sausages, Pork Pies,
Brawn, Potted Tongues,**

etc. We guarantee them to be made of good Canadian Pork, seasoned with pure spices, and put up with the greatest care.

Our trade for these lines has largely increased during the past few years, and they have met with great favor from the buying public. We shall be glad to furnish you with complete list and prices.

F. W. FEARMAN CO.,

Pork Packers and
Lard Refiners.

Limited
Hamilton, Ont.

THE CANADIAN PACKING CO.
LONDON, ONT.



GUARANTEED CHOICE AND PURE.
GOLD MEDAL, PARIS 1900.

Please order goods through your wholesale house

KEROSENE IN AUSTRALASIA.

WITH the introduction of bulk kerosene in the Australasian markets, a field of speculation is opened up as to the possible change of method of conducting the trade in the future. It is not more than likely that the retail distribution will gradually drift into different hands. The probability of the kerosene trade slowly but surely changing from the case and tin to the pint and gallon seems considerable. Wherever bulk oil has been placed upon the market—in England, India, Japan, Ceylon, China it has obtained a firm hold.

Handling a tin or case of kerosene is easy and clean. It does not necessitate the grocer constantly washing his hands before serving another customer. But selling it by the pint is quite a different matter. It is almost impossible to measure kerosene without getting some of it on one's hand. Nothing is more penetrating than kerosene, as any grocer knows, and generally after leaving the drum he needs to wash his hands carefully before serving coffee, cheese, or any other unpacked lines. What is a likely consequence? Simply that the trade will drift out of his hands to a very large extent and be sold either by retail distributing carts or at the ironmonger's shops, where the bulk of other oils is kept. Turpentine, methylated spirits, and linseed oil are sold mostly at the ironmongers, although, of course, grocers sell a certain quantity. The same will, in all probability, be the case as regards kerosene. Not only this, but as at present in England, very probably the hawking of kerosene will be gradually extended. What will be the attitude of grocers in the event of this change really taking place it is hard to forecast, but we know that by some at least the innovation would be welcomed should the case trade give place to the bulk.—The Australasian Grocer.

INQUIRIES AND ANSWERS.**ALUMINUM CHECKS WANTED.**

"E. F. C." writes:

Can you tell us of whom we can procure aluminum checks? We have seen bread tickets made of that material.

[REMARKS: J. K. Cranston, Galt, Ont., and Patterson & Heward, Toronto, are manufacturers of aluminum checks.—The EDITOR.]

F. Lebuf, general merchant and fish dealer, St. Pierre, Nfld., has suffered about \$5,000 loss by fire; insurance, \$3,500.

Partnership has been registered by S. A. McDonald and M. J. Stewart under the style of McDonald & Stewart, general merchants, Glace Bay, N.S.

COWAN'S**FINE SWEET COATINGS**

Beaver, Ebony,
Maple Leaf,
Empress, etc. *ic.*

UNSWEETENED Gem, Superior, Ruby, Amber,
Hero, Golden and Extra Golden.

COWAN'S fine Cocoa for Soda Fountains, in 5-lb. tins.
The best and purest.

THE COWAN CO., Limited, TORONTO**IRISH PROCESS
CANADIAN BACON**

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

Hams and Bacon Unexcelled in the World.

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

Do you handle it? If not, write

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

Our Brands Give Satisfaction.

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

Hot Weather Specials

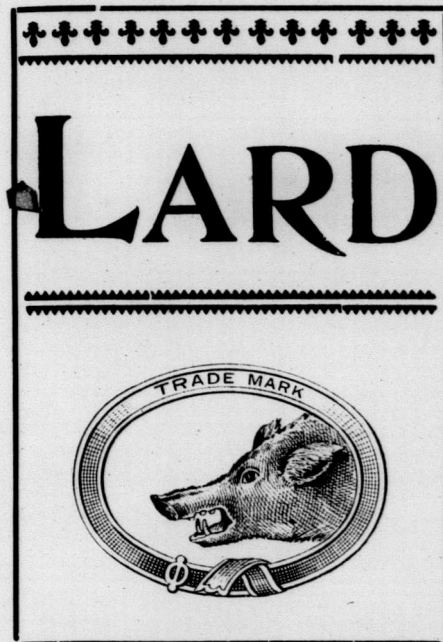
READY FOR LUNCHEON:

**BOILED PORK HAMS, BOILED BEEF HAMS,
LUNCH BEEF, HAM, CHICKEN and TONGUE
BOLOGNA SAUSAGE, 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.



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

The prejudice that once existed against compound lard has diminished. This is due entirely to the high grade of lard compound manufactured by the **N. K. Fairbank Company**, known as "**Boar's Head**" brand. It gives better satisfaction than hog lard, to say nothing of its superiority over inferior compounds.

Every good jobber and packing house in Canada sells **Fairbank's "Boar's Head"** brand of **Refined Lard Compound**. The price is the same whether purchased of us or through the jobber. Write your jobber for quotations.

Tierces	-	400 lbs.	Pails, tin	-	10 lbs.
Boxes	-	50 lbs.	" "	-	5 lbs.
Pails, wood	-	20 lbs.	" "	-	3 lbs.
" tin	-	20 lbs.			

THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.

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

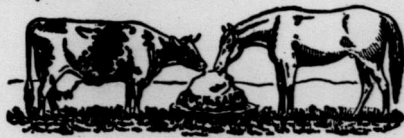
Geo. Stanway & Co.

Brokers and
General Commission Merchants

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

Correspondence Solicited.

ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

NEW EXTRA CHOICE

SULTANAS

Bright, bold fruit 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.

MR. W. H. EVANS FELICITATES.

REPORTING the annual meeting of the shareholders of the Canadian Pacific Railway, The Montreal Witness says: "Mr. W. H. Evans made a clever and humorous speech at this juncture, most of the routine business having been disposed of. He said that he thought they should take notice of the honor which had been conferred upon Mr. Shaughnessy, whether by a formal resolution or by a vigorous hand-clap. (General clapping of hands.) He had marked his career, and now in the place of highest authority he was giving evidence of the greatest ability—ability which was placed at the disposal of the shareholders and which maintained and increased the efficiency of the system. The C.P.R. was now fully on its feet, and he thought they could afford to be retrospective. Mr. Evans here glanced at the early days, when, if you were going east from Woodstock, you would be the only passenger; when, if you were in a hurry with your breakfast, the porter would tell you that 'Jim would hold the train for 20 minutes or so'; when there were breakdowns and long stoppages and generally no certainty as to time. He had been talking recently with some transcontinental travellers about these times, and one of them (at Banff, in the Rocky Mountains) asked if the C.P.R. (in the early days) fed the passengers during the delays. Mr. Evans said: 'Yes; two good meals a day free of charge.' An Englishman said: 'Well, the food was all right, but what about a "bawth"?' 'The company brings the water right to the verandah,' was the reply. (Roars of laughter.) Mr. Evans said that everything on the C.P.R., from the food, the politeness on the train, the prompt time, the care of the passengers, the looking out for boulders in dark passages on the main line—every feature indicated the thought of one man, the president, who had been so signally honored. He cordially approved of the pension fund, and he also thought that there should be something said in regard to the splendid manner in which the Duke and Duchess of Cornwall and York had been provided for. (Loud applause.)

"Sir William Van Horne, replying to Mr. Evans, said that he was sure that all present were rejoiced at the honor which had been paid to Sir Thomas Shaughnessy—an honor which might also be regarded as a compliment to the Canadian Pacific Railway."

MR. HILL AGAIN ON DECK.

Mr. Alex. Hill has again joined the staff of John Sloan & Co.'s salesmen and

started on his old route this week. He is in good shape after his trip to Europe.

LABOR-SAVING TEA-PACKING DEVICES.

THE following, signed by Andrew Yule & Co., commissioners, Calcutta, appears in a recent issue of Printers' Ink, and explains itself:

"We have just undertaken from the Indian Tea Association the working of a scheme for developing the market for Indian tea in this country, references to which you will, no doubt, have noticed in the newspapers.

"His Excellency the Viceroy and Governor-General, the Commander-in-Chief, the Lieutenant Governor of the Punjab, the Home Secretary and other officials who have been approached on the subject are taking a very keen interest in the undertaking, and have promised their sympathy and support. To capture the Indian market, it will, in our opinion, be necessary to bring tea within reach of the people in a way that will suit their limited needs. As you, no doubt, are aware, the mass of the natives of India are not overburdened with wealth, their daily income being in the region of 4d. When purchasing food, a piece at a time is the usual outlay, say one farthing, and, if they are to be got to drink tea, they must be able to purchase it in the same small quantity as other articles. Tea being a delicate article, quickly suffers from exposure to the atmosphere, and, therefore, needs to be protected by a packing both air and damp proof. A packing is also a necessary precaution against adulteration, to which the Indian shopkeeper is peculiarly addicted.

"We therefore have under consideration the packing of 1-oz., 2-oz., 4-oz., 8-oz. and 16-oz. packets of tea, to suit all classes of the community, and are looking around for some labor-saving appliances for doing so.

"In our copy of Printers' Ink, volume 27, page 12, we read with special interest your account of Middleton's methods, and it occurred at once to us that you, better than anyone else, would be able to put us on to some firm who supplied automatic weighing and packing machines, tin canister-making machines and other appliances suitable for a large tea-packet business; machines that can be worked by hand being preferred. Will you kindly do so, and also refer to us some good houses who would undertake a tea packet agency in New York and elsewhere in America?

"We need hardly say that we should feel much indebted to you, and would be only too happy to do anything in our power at any time to help you in return."

Enterprise
RENOVATOR.

The perfect carpet and clothes cleaner.

Grocers: Send for our special offer.

ENTERPRISE SPECIALTY CO.,
83 Bay Street, TORONTO.

Don't say any other is as good as

**N. & B.
Jelly Powder.**

You know better. If you don't you should, because we offer to send you a package free to compare.

♦ ♦

NICHOLSON & BROCK,
TORONTO.

ROSS'
THIS FIGURE ON EVERY PACKAGE
High Grade
TEA

The word Ceylon on the packet, is no guarantee that the contents is Ceylon Tea.

Ross' High-Grade is all Pure Ceylon Tea, no other kind of tea whatever, entering our packets. We know of no other packers of tea, who can make this statement.

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.

THE ART OF WINDOW DRESSING.

HINTS FOR THE GROCER.

IN the advertising scale the newspaper ad. ranks first, but the show window should be a good second, running almost a dead heat with the sidewalk bulletin, cartoon or placard, says New York Merchants' Review. Considered with respect to its comparative cost, there is no variety of advertising, no channel of reaching the public, which is superior to the show window.

Of course, its usefulness depends considerably upon the situation of the store. A store on the main thoroughfare will always pay better for advertising through the show window than a place in a side street.

There is this point, however, to be always borne in mind—the main street usually bristles with window displays, amongst which a single grocery window seldom can cut other than a poor figure, whereas in the side street a display of moderate attractiveness will be noticed because there are fewer windows of merit to dispute the palm with it. It is possible to draw people a few steps out of their way when the window has special attractions.

Some cardinal rules should always be observed in the construction and dressing of a grocery window. It should be as spacious as possible, reaching close to the ceiling of the store, and cut low in order to give plenty of room for dressing. Always plan to have the window roomy and light. Always keep the window clean.

The dressing should, as a rule, be confined to such materials as can be found in the stock. Gimeracks, in the shape of automatic toys, etc., may bring a crowd to the store and yet not sell a pound of goods.

The grocer's stock always contains an abundance of material for a good "trim," as the experts call it, and it is not a very hard matter to decide which things to show. The great point is to make the passerby say to himself: "That looks nice!" Through the eye you want to reach the nerves that connect the brain and palate, and the nearer you can come to making a possible customer's mouth water the better your chance of making a sale.

Therefore pick out your very finest goods—raisins, prunes, fresh fruits, pickles, bottled preserves, evaporated fruits, etc., anything that is appetizing, and put a few of them in the window—the effect of a great quantity can sometimes be produced by using empty cartons, cans or cases as a background to the exposed goods.

There is not much to be gained by showing sugar, coffee, tea, and flour in bulk. Every grocer sells these articles and such goods always look alike to the customer. But if you have either or all of these articles packed under nice labels, you can't do better than trim the window with them from time to time.

If you want to start a boom on flour, get the right brand, procure a label with

your own name on it and have it packed, or pack it yourself, in convenient packages under that label. Then push that brand for all you are worth by filling the show-window with dummy packages surrounding a single glass jar of the flour, placed in the middle of the window so as to show its color and grain. If you place a purple silk or velvet patch under the glass jar, and stretch another piece behind it, the flour will gain by the contrast. Printed matter in the window, fostering the notion that the sale is tremendous, will, of course, make the display more effective.

Coffee, tea, butter, cheese, and oranges and lemons in their season, can be treated almost similarly.

No hard and fast rule as to window dressing should be laid down. The writer has seen big sales of fancy goods follow the placing of three or four glass dishes of preserves, etc., in a grocer's window, and equally successful results were seen the following week, when the same window was apparently filled with bananas, the idea of enormous quantity being artfully suggested by using barrels and boxes with a thin layer of the fruit at the top.

Again, success has rewarded the window trimming tactics of one grocer in this city, who shows a few trays of tea and coffee, some jars of jam, several bottles of pickles, one or two columns of canned goods, an open box each of evaporated apricots and of prunes, and a few tins of spices, each article having its own distinctive price card attached. A few blocks away is a higher-class store, where a gigantic dummy package representing a popular table delicacy has the place of honor in the window, flanked on either side by high-class table luxuries,

including several foreign varieties. Not a price ticket is to be seen. The desired effect is produced by the manifest superiority of the goods shown, and while it is very different in plan from the other window display mentioned above, it is not less successful as a trade winner.

Who shall decide which is the best display to catch customers when contrasting styles and methods give equally good results?

Above all things keep the window clean, inside and out, and do not let flies gather there.

Keeping everlastingly at it brings success in window dressing as in other things. Considering the great field, the very promising field, for the dealer which lies in his show-window, and the abundant scope for ingenuity which it affords, it is wonderful that more importance is not attached to this branch of advertising by the grocers generally.

Conservative window-dressers seldom strive hard to achieve strikingly novel effects, and anything that savors of sensationalism or trickiness is usually repugnant to them.

But why not leave the ruts if by so doing one can sell more goods? Grocers are not in business for the purpose of making a reputation as artistic window-dressers, but for the purpose of making money, and should grasp at novelty whenever it comes within their ken, because novelty in advertising almost invariably pays.

Ideas such as the following are usually worth trying: A Philadelphia dealer recently advertised a specialty of his own by placing a pair of scales in the window, with an imitation gold brick in one pan and a ten-cent package of his specialty in the other pan of the scales, the pan with the specialty being tied down so as to give the impression that the goods outweighed the gold brick. Prominently displayed was a placard saying that So-and-So's famous specialty was "worth its weight in gold." Ingenious persons can easily evolve similar ideas for the use of the window dresser of the grocery store.

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
Limited,
NEWMARKET.

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.



Our Worcestershire Sauce

makes a permanent customer whenever sold. It
has the flavor and is made of the finest materials.
Packed 3 dozen in a case.

SOLD BY ALL WHOLESALE GROCERS. Try it.

The Capstan Mfg. Co., - Toronto.



THE MOUTH WATERS

when reading our cook book, but to taste buns
and pastry made with

Dwight's Cow Brand Soda

—that's the test!

Ask your customers about it.

**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 1/2 lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated
catalogue.

YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.



Curious!! Why?

It certainly is curious that your customers should be willing to buy an unknown brand of Mustard, when at practically the same price they can buy

KEEN'S

KEEN'S MUSTARD, in the dining room, brings out the flavor of the meat.

KEEN'S MUSTARD, in the sick room, brings healing and comfort to the afflicted.

PEOPLE WHO WANT THE BEST CANNOT AFFORD TO USE ANYTHING BUT THE BEST.

Current Market Quotations for Proprietary Articles

October 10, 1901.

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

BAKING POWDER.

Cook's Friend—		
Size 1, in 2 and 4 doz. boxes.....		\$ 2 40
" 10, in 4 doz. boxes.....		2 10
" 2 in 6 "		80
" 12, in 6 "		70
" 3, in 4 "		45
Pound tins, 3 doz. in case.....		3 00
12oz. tins, 3 " ".....		2 40
9oz. tins, 4 " ".....		1 10
5 b. tins, 1/2 " ".....		4 00

Diamond—		
W. H. GILLARD & CO.		
1 lb. tins, 2 doz. in case.....	per doz.	2 00
1/2 lb. tins, 3 " ".....	"	1 25
1/4 lb. tins, 4 " ".....	"	0 75

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

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

JERSEY CREAM BAKING POWDER.

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

BLACKING.

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

BLUE.

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

BLACK LEAD.

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

CORN BROOMS

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

BISCUITS.

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

CANNED GOODS.

MUSHROOMS.	
HENRI JONAS & Co.	
Mushrooms, Rionel.....	\$15 50
" 1st choice Duthell.....	18 50
" 1st choice Lenoir.....	19 50
" extra Lenoir.....	24 00
Per case, 100 tins.	

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

FRENCH SARDINES.	
HENRI JONAS & Co.	
1/2 Trefavennes.....	\$9 50
1/2 Rolland.....	9 50
1/2 Delory.....	10 50
1/2 Club Alpines.....	12 50

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

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

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

Cocoa—	
per doz.	
Concentrated, 1/4's 1 doz. in box..	2 40
" 1 lb. " " " " " "	4 50
" 1 lb. " " " " " "	8 25
Homeopathic, 1/4's 14 lb. boxes.....	
1/2 lb. 12 lb. boxes.....	

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.	
Mott's Broma.....	per lb 0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/4's).....	0 23
Mott's Breakfast Cocoa (in ins)....	0 40
Mott's No. 1 Chocolate.....	0 20
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 23
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate..	0 28
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate 0 21	0 43
Mott's Sweet Chocolate Liquors 0 19	0 30

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins, per doz.....	\$7 25
" 1/2-lb. tins " ".....	3 75
" 1/4-lb. tins " ".....	2 25
" fancy tins " ".....	0 90
Hygienic, 5-lb. tins, for soda water fountains, re. tauants, etc. per lb.....	0 55
Perfection, 1/2-lb. tins, per doz.....	3 00
Cocoa Essence, sweet, 1/2-lb. tins, per doz.....	2 25

Chocolate—	
per lb.	
Queen's Dessert, 1/4's and 1/2's.....	\$9 40
" " " " " ".....	0 42
Mexican Vanilla, 1/4's and 1/2's.....	0 35
Royal Navy Rock " " " ".....	0 30
Diamond " " " ".....	0 25
" " " " " ".....	0 28

WALTER BAKER & CO., LIMITED.

per lb.	
Premium No. 1 chocolate, 2-lb. boxes.....	\$ 18
Vanilla chocolate 6-lb. boxes.....	47
German sweet, 6-lb. boxes.....	27
B'fast cocoa, 1/2-lb. tins, plain; 6-lb. boxes.....	51
Cracked cocoa, 1/2-lb. pkg., 12-lb. bxs.	35
Caracas sweet chocolate, 6-lb. boxes.....	37
Soluble chocolate (hot or cold soda) 1-lb. cans.....	45
Vanilla chocolate waters, 48 to box, per box.....	1 56

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 41
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.	
Mexico	0 32
Damascus	0 28
Calro	0 20
Sirdar	0 17
Old Dutch Bio.	0 12½

CLOTHES PINS	
BOROH 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.		
\$2, \$3, \$5, \$1. and \$20 books.		
Un- Covers and num- Coupons lered. numbered.		
51 books one kind or assorted	\$1 50	\$1 75
100 books one kind or assorted	2 50	3 00
50 books, one kind or assorted	11 50	14 00
1,000 books, one kind or assorted	20 00	25 00

A lison's Coupon Pass Book.	
\$1 00 books	2 cents each
2 00 books	2 cents each
3 00 books	2 cents each
5 00 books	2½ cents each
10 00 books	3 cents each
15 00 books	3½ cents each
20 00 books	4 cents each
25 00 books	5 cents each
50 00 books	8 cents each

EXTRACTS.	
HENRI JONAS & CO. Per gross.	
8 oz. London Extracts	\$8 00
2 oz. " (no corkscrews)	5 50
2 oz. " "	9 00
2 oz. Spruce essence	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. " (corked)	36 00
8 oz. " "	72 00

FOOD.	
8 oz. " glass stop extracts	Per doz. 3 50
8 oz. " "	7 00
2½ oz. Round quintessence extracts	Per doz. 2 00
4 oz. Jockey decanters	3 50

ROBINSON'S PATENT BARLEY.	
Robinson's Patent Barley ½ lb. tins	1 25
" " 1 lb. tins	2 25
" " ½ lb. tins	1 25
" " 1 lb. tins	2 25

GILLETT'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.	
1-lb. glass jars 2 doz. in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb	0 06½
7-lb. wood pails, 6 " "	0 06½
14-lb. wood pails, per lb	0 06½
30-lb. " "	0 06½

LICORICE.	
YOUNG & SMYLLIE'S LIST.	
5-lb. boxes, wood or paper, per lb	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
" Ringed " 5 lb. boxes, per lb	0 40
" Acme " Pellets, 5 lb. cans, per can	2 00
" Acme " Pellets, fancy boxes (40) per box	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can	3 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 20 5 lb. cans	1 50
" Purity " Licorice 10 sticks	1 45
" " " 100 sticks	0 75

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

MUSTARD.	
COLMAN'S OR KEEN'S.	
D. S. F., ½ 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., ½ 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	\$4 00
single cases	4 21
Telephone, 5-case lots	3 91
single cases	4 10
Eagle Parlors, 200s, 5-case lots	1 61
single cases	1 70
" 100s 5-case lots	1 80
" single cases	1 90
Victoria Parlors, 5-cus. lots	2 91
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

RECKITT'S Blue and Black Lead { ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

The Automatic Lamp

Money-Back Style.
Makes its own Gas.

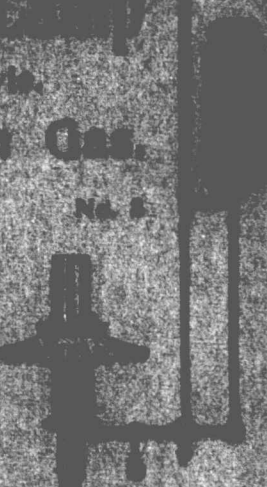
OUR No. 5 is the best all purpose lamp on the market for home or office use. It is fitted with an up and down burner so that the burner can be moved two feet. You can hang it on a hook or screw it to a wall. It has a glass chimney and a screw down glass.

IT GIVES a light of a 100 candle power and is a real beauty to look upon.

THE COST of running it is so small as to make it a real money saver.

YOUR MONEY REFUNDED IF YOU ARE NOT COMPLETELY SATISFIED.

WRITE FOR OUR CATALOG.



No. 5

LAMP LIGHT CO., 1042 HURON ST., MONTREAL.

A Winter Trip To The West Indies

THERE is positively no more delightful sea voyage in the world than a Winter trip to the West Indies.

Steamers of the Pickford & Black line sail every fortnight from Halifax, calling at Bermuda, St. Kitts, Antigua, Dominica, Montserrat, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Tobago, and so on to Demerara.

P. & B. steamers are fitted with electric light and bells, deck staterooms, and all the conveniences of the largest ocean boats. They make the round trip from Halifax in 42 days. The cost of a ticket is reasonable. For further information write R. M. Melville, Toronto, or . . .

PICKFORD & BLACK
HALIFAX.

POTATOES and OATS
In Bulk
E. W. HANNAH
Board of Trade

THE "CLEANER"
The Best
Write to . . .

ADVERTISING & VISUALS
The Roberts Advertising Agency,
WINDSOR, CANADA

Refrigerators

BY
EUREKA

WHY?

Write to . . .

BUSINESS NEWS

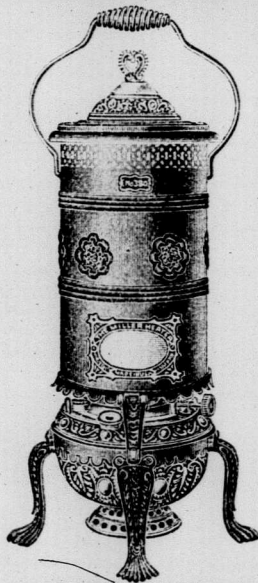
Of any kind that is of value to business men . . .

CHAMBERLAIN'S CLIPPING BUREAU

Is . . .
the . . .
Ma . . .
ne . . .

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

Lamps and Lamp Goods



Our line is complete and better than ever.

Write for prices on anything you require.

Oil Heaters.

Now is the time to sell them, and we have the best.

Have you ordered any of those table tumblers with splendid portraits of King Edward, Queen Alexandra and Duke and the Duchess of York to retail at 10c. each?



GOWANS, KENT & CO.

Earthenware and China, Glassware and Lamps,
TORONTO and WINNIPEG.

YOU KNOW

he call for mince meat is sure to be particularly brisk from now out, for mince pies become very popular during the winter season. Be prepared to furnish your customers with the only kind that will please them—and thus increase your chance of getting more patronage—namely,

WETHEY'S CONDENSED MINCE MEAT

The hard-to-please customers will tell you that it

IS THE CHOICEST AND BEST

they ever used.

To be had from leading wholesalers.

MANUFACTURED BY

J. H. WETHEY,

ST. CATHARINES, ONT.

CROSSE & BLACKWELL'S New Season's Candied Peels

LEMON, ORANGE, CITRON, MIXED (O. L. and C.)

In 7-lb. Tins, 7-lb. or 10-lb. Wood Boxes, and 1-lb. Cartons.

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**