

**PAGES
MISSING**

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

THE CANADIAN GROCER

AND GENERAL STOREKEEPER

SELL ONLY THE BEST!

In Competition with the World we have received the **Highest Awards Made . . .**

These substantiate our claim that : : : : :

Colman's Mustard

IS THE BEST IN THE WORLD

Nothing Like It.



"IMPERIAL"

White Wine Vinegar

FOR PICKLES, SAUCES, Etc.

Ask grocery travellers to show samples. Note the perfect clearness and delightfully smooth, even flavor. Guaranteed pure spirit vinegar—full government strength. Just the price of ordinary vinegar. Why not have the very best?



If your customers desire a really
fine, pure Table Salt,
give them

Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established
1886

Clinton, Ont.



LICORICE . . .

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

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

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.

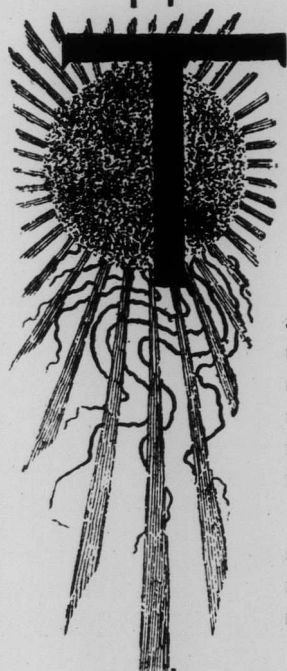
IT IS NOT TOO EARLY TO BEGIN
YOUR INQUIRIES ABOUT THAT TRIP
YOU ARE GOING TO TAKE TO THE

British West Indies

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

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

Pickford & Black - Halifax.



he Woman, "The Power."

There is no question about it a woman can make or mar your success. Here and there you will find a woman who does not criticize the food served at the table of her friends, but such cases are rare. And a woman is very quick to ask her friends for information when some *particular* article of food tickles her palate.

You look to the woman for your orders and why should you be "a penny wise and a pound foolish" by recommending quality in Dried Fruits that is only "just fair" when you can sell the

"Griffin" Brand Dried Fruits

and be absolutely sure that you are serving the very best there is or can be in Prunes, Seeded Raisins, Dried Apricots, Peaches and Pears?

The "Griffin" Brand is grown, cured and packed in the largest Vineyards and Orchards on the Pacific Coast. From the moment the "Griffin" Brand leaves the Vineyards and Orchards until it reaches your own hands it is absolutely un-tampered with—*you get it in the original package always.*

Remember the harm a woman's tongue can do and from now on be safe—sell her the highest quality in Dried Fruits and she'll buy other necessities at your store.

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

8 Place Royale,
MONTREAL.

23 Scott Street,
TORONTO.

ocery,
orice,
res, in
ticks;
RICE,
too to
oxes;

N.Y.

**WANTED EGGS
BUTTER**

Highest Prices. Prompt Returns.

THOS. PIZER

General Produce Merchant.

1432 Queen St. W. TORONTO.

FLOUR MAGOR'S
DELICIOUS
PATENT
FLOUR.The Purest Flour Made—makes
Delicious Bread, Cakes and Pastry.

Prices For Cash Unequaled.

JOHN MAGOR & CO., MONTREAL

For Sale Everywhere.

ASK FOR

MOTT'S.**Downweight is a Thief**Stealing Your Profits
Every Time You Use
Your Scales. . . .

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

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

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

Toledo Computing Scale Co.**DEAN & McLEOD,**
Canadian Agents, HAMILTON, ONT.**WESTERN** Incorporated
1851
ASSURANCE COMPANY**Fire and Marine**

Capital	-	\$2,000,000.00
Assets, over	-	2,900,000.00
Annual Income		3,000,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.**REFRIGERATORS.**

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513.

54 Noble St., TORONTO

MARGUERITE

WHEN OTHERS FAIL it's time to get hold of a sure thing. It's poor policy to handle doubtfuls—especially doubtful Cigars. Don't wait until your customers have found ordinary ones unsatisfactory. You'll drive away their trade. Give them "MARGUERITES" from now on. They're sure to please—in price, quality, and in every other way as well. Lots of grocers are making money on them to-day all over Canada. Drop us a line for trial lot. We'd like to open up business with you.

THE TUCKETT CIGAR CO., LIMITED, HAMILTON.**CIGARS**

MY TRIAL ORDER

is so attractive that you would accept it if you knew all about it. Write me at once and I will explain it to you fully, and show you just how advantageous it is for both you and me.

J. Bruce Payne,

Cigar Mfr.

GRANBY, QUE.

The Mince Meat

season is at hand. In no better way can a grocer profit by it than by giving his customers **T. A. LYTLE'S** fine Mince Meat.

It is made from the best fresh meats and fruits, and more than pleases everyone who buys it.

—In 5-lb. fibre pails.

—In 7, 14, 28 and 60-lb. wooden pails.

Ask your wholesaler for quotations or write direct.

T. A. LYTLE & CO.

124-128 Richmond St., West, TORONTO.

At it Again

No, we haven't been exactly taking a holiday during this past two months because we have not been saying much in this space—we have been hustling just the same. We have almost built a new Mill in that time—nearly all new but the outside—and this week we are **AT IT AGAIN** bigger and better than ever.

We say it modestly, but we have just begun to realize how much Tillson's Breakfast Foods were missed when we could not supply them. But we can now.

We have something more to tell you, but that will come later by letter.

THE TILLSON CO., Limited, Tillsonburg, Ont.

WHY IS IT THAT THE DEMAND FOR JAPAN TEA

from the trade in every section of Canada is continuously on the increase? Because it is growing in favor with the tea drinking public. True it is that endeavors are being made to make the public think that Japan Tea is inferior to other teas—but the greater the efforts, the faster it grows in favor with Canadians—it's because of its **superior qualities**. The grocers who are on the alert to win a good tea trade and, incidentally, good profits, fully appreciate the advantages of selling JAPAN TEA.

JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.

Trafalgar Chambers, Sun Life Building
Annex.
Tel. Main 4142. MONTREAL, CANADA.

There is no sweeter, or more delicate tea grown than that which comes from the "Great Britain" of the East,

JAPAN

TO LIVE GROCERS ONLY

We are putting up and
are having a
LARGE SALE on our
famous

"VICTORIA
CROSS"
CEYLON TEA

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents
per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

J. F. SMYTH & CO.

Tea Packers.

WINDSOR, ONT.



GILLETT'S
PURE POWDERED
LYE

BEST,
PUREST,
STRONGEST.

E. W. GILLETT COMPANY
LIMITED
TORONTO, ONT.



IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged
Superiority Admitted.**

YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
Montreal.

YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

Ivory Gloss Starch

is the POPULAR BRAND because we have made it our primary aim to PLEASE THE CUSTOMER. You can recommend it with perfect safety and it will prove a money-maker.

Brands also manufactured for kitchen purposes.

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

THE AUER GAS LAMP

"Turns night-time into day-time"

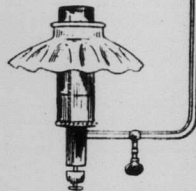
NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.



No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

MOLASSES

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

The Dominion Molasses Co.,
Limited
Halifax - Nova Scotia.



10 Carloads Paradise and Haycastle Currants

CASES AND HALF-CASES.

Just arrived. The quality of these celebrated brands is finer than ever. We have seen nothing to equal it. See our travellers' samples—get quotations. It will do your trade good to have such superior currants to offer your customers.

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.



Any one with money can fill a store with goods, but it takes the right kind of goods to fill a store with people.

Currants : Specially selected choicest Vostizza ; also, finest Patras, etc.

Valencias : Arguibau's and Trenor's best selected.

Figs : Choice Eleme, purchased at lowest figures.

Dates : Hallowees and Sairs, arriving November 1.

Californian Dried Fruits : A car arriving with assortments of Prunes, Peaches, Apricots and Seeded Raisins.



Grocers' Wholesale Company,

We are Free Sellers and
desire correspondence with
Independent Buyers.

Limited, Hamilton.

The Canadian Grocer

AND GENERAL STOREKEEPER.

Vol. XVI.

MONTREAL AND TORONTO, OCTOBER 24, 1902.

No. 43.

THE ADVERTISING ARENA.

MR. LARKIN'S VIEWS ON ADVERTISING.

"SALADA" Ceylon tea is a name so familiar to every man, woman and child in this country, that it may with truth be called a household word. The extraordinary publicity it has attained, has, in the first place, been due to the up-to-date methods by which it has been advertised, and, in the second place, to the quality of the article itself. Both combined have caused the "Salada" tea business to grow by leaps and bounds during a comparatively short period of time.

The other day I called on Mr. P. C. Larkin, the head of The "Salada" Tea Company, and on stating my desire to learn something of the advertising side of his business, was very courteously received by him, and all my questions were fully answered.

"You ask about the effect advertising has on this business," said Mr. Larkin.

(A SAMPLE AD.)

Fresh

CREAMERY BUTTER.

We are now getting our Creamery Butter in twice a week and thus always have it nice and fresh.

25C. PER LB.

BOND'S CASH STORE.

PORT ARTHUR.

USEFUL INFORMATION.

Well, I only repeat what I have very often said, and that is: If you have five dollar bills to give away for four-dollars and are extremely anxious to give them

at that price and you do not tell the public about them; you will never be able to sell any of them because the people who would purchase would not know of your inclination. Therefore, it follows in business, if you can serve the public well—better than they are served in any other way—they will never know of the fact unless you tell them of it. The ques-



tion is which is the best way to get their ears. I think, and I speak from ten years of experience, that the press is.

"We started this business 12 years ago. At that time China black teas and Japan green teas were practically the only teas in Canada. There were a few Ceylon and Indian teas handled here, but they had made extremely slow progress, and I believe that the sole reason was because the public knew little of them and the retail grocer was conservative and kept to the kind of tea the consumer had been getting and was apparently satisfied with. Now, being a tea expert myself, I knew that Ceylon and Indian tea was very much the superior of any China tea, and yet of the same character, both being black. I thought the best way to the public's favor was to give them a Ceylon tea in sealed packets, offering the grocer a fair margin for selling it, and we did make some headway for two years, but very slowly. I then made up my mind that without advertising, and, as life was short, by the time

I did have anything like enough business to exist on, it would be time to retire, therefore I concluded that I had better commence to advertise. I commenced with one paper in the city of Toronto, found it beneficial, increased the space I used and used other mediums, until today there is not a paper in the Dominion of Canada that "Salada" tea advertisements do not appear in.

"During the past few years we have extended our business to many parts of the United States and there we use the press very largely, and we are looking forward to the day when there will be no paper published on this continent that will not contain "Salada" Ceylon tea advertisements. For, after all, although the expense is very great at first, as your trade increases the cost of advertising per lb. of tea becomes a small fraction of a cent. Now, the question comes up, could

(A SAMPLE AD.)

NEW RAISINS

Just received a consignment direct from the first consignment of new stock arriving in Canada this year. They are extra choice.

COME IN AND GET SOME.

J. Edgar Rutledge,
GROCER,

May Street, FORT WILLIAM.

UP-TO-DATE.

such a business as this be built up without advertising? We think not. Whatever the merits of the article, how can the public know of them unless you tell



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.

them of them. Remember, if your article is not exceptionally good you cannot hope to benefit by advertising, for all advertising does is to get the consumer to try one packet. If it is not fully what is described in the advertisement they never try it again, no matter whether you advertise till the day of judgment. Consequently advertising an article that is not of a high standard of quality would prove disastrous.

"The moral, I think, is: If you have a most excellent article, and if you can serve the public better than they are being served, or even as well as they are served in any other way, advertising will pay; nothing will pay you as well. There

in 500 different papers, therefore, a very small bunch of advertisements will go the rounds of hundreds of newspapers."

Next I inquired about the source of the name "Salada."

"'Salada,' explained Mr. Larkin, 'was the name of a small garden in India and also the name of a post office there. An object in getting a name for any goods, I think, is to get a name easy to pronounce and resembling something so familiar that people can remember it easily. A hard name to pronounce is a mistake, I think, because people going into a store don't want to be smiled at if they don't pronounce it correctly.'"

"What is the extent of your advertis-

we have not tried, and, after all, we have found none so effective as the trade journals and the daily newspapers."

W. A. C.

THE NEW TOBACCO COMBINE.

Details in regard to the new international combination, known as The British American Tobacco Company, Limited, have just been made public, according to cable advices. The company has been registered at the Somerset House, and the capital stock, which is placed at £6,000,000, is divided into 1,500,000 shares preference and 4,500,000 ordinary shares of £1 each. The objects of the company, as stated in the memorandum, are to adopt an agreement proposed to be made between The Imperial Tobacco Company of Great Britain and Ireland, Limited, of the first part, Ogdens, Limited, of the second part, The American Tobacco Company of the third part, The Continental Tobacco Company, of the fourth part, American Cigar Company, of the fifth part, Consolidated Tobacco Company, of the sixth and Messrs. Williamson, Whitehead, Fuller and James Inskip, trustee on behalf of The British American Tobacco Company, Limited, of the seventh part. The further objects of the company are to carry on the business of growers, manufacturers and exporters of tobacco and its products in any part of the world. The first 18 directors are to hold office until 1901. The head office is to be in London. The solicitors registering the company are Grace, Smith & Hood, of Liverpool. The registration duty paid on the formation of the company is £15,050. The company does not now offer any shares to the public.

His Pound of Flesh. Financier (tenant of our forest, after a week of unsuccessful stalking): Now, look here, my man. I bought and paid for ten stags. If the brutes can't be shot, you'll have to trap them! I've promised the venison, and I mean to have it!

(A SAMPLE AD.)

HIGH-CLASS GROCERIES.

We purchase our stock from reliable dealers, and our goods at all times will be found strictly fresh and of the choicest quality. We make a specialty of keeping on hand the choicest lines of

Canned Meats, Fruits and Vegetables.

Quality is an essential in this class of goods. We place in stock only the most reliable brands.

TAYLOR & CRUSO,

Successors to Jas. Miller, Victoria Block, Fort William.

A GOOD GENERAL AD

is no great business in the world to day that has not been established by advertising equally with serving the public well."

"How often do you change your advertisements?" I asked.

"We never run the same advertisement twice in the same paper," answered Mr. Larkin. "It is altered daily. But, remember, one advertisement may appear

ing and what kinds have you found most beneficial?"

"We advertise in trade journals and the daily and weekly press, and we place enamel signs on windows. We have tried street cars. We do some programme advertising, we have used bill boards, and we have demonstrated, that is, served tea at exhibitions and in grocery stores. In fact, there is no scheme of advertising

THE ONLY YEAST WITH CREAM

**NOT
IN
IT**

Those who are not handling our

“EMPIRE” Brands of

Salmon, Baking Powder, Tea, Coffee, Extracts, etc., etc.

JUST IN Labrador Herring and Labrador Salmon.

Lucas, Steele & Bristol, Wholesale Grocers, **Hamilton, Ont.**

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

THE ONLY YEAST WITH CREAM
IN IT—JERSEY CREAM.

The **TOMATO QUESTION** seems to be a serious one with the grocery trade just now. Don't worry if present high prices prevail, you will buy them right when wanted in the Spring. Our ideas of what a retail merchant should buy if he did a trade of \$20,000 per year would be as follows :

To sell at 15c. per tin,	-	10 cases
2 for 25c.,	-	25 "
10c. per tin,	-	100 "
3 for 25c.,	-	300 "
7c. per tin,	-	500 "

Are we right? If so, the pack of this year will last Canada for the next 5 years at present high prices. You may buy tomatoes in the Spring at 85c. If you have to pay fancy prices buy one case at a time.

Tomatoes are no good anyhow.

BUT JERSEY CREAM YEAST CAKE—THE ONLY YEAST WITH CREAM IN IT—IS ALL RIGHT.

THE ONLY YEAST WITH CREAM
IN IT—JERSEY CREAM.

James Turner & Co., Wholesale Grocers, **Hamilton**

Will our friends in Ontario and Quebec, who are instructed to make enclosures in our cars to the West, always advise us before making shipment? On receipt of such advice we will promptly reply as to probable date of starting of cars.

Also, will shippers please note the following :

- Mark address of consignee in full.**
- Send typewritten copy, giving memorandum of contents and weight of each package.**
- Always prepay freight to our warehouse.**

Unless the foregoing instructions are carried out by shippers, reluctantly we must decline the responsibility of forwarding such freight.

NOW IN STORE

New Cleaned Currants.

New Select Valencia Raisins.

Crosse & Blackwell's Peel.

York Peel.

Get our prices before buying.

THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, TORONTO

TRADE IN COUNTRIES OTHER THAN OUR OWN.

TEA IN NEW YORK.

NO trading of any importance was reported in the market for invoices, due largely to the absence of offerings and the extreme prices for which sellers were holding. Advices from the east report strong market, and with the season fast drawing to a close offerings were light. The line business was moderately active at full quoted values.—New York Journal of Commerce, October 21.

SEEDED RAISINS IN NEW YORK.

Prices to arrive on new crop Californian seeded raisins have been advanced by the local seeder, who named a low basis at the time the Coast seeders fixed the opening values to $7\frac{3}{4}$ c. for choice and 8c. for fancy in 1-lb cartons laid down here. The advance is believed to be due to the delay in shipments of new seeded owing to the strike among the employes of the Coast seeders, and which at the close to day was reported by wire from Chicago to be ended. The few lots of new crop Coast seeded that have arrived to date have gone mostly into the hands of the buyers here purchasing direct from the Coast. One lot coming to a broker here was sold yesterday at $8\frac{3}{4}$ c. for fancy

in 1-lb. cartons. So far as can be learned no bulk goods have come forward.

On the spot a sale of 1,000 cases of 1901 pack seeded raisins was reported to-day. The prices were withheld, but are said to have been close up to quoted prices. Interest in the situation on the Coast is growing, and not a little uneasiness is felt in jobbing quarters over the delay in shipment of goods purchased at the opening basis. It is stated that most of the contracts read, "shipment when ready." This is regarded as possibly one of the reasons why Coast packers have shown an indifferent attitude in the matter of settling the strike, as had contractors specified time of shipment there would have been an obligation on the part of the packer to avoid delay. Late to-day a private wire from Chicago reported the strike as having been settled. No details were announced.—New York Journal of Commerce, October 18.

VIRGINIA PEANUT CROP.

Letter advices from Virginia regarding the coming crop of peanuts say: "Owing to the fact that a majority of the cleaners are out of stock and their inability to furnish any new nuts for nearly two months,

the market is firm. The weather is so warm that it will be a long time before nuts will be dry enough to work up. One cleaner here who usually carries large stocks says for the first time in 13 years he is out of stock. Owing to the fact that stocks of old crop are light farmers should get higher prices than in several years. It will take a large crop to supply the trade the coming season."

SITUATION IN SUGAR.

Czarnikow, MacDougall & Co., say of sugar: "There is no doubt that the result of the unfavorable weather which has prevailed in Europe this season will be a beet crop falling far short of that of last year, but the extent of the shortage must remain uncertain for some time longer. One authority, Mr. Giesecker, has given so low an estimate as 5,350,000 tons, which is 1,530,000 tons less than last crop, but this estimate is not generally accepted, the prevailing view being that the crop will reach 5,600,000 tons, or possibly 5,750,000 tons, or a deficiency of from 1,130,000 to 1,280,000 tons. This, combined with the fact that very little doubt exists of the ratification of the Brussels Convention by both France and Austria, has been the cause of the recent advance in Europe. Informa-

FINE OLD CHEESE.

We have left a few boxes Fine September's, 1901 make.
Quality exceptionally fine.

GET OUR QUOTATIONS . . .

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

TORONTO.

NOW IN STOCK.

CLEANED CURRANTS

Fine Filiatra, Amalias, Patras, Vostizzas.

HALF-CASES.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers.

TORONTO.

tion respecting the growing cane crops remains unchanged. That of the Argentines is likely to be 50,000 tons less than last year's, and, if so, will fall short of the requirements of the country. That of Brazil will also show a large shortage. In Porto Rico the cane looks well, but it is less advanced in growth than at the same time last year. Guma cables that the growing crop in Cuba is suffering from drouth."

CURRANTS IN NEW YORK.

Stocks of currants were increased to-day by the arrival of the steamer Pocasset with approximately 1,750 tons old and new fruit. The arrival caused little change to be noted on the spot, holders quoting 4 $\frac{3}{4}$ c. for new crop uncleaned in barrels and 4 $\frac{1}{2}$ to 4 $\frac{3}{8}$ c. for fine old. The new fruit arriving on this vessel is reported largely sold to arrive, a good portion going to interior jobbing account. According to the official returns from the Customs House the stock of currants in bond on October 1 was 2,849,476 lb., compared with 1,428,755 lb. on October 1 last year. The receipts this year for September were, in round numbers, 1,912,000 lb., which, added to the stock in bond on September 1 made a total of 5,218,000 lb. These figures show a consumption for the month of, in round numbers, 2,500,000. Since the

beginning of the month the Jenny with 1,100 tons and the 1,750 tons on the Pocasset have arrived. The steamer Turpie is reported close by, and the steamer Maria with 1,200 tons is on the way. The steamer Alberto is now in Greece loading and the Thomas Melville is expected here shortly.

The steamer Georgia has also reached port and brings 375 tons, said to be mostly new fruit. The Turpie is expected early next week with about 1,825 tons.—New York Journal of Commerce, October 18.

STALE GROCERIES.

OLD groceries, as well as everything else that is stale, are not attractive. Grocers should be attentive to keep their stocks always fresh. The Retail Grocers' Advocate has been looking into the ways some of the grocers of New York attend to their stock. It says: "There are not a few grocers in New York who rarely if ever overhaul their surplus stock during the year, and, as they keep on accumulating, it becomes a serious question after a year or two how to dispose of them.

"Some grocers, however, will begin to work them off with newer goods, with the frequent result that a customer finds him-

self in possession of articles that are rarely stale and unfit for use.

"Recently a grocer on the West Side, who had just bought in, found that the former owner had been doing this very thing, and customers were going elsewhere.

"By great exertions he finally succeeded in stemming the tide, and brought the trade back. But it was a narrow margin.

"Grocers often do this thing unconsciously; they keep buying, and as they buy they relegate the older goods to the back shelves, and before they are aware of it a year or two has passed, and then the error is discovered.

"It is a poor practice. Grocers should at least overhaul their stock once a year, but once in four to six months would be better."

SOME FALL STRAWBERRIES.

R. Barron, the well-known grocer, Yonge street, Toronto, has received some very fine fall strawberries, which were grown at Clarkson. They are large, luscious-looking berries, apparently as sweet and juicy as those that grow in the early summer.

G. H. Greene, general merchant, Cope-town, Ont., has sold out to David Lawson.



UPTON'S

Jams, Jellies and Marmalade

Are a Safe Investment.

They will give you and your customers satisfaction.

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

SOLE AGENTS, TORONTO, CANADA.

THE PROVISION TRADE

AND COLD STORAGE NEWS.

HOW LARD IS MADE.

IN giving an account of the packing trade, The Butchers' Advocate has the following to say about how lard is made in the big packing houses:

Lard is another important product of the hog. The packer divides it into two kinds—leaf lard and steam lard. Leaf lard comes from the surplus fat that accumulates in the hog, incased in a skin somewhat similar to that inclosing the intestines, only of frailer fabric. From the hog this leaf is washed and then goes to the rendering kettle. The leaf is cut into strips about three inches wide which is again cut into squares about three inches long. This cutting has to be done with much care, for mangling the leaf is detrimental to the production of good lard. The kettle is generally an open-jacketed one with a space for steam between the two parts of the kettle. A heavy shaft suspended through the kettle horizontally has arms attached which pass close to the bottom. This shaft in revolving keeps the mass in constant motion. This kettle holds about 10 tierces, and is kept constantly full, the steam being turned on in the jacketed space at a pressure of about 15 lb. and a temperature of about 222 deg. F. The water taken on in washing the leaf first arises as vapor, and continues to vaporize as long as any water is left. After a time the surface begins to sink, showing that some of the leaf has melted, and the shaft and stirrers are started and the temperature is raised to about 250 deg. F. Cut leaf is added from time to time to keep the kettle full, so that it is full of lard to the brim when the rendering is completed. After about five hours the cooking is finished, and the steam is turned off. A small amount of salt is thrown into the kettle, and after an hour of settling the lard is drawn off from the bottom through an opening over which there is a fine screen of wire cloth. From here the lard is run to an open tank where it cools to a temperature of 160 degs. F., when it is drawn into tin pails of about 20 quarts each, and from these filled into packages of wood or tin, and placed in a room where a blast of air of a temperature of about 40 to 45 degs. is blown over it. The rapid cooling causes a shrinkage on the surface and gives a crinkled effect that was formerly believed to be an indication

of its purity. The color of leaf lard is creamy. Nearly everything to day enters into leaf lard from leaf to belly trimmings. Much leaf lard is made into neutral oil. This oil is free from animal smell and taste.

Stock for making steam lard comes from all sources and every grade of hog products, from the feet trimmings, or feet themselves, to the skull or head bones. The rendering is done in tight iron cylinders from 30 to 72 in. in diameter and from 6 to 16 ft. deep, generally suspended through one floor with a discharge at the bottom of about 12 in. in diameter, and an inlet opening on the top of about 16 in. in diameter. Both these openings are covered. The pressure of steam used varies. After the rendering is completed and the steam pressure removed, the tank is allowed to settle. The refuse, such as bones and flesh tissues, sinks to the bottom of the tank, and is used in making fertilizers; above appears a layer of water, and above this, in turn, is the lard. The lard is drawn off into large steam jacketed kettles holding 20 to 30 tierces each. These kettles are then heated to above the boiling point of water. This is the refining process, and is continued until the water in the lard ceases to rise as vapor from the kettle. As soon as the water is evaporated the lard settles and is pumped into a large cooler before it is prepared for shipment. The failure to remove all the water in this process of refining is the cause of rancid or spoiled lard.

PRICE OF BEEF IN BELGIUM.

An article concerning the price of beef and the scarcity of cattle in Belgium recently appeared in the newspaper Le National, of Brussels. The following is a quotation from it:

"According to information received from a high official of the Agricultural Department, the probable increase in price of beef is caused by the poor crop of Indian corn in the United States, advance in price of American cattle, extensive purchase of cattle by England in Holland—in short, by a series of causes the effects of which are felt in all countries. In Germany, the retail price of beef has increased 10 per cent.

"The Department of Agriculture says it is a mistake to believe that if the frontier were free of Dutch cattle, the situation would be improved. The sanitary inspec-

tion is not an obstacle and nothing prevents the introduction of fat cattle. If cattle are dear on our market, it is simply because they are also dear in Holland, where they are much in demand by English consumers. In view of the increase in price, a reduction of quarantine is asked for Dutch thin cattle, as it is claimed that quarantine is no longer justified as a sanitary measure, since no epidemic of apthous stomatitis now exists in Holland. Those who advance such an argument forget that tuberculosis is always prevalent there, and quarantine was established for both diseases. Last year, more than 1,600 animals which arrived at the frontier were sent back to Holland on account of tuberculosis. The entry into Belgium of French cattle will not be authorized, as French cattle suffer from numerous diseases."

WANT CANADIAN BACON.

THE CANADIAN GROCER is in receipt of a communication from a firm in Brooklyn, N.Y., wishing the names of Canadian firms handling unsmoked bacon. Their object is to place them in touch with an English house wishing to do business in Canadian bacon.

FRANCE ON HORSE MEAT DIET.

According to Paris, France, information, the French people must eat more horse meat or go hungry. The Minister of Agriculture, M. Mougeot, recently decided to send throughout the country lecturers who will try to remove the popular prejudice against eating horseflesh. Although the demand for horse meat is increasing rapidly, it is not sufficient to meet the supply of horses now being killed because of old age or injury. The Minister of Agriculture believes that in view of the large beef importations from North and South America the amount of horseflesh left unconsumed constitutes an injury to the nation's wealth.

LOWER HOG MARKET.

With 10,000 more hogs in Chicago than expected and a 10c. lower market the whole list started off easier and declined still further, closing lower for the day, helped down late by the break in corn, though not helped up early by its advance. Trading was not active for want of buyers, the shorts having already been squeezed out and there



Registered Trade Mark Brand
Found on all our Bacon and Hams

IRISH PROCESS CANADIAN BACON

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

Hams and Bacon Unexcelled in the World.

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

Do you handle it? If not, write

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

From 3-lb. Tins up.

Write for Price Lists.

MINCE MEAT

Thanksgiving Day this year has been fixed for the 16th of October—Thursday of this week. We are providing for it, and have now ready a stock of first-class English Mince Meat, in 5, 12, 27 and 60-pound pails. The Mince Meat we put on the market last winter gave excellent satisfaction; that which we are now making will be better, being made out of choice new fruit and spices. Let us have your order now. Our Mince Meat is in good demand all through the winter.

F. W. FEARMAN CO.

(Limited)

HAMILTON, ONT.

When you have any

BUTTER OR EGGS

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

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

Fresh Pork Sausage.

You will please your customers and increase your trade by handling *Our Celebrated Pork Sausage.*

Delicious in flavor and always fresh made. Once used always kept in stock. Expressed to all parts of Canada. Try a Sample Basket.

The Park, Blackwell Co.,

LIMITED

PORK PACKERS,

TORONTO, ONT.

being no long buying to take their place. Cash prices are easing with the futures and on the lack of demand, buyers holding off wherever possible for lower prices. Lard opened 2½c. off for October in Chicago, lost 15c. more, rallied 2½c., and closed 15c. off for the day.—New York Journal of Commerce, October 21.

LOWER BEEF PREDICTED.

It is thought there will be a decline in the price of prime beef within three or four months. The heavy receipts of cattle at Kansas City point to heavier future receipts in the winter, and there will be a corresponding improvement in the beef quality of corn-fed animals. A natural decrease in prices for prime beef will follow. It is generally believed that as soon as the corn-fed animals begin coming to the market, a few months hence, with the present low prices for corn, the price of the first quality of meat will take an appreciable drop.—St. Paul Trade.

CANADIAN CATTLE VIA ST. PAUL.

One of the largest shipments of cattle from Canada for the east ever handled by the Customs Department of St. Paul, Minn., passed through that city recently. The cattle were from Winnipeg, Man., and were bound for Boston, where they will be loaded for Liverpool.

There were 40 carloads, containing 800 head of the big steers, and, after being fed at New Brighton, they were shipped east under Customs seal, after having been inspected by the local officials. The cattle are consigned to several meat firms in Liverpool and will be slaughtered soon after their arrival in England.

The shipment is the first of several which, it is reported, will be made during the next few weeks. Another bunch of 1,600 head, which will fill 80 cars, is expected in a few days, and other large consignments are expected to follow. At present there is a scarcity of beef in Great Britain, and the shipments will greatly relieve what is thought would develop into a meat famine before many weeks.

The cattle which passed through were one of the finest lots of Canadian steers that have ever been shipped to Europe, according to the reports of the Canadians who were in charge of the animals, and it is expected that they will bring fancy prices.

THE PROVISION MARKETS.

TORONTO.

Western dressed hogs are now being offered at \$7.50 in carlots. On the local market prices of dressed hogs have declined

CENTRAL Business College.

STRATFORD, ONT.

One of the best Commercial Schools on this Continent. Write for Catalogue.

W. J. ELLIOTT, Principal.



C. P. FABIEN

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

3169 Notre Dame St., MONTREAL.

FISH AND OYSTERS WHOLESALE.

The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

A Well Wrapped Parcel

speaks well for the store that sends it out. Our wrapping papers are strong and durable.

Full count. Full weight.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

Sovereign Molasses Candy

100% PROFIT FOR THE GROCER.

Free Sample.

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

A new and delicious Taffee put up in neat boxes to retail at 10c.

Austrian Sugar

ON SPOT---TO ARRIVE or FOR IMPORT.

Samples and quotations on application.

ALEX. WILLS, 27 St. Sacramento Street, MONTREAL

All first-class Grocers and Provision dealers should handle the

"L. & S." and "Imperial"

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

Long Clear Bacon.

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

Fowler's Canadian Company, Limited

HAMILTON.

25 to 50c. Beef is active and firm. Live hogs are weaker, and prices are 15 to 25c. lower than last week. We quote: Dressed hogs, \$8.00 to \$8.25; beef carcasses, \$5.25 to \$8.00 per 100 lb.; hind quarters, \$7.00 to \$9.00 per 100 lb.; front quarters, \$4.00 to \$5.50 per 100 lb.; veal, 7 to 9c. per lb., and lambs, 6½ to 7c. Select live hogs are worth \$6.00 to \$6.10 and fat and lights, \$5.50 to \$5.85 per 100 lb. Choice export cattle are worth \$5.25 to \$5.75 per 100 lb., and lights, \$4.25 to \$5.

The demand for smoked meats all around is good, and stocks locally are nearly exhausted. Lard is steady. We quote: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, \$21.50; short cut, \$23.50 to \$24; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¾ to 10c.; plate beef, \$15 per 200 lb. bbl.

MONTREAL.

An improvement in the demand for provisions is reported, and this week there has been a fairly good trade done in the general list of hog products. Offerings of barrel

pork are light, and, there being a good demand from the lumber regions, prices are firm. Heavy Canadian short cut mess pork is higher, being now quoted at \$24.50 to \$25.00.

In dressed hogs there has been another decline, they now being 25 to 50c. per 100 lb. lower than last week. Since then the market has become steadier with a fair demand, and fresh killed abattoir stock sells at \$8.50 to \$9 per 100 lb.

Lard, both pure and compound, continues to move well at unchanged prices. Some scarcity in bacon is reported, and there is an active demand both for bacon and hams. Our quotations are now as follows: Pure Canadian lard, \$2.37½ to \$2.40 per pail; Fairbank's "Boar's Head" lard compound, 9½c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce; 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ¾c.; 5-lb. tins, ¾c.; 3-lb. tins, 1c. Snow White and Globe compound, \$1.80 to \$1.90 per pail; Cottolene, 11¼c. for 20 lb. pails, and 11½c. for 60 lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, \$24.50 to \$25.00; Canadian short cut clear pork, \$23.50 to \$24.00; American short cut clear pork, \$24 to \$24.50; American fat back, \$24.50 to

\$25.00; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, \$14.50 to \$15.00 per bbl.

ST. JOHN, N. B.

In fresh beef, domestic is freely offered and price is low. For Ontario stock full prices are asked. There is very little demand for mutton. Veal is in light supply. Pork is scarce and higher. There is a continued improved demand. In hams, the market is well supplied. Barrelled pork is still high, but some business is being done. Beef is rather firmer. In lard, there is an active sale. For the size of the market business is heavy. We quote: Mess pork, \$21 to \$22.50; clear pork, \$23 to \$24; plate beef, \$14 to \$16; domestic beef, 5 to 7c.; Western beef, 7 to 9c.; lamb, 6 to 6½c.; mutton, 5c.; veal 5 to 7c.; pork, 8c.; pure lard, tubs, 12c.; pails, 12¼c.; compound, tubs, 9¼c.; pails, 9½c.; Fairbank's refined, tubs, 10¼c.; pails, 10½c.

The Farmers' Cooperative Packing Co., represented here by J. T. Logan, are finding a good demand for their pure lard.

Wm. Hunter & Co., general merchants, Nelson, B.C., are succeeded by J. A. Kunkpatrick & Co., Limited.

No Matter

what price other Compound Lards are quoted at, we positively refuse to consider any other brands in competition with

Boar's Head Brand

We manufacture at the lowest figure consistent with the cost of raw materials, and will not deviate a fraction from our formula in order to increase our profits. Our Compound Lard sells for more simply because it is better, and Grocers who cannot sell successfully any other brand of compound find that their customers repeat orders for **Fairbank's Boar's Head Brand** after a trial.



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

THE N. K. FAIRBANK COMPANY.

Wellington and Ann Sts., MONTREAL, QUE.

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

Goods Well Bought Are Easily Sold.

WE HAVE THEM.

We offer, to arrive Ex S.S. "Bellona," due here about 10th November :

4,000 Boxes Trenor's F.O.S. "Blue Eagle."
 4,000 " " Selected " "
 1,000 " " Finest 5-Crown Layers.
 1,000 " Schultz Finest Selected.
 125 Bales Facon Grenoble and Marbot Walnuts.
 100 Cases Shelled Walnuts, 55 lbs.

JUST RECEIVING INTO STORE TO-DAY:

200 Boxes "BEVAN'S" Bull Shelled Almonds.
 125 Flat Boxes Choicest, Brightest
 Karabourneau Sultanas (Those the connoisseurs want).
 600 Boxes Finest Halloween Golden Dates,
 New York Standard—For delivery on 2nd and 23rd November.

SPANISH ONIONS.

We have only a few hundred crates left.

We have the stock.

We are sellers. Our prices are the lowest.

Send us your orders. We are quick Shippers.

L. CHAPUT, FILS & CIE,

WHOLESALE GROCERS,
 Importers of Teas, Coffees, Wines and Liquors,

Montreal.

**NOW
IS THE
TIME
TO
BUY**

ELEME FIGS

In
10, 25 and 50-lb.
Boxes.

OUR SECOND SHIPMENT IS NOW IN STORE. THE QUALITY IS RIGHT AND
OUR QUOTATIONS ARE DOWN TO ROCK BOTTOM.

THE EBY, BLAIN CO., LIMITED
WHOLESALE GROCERS, ETC. TORONTO.

MANITOBA MARKETS.

Winnipeg, October 20, 1902.

HERE is nothing specially new to record as to trade. All conditions of the week have been favorable and the volume of business large. Threshing is still going forward briskly, and all classes of labor are well employed. The only serious troubles are the car shortage, which now amounts to a blockade at many points, and the fuel question. Even the immediate resumption of work in the mines would bring no relief to Winnipeg before January next. There is plenty of wood ready for shipment to the city, but no cars are available for the purpose, and the supplies of both Galt and Souris coal are being reduced to a vanishing point for the same reason. Whether relief will come before there is an actual fuel famine is a question that is being asked anxiously by many heads of families of households. In the meantime the cost of wood is exorbitant. Prices show few changes for the week. Flour shows a steady and increasing demand without change of price. We quote: Best grade, Hungarian patent, \$2; No. 2, \$1.85; No. 3, \$1.55 and XXXX, \$1.25.

CEREALS.—There is a steady increasing demand for nearly all lines, and this week we give a full list of the package cereals most in favor with Western consumers. Rolled oats have dropped to \$1.90 for the 80-lb. sack, and other lines in proportion. Granulated and standard oatmeal, \$2.70 per 98-lb.; cornmeal, in sacks, \$1.75; cornmeal, half sacks, per half sack, 90c.; white beans, choice, \$2.30 to \$2.85; split peas, per sack, \$2.70; whole peas, per lb., 2½c.; pearl barley, Ontario, per sack, \$3.30; pot barley, Ontario, per sack, \$2.20; rolled wheat, per sack of 80 lb., \$2.25; wheat, granules, per sack of 6 to 10 lb. bags, \$2.

RICE.—The market is firm, demand is good, and no change in price. Japan is quoted at 5½c.; Patna, 5 to 5½c.; B rice, 4 to 4½c.

SUGARS.—Unchanged and steady. We

quote: Extra standard granulated, \$4.35 and bright yellow, \$3.75.

MOLASSES.—In steady demand at the following prices: Black strap, in bbls., per gallon, 28c.; black strap, in half bbls., per gallon, 30c.; black strap, in 5-gallon kits, each, \$2.25; golden, in half bbls., per gallon, 38c.; Barbados, genuine imported, in half bbls., per gallon, 45c.; Imperial brand, in 3-lb. tins, per case of 2 doz., \$3.25.

CANNED GOODS.—So far as fruits are concerned there is a steady trade of nominal volume. The canned blueberries are still short on delivery and dealers are giving up hopes of anything like their orders being filled. At present jobbers are slow in quoting a price on these goods. A fairly complete list of canned fruits and their prices follow: Strawberries, in heavy syrup, 2 lb., per case of 2 dozen, \$3.10; strawberries, preserved, per case of 2 doz., \$3.40; raspberries, in syrup, per case of 2 doz., \$3; raspberries, preserved, per case of 2 doz., \$3.40; black raspberries, per case of 2 doz., \$2.60; pineapples, 2½'s, whole, imported, per case of 2 doz., \$4.10; pineapples, grated, imported, per case of 2 doz., \$3.85; pineapples, 2's, sliced, American, per case of 2 doz., \$3.85; pineapples, 2's, sliced, Singapore, per case of 2 doz., \$3.70; pineapples, 2's, sliced, Singapore, per case of 3 doz., \$5.50; pitted red cherries, per case, \$4.50; apples, 3's, canned, per case of 2 doz., \$2.40; apples, gallon, canned, per case of ½ doz., \$1.70; peaches, 2's, yellow, per case of 2 doz., \$3.60; peaches, 3's, per case of 2 doz., \$5.75; pears, 2's, per case of 2 doz., \$3.10; pears, 3's, per case of 2 doz., \$4.25; plums, according to brand, 2's, per case, \$2.15; 2's, per case, \$2.60; 2's, per case, \$2.75; 3's, per case, \$3.20; 3's, Green Gage, per case, \$3.35; Green Gage, Californian, 2½ lb., per case of 2 doz., \$4.25; Damson, Californian, 2½ lb., per case of 2 doz., \$4.20; Egg, Californian, 2½ lb., per case of 2 doz., \$4.20; apricots, Californian, per case of 2 doz., \$4.10; peaches, Californian, per case of 2 doz.,

\$4.75; pears, Californian, per case of 2 doz., \$4.95.

CANNED VEGETABLES.—To date only one car of new tomatoes has arrived, while reports of the heavy frost on October 9 seem to have further complicated the situation. Prices for canned tomatoes are not quoted by jobbers this week; in fact, they do not want to sell. Corn and peas are without change of quotation, but they are distinctly firmer in tone. It is reported that Americans have bid for the 17,000 cases of last year's corn now in Ontario. We quote: Corn, 2's, per case of 2 doz., \$2; peas, 2's, new, per case of 2 doz., \$2; beans, 2's, per case of 2 doz., \$1.75; pumpkins, 3's, per case of 2 doz., \$2.10.

EVAPORATED AND DRIED FRUITS.—Quotations for Spanish table fruits are given this week as follows: London layers, \$2 per box; clusters, \$2.50; "Royal Buckingham Clusters," \$3.75; fine off-stalk Valencia, \$2.10 to \$2.50. Currants are unchanged at 5½c. for best Filiatras and 6½c. for cleaned. Vostizzas, in cases, 6c. Smyrna figs.—The new stock promises to be very fine. We quote: 6-crown, 20c.; 5-crown, 15c.; 3-crown, 12½c.; glove boxes, 11 to 16c.; cooking figs, 4½ to 5c.

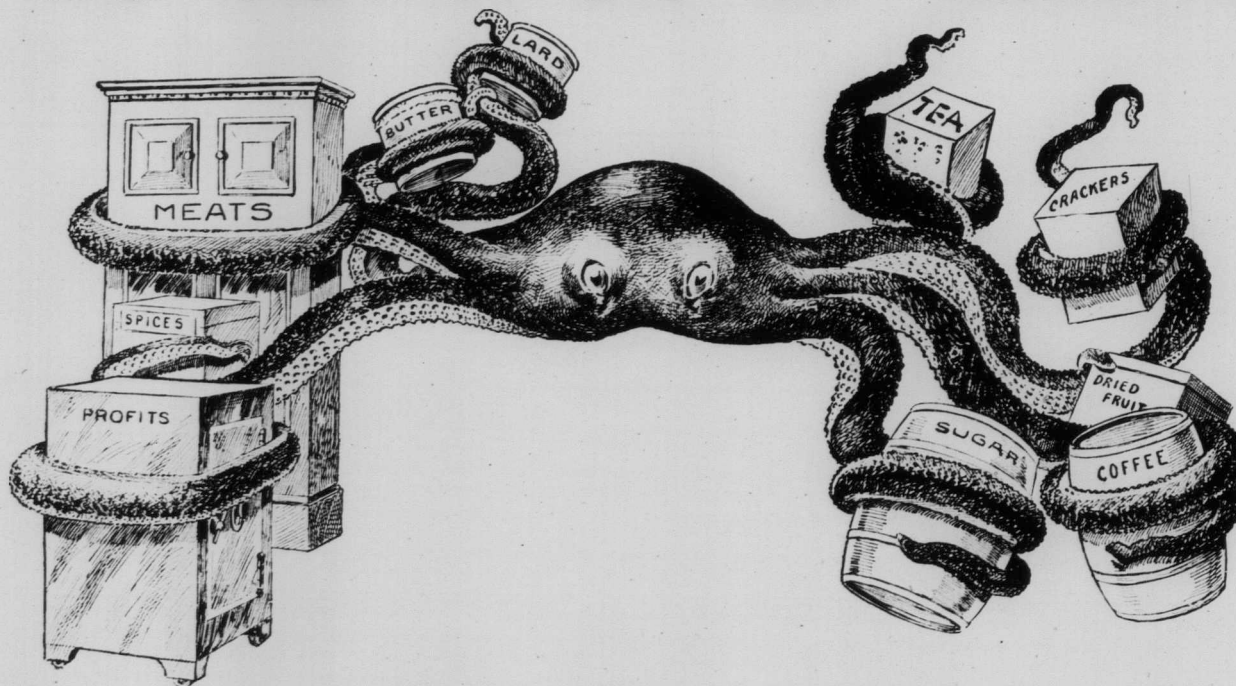
GREEN FRUITS.—Grapes are coming forward rather more freely and prices are a little lower than last week. Concord grapes are quoted at 30c.; Red Rogers, 40c.; Tokays, \$3 per case. Malagas are on the way but not yet quoted. There has been a drop of 50c. per barrel on fall apples, and they are now quoted at \$3. Winter apples are \$3.25 and Snow apples, \$5. Cranberries are still quoted at \$9, but are expected to advance this week. Lemons are worth \$5.50, and there are practically no oranges on the market.

DAIRY PRODUCE.—Dairy butter is increasing in supply, but the stocks accumulated this season are very much smaller than last year. The price being paid for the best grades is 15c. Winnipeg. Offerings of creamery are small and the price is firm at 19 to 20c. factories.

CHEESE.—The price has advanced and jobbers are now selling at 13c.

EGGS.—These continue scarce and are firm at 16½ to 17c. Winnipeg.

THE OCTOPUS OF WASTE



Don't let this hideous monster (the pound and ounce method of weighing merchandise) fix its tentacles on your store. It is death to profits and everlasting ruin to business.

The Moneyweight System will rescue you from this vampire.

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**DAYTON COMPUTING SCALES
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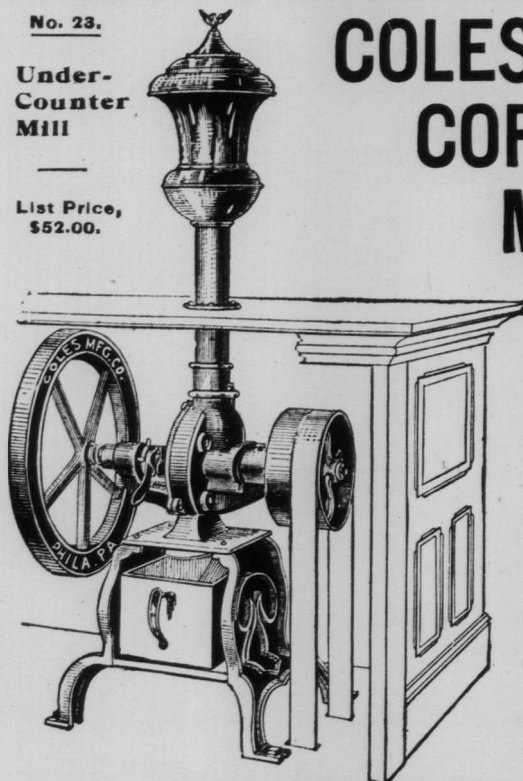
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Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

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Our Grinders wear longest.

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COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.



"It's the merit of the goods that finally wins business."



And when you have merit and profit combined what more does a retailer ask?

That's why so many grocers sell

Paterson's Worcester Sauce.

ROSE & LAFLAMME,
Agents, Montreal.

THE CANADIAN GROCER

President:
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PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

STRONG SITUATION IN BEANS.

THE tone of the bean market is very firm, and prices now are nearly \$1 per bushel more in carlots than they were a month ago. Quotations f.o.b. Toronto are now \$2.10 to \$2.20 per bushel in large quantities, and very few are offering at these prices.

The crop this year is fully three weeks later than that of last year, and reports from the bean-growing districts of Ontario are not optimistic. The shortage in the crop, it appears, will be very great. The heavy and prolonged rains of the summer hindered the growth and caused the vines to run mostly to stalk, so that there was a smaller percentage than usual of pods.

The harvesting time has also been against the growers of beans, who were unable to get the crop under cover in a good condition for its preservation.

A letter from J. B. Stringer & Co., Chatham, Ont., states that the harvesting

time for the beans has been under trying circumstances, as the frequent rains which fell during the past month were near enough together to prevent the plants from drying sufficiently to be placed under cover. The result is that the major portion of the crop has been rendered unfit for commercial purposes. A fair amount of cull beans for stock-feeding purposes will be obtained, however. The farmers who have previously been the most successful and largest growers are this year the greatest losers.

About 15 per cent. of last year's crop is yet in the hands of the farmers, who are holding it for high prices. The few beans that dealers at present control are being offered at \$2 per bush. bagged, f. o. b. Chatham.

COUNTRY AND DEPARTMENT STORES.

A WEEKLY newspaper published in a Western Ontario town recently urged upon its readers the necessity of examining the prices quoted by local merchants in comparison with those quoted by the department stores in the catalogues which they from time to time issue, it being claimed that they would discover that the latter's figures were higher rather than lower than those ruling in local stores.

It is a pity that country newspapers did not do more of this kind of educational work. Country storekeepers, as a rule, are well able to compete with the department stores, as far as prices are concerned. The trouble is, however, that the fact is not sufficiently brought home to the consuming public. The secret of the department stores' success is largely due to the fact that they publish prices broadcast throughout the land. The figures may be high or low, but to the average consumer the very fact that they are quoted at all seems to convince them that they are low, or else they would not be quoted.

Country merchants should, from time to time, impress upon the publishers of the local newspapers the necessity of educating their readers along these lines. But the merchant's duty does not end here. In his advertisements he should, as far as possible, mention the prices just as the department stores do. He may claim that this is giving his figures to his competitors, but while this

may be so to some extent, it should not be forgotten that he has the start of his competitors, and that the advantages far outweigh the disadvantages.

It is the merchants who strike out for themselves, giving no thought to what their competitors may think or do, that are the most successful in business.

The harder one works the easier it is for him to get along in the world.

HELPING CANADA'S PRESTIGE.

THE announcement that the Grand Trunk Railway has declared dividends on its second preference stock will no doubt interest a good many people other than those actually concerned in them. We refer to all people who take a lively interest in the affairs of the Dominion and who are students of its history. It is not so many years since that the Grand Trunk, on account of the poor results obtained by the capitalists in Great Britain who had invested in the stock, caused financial men on the other side of the Atlantic to look askance upon Canada.

No doubt a great deal of the bad name which the railway possessed was largely due to lack of proper management, but this, however, was not sufficiently taken into account by the financial papers in Great Britain. Since, however, radical changes have been made in the management, and more power has been given to the company's authorities in Canada, there has been a marked improvement in the attitude of capitalists, not only toward the railway itself but towards the Dominion as a whole. Of course, a great deal of the improvement in the financial position of the railway is due to the material development which has taken place in the industrial life of Canada; but, at the same time, had the company continued to be managed in the same old way it is very improbable that it would now be paying dividends on the second preference stock.

It does not matter how prosperous a country may be, railways, like ordinary commercial enterprises, must be properly managed in order to secure satisfactory results.

CONSTITUTIONAL PRECEDENT AND BUSINESS ABILITY.

Of course, the most interesting event this week in commercial as well as in political circles is the exit of Hon. J. I. Tarte from the Dominion Cabinet. The Department of Works, over which Mr. Tarte has presided for the past six years, is essentially a business department; but the prominence which the honorable gentleman has obtained through his advocacy of a higher Customs tariff is what gives particular zest to the interest of business men in the event which promises to be a political nine-days' wonder.

Whatever may be one's views as to the political opinions to which Mr. Tarte has recently been giving expression so vigorously, one cannot but regret his departure from the Cabinet.

Whatever may be his faults, he has at any rate been an exceptionally good Minister. The Department of Works was certainly never administered better; and it has certainly had men at its head who were a great deal less efficient. He was not a theorist in the administration of his Department; he was a practical man. Not merely satisfied with the reports of subordinate officials, he travelled day and night to ascertain for himself the necessities of each particular case. Had he been presiding over the destinies of a purely private business enterprise his zeal could scarcely have been more ardent or his efforts more untiring.

A Canadian he certainly is; and for the welfare of the Dominion he is undoubtedly jealous. It was this jealousy, however, that was at the root of his indiscretion; for indiscreet he most assuredly has been.

His advocacy of a tariff war against the United States was scarcely a wise thing. Tariff wars, like physical wars, are costly. We have the recent tariff wars between France and Italy and Germany and Russia to remind us of this.

But his unpardonable sin lay in the fact that he not only acted without Cabinet authority in the policy he enunciated, but he assumed the championship of a policy to which the Cabinet is opposed. In other words, he was running in the face of con-

stitutional precedent. And constitutional precedent, like the laws of the Medes and Persians, appears to be unalterable. At any rate, the Hon. Mr. Tarte had to be sacrificed to constitutional precedent.

One cannot but regret, from a business standpoint, that it had to be so, for it must be remembered that it was not for inefficient administration of his Department that he had to step down and out.

Mr. Tarte is thus in the position of a valued partner in a commercial enterprise who, by giving expression to views displeasing to the other members of the firm, is compelled to sever his connection with the same.

It is evident that in political affairs constitutional precedent carries more weight than administrative ability.

Had it been Sir Richard Cartwright, the Minister of Trade and Commerce, who had been guilty of the indiscretion, business men would scarcely have regretted it, for Sir Richard, unlike Mr. Tarte and such Ministers as Messrs. Mulock, Fielding, Paterson and Fisher, is an obstacle rather than an assistance to the Department which he administers.

THE CANADIAN-SOUTH-AFRICAN SERVICE.

On October 18, the steamer Ontario, of the Allan Line, sailed from Montreal for Cape Town, Port Elizabeth and Durban, inaugurating the new Canadian freight service to South Africa. Her cargo consisted of a considerable quantity of butter, 250 tons of compressed fodder, 2,000 tons of flour, besides shipments of enamelled ware, stoves, carriages, joiners' work, autoharps and dressed lumber.

At the farewell luncheon, Capt. Gambell stated that he expected the trip to Cape Town, 7,170 miles, would occupy about 28 days.

These are the principal facts concerning the sailing of the first steamer of the South-African service. Next month an Elder-Dempster liner will leave Montreal, and in December a Furness liner. All these vessels

have been equipped with ample cold storage accommodation. Being only freight steamers, they will not carry passengers. This side of the service will be developed later.

The significance of this initial trip is considerable. Since the war all the more important commercial nations have been making a grab for South-African trade. Besides the several British and United States lines doing business with South Africa, there are two German lines, one French line and one Austrian line trading direct with Cape Town. The fact that Canada can start a line for herself speaks well for the energy of this country.

The present state of South African shipping discloses some interesting developments, from a knowledge of which Canadians should benefit considerably. There is in the first place the monopoly or attempted monopoly of the English shipping ring. This conference of steamship lines, as it is called, has been formed to keep up rates and keep out competition. By a careful system of rebates, these companies are able to keep business. A merchant who trades with a rival company forfeits his rebate, and this forms a powerful reason for maintaining good-will with the ring. At present Mr. Huston, a powerful ship owner, is making an attempt to fight the combine. He is prepared to drop a cool million to do it, and the public hope he will succeed. As it is, the prevalent high rates charged, which, of course, fall on South-African consumers, are most prejudicial to the British interests in South Africa.

The New York lines have not been slow to take advantage of this state of affairs. In fact, a rate war has been started among the different companies to secure African trade, and rates fully 21s. below the lowest English rates have been quoted.

Thirdly, the Germans have been quietly building up an East Coast trade and now practically control the shipping to East Africa. This enables them to strike also at South-African shipping, for they are right in the neighborhood.

Under these circumstances it is just as well for British prestige that Canada has entered the field in however unpretentious a manner. Though Britain does control the greater portion of the £40,000,000 sterling of commodities that enter Cape Colony and Natal, such may not be the case for long and Canada has many of the commodities which are needed there.

HIGHER PRICES FOR OYSTERS.

STANDARD bulk oysters have advanced 10c. per gal. during the past week, and dealers state that there is no doubt but what they will be dear this season. As yet no further advance is decided on, but the general opinion is that still higher prices are by no means unlikely. Oysters of all sorts are none too plentiful this year. Reports from Baltimore, Norfolk and New Haven state that the oyster beds are becoming limited, and that in consequence dealers there have felt warranted in advancing their prices fully 25 per cent. On this market, although an advance has been made in sympathy with the American market, the increase is not proportionate and a further increase may be necessary.

The propagation of the oyster is now an important feature in the situation, and with the rapidly-increasing consumption, stimulated by the growth of the West, it is becoming apparent that the supply must more and more be drawn from the cultivated beds, rather than depend on the natural growth.

Malpeque oysters are also scarce this season. There has been no recent advance in the price, Malpeque shell oysters now selling at \$4.50 to \$6.00 per bbl., and it is likely that these figures will be kept to throughout the season, unless weather conditions should interfere with the fishing operations. But the market is firm at these quotations and by all indications will remain so for the season.

TEA EXPORTS OF GREAT BRITAIN.

REEXPORTATION of British-grown tea from the United Kingdom again appears to have taken a new lease of life. Returns recently issued show that in both Indian and Ceylon tea there have been considerable increases; and in both these teas Canada has shared in the increase. For example, during the period from June 1 to September 30, the quantity of Indian teas exported from the United Kingdom to Canada was 493,117 lb., compared with 152,823 lb. during the same period in 1901. The quantity exported was the largest on record for the period. The quantity of Ceylon tea reexported to Canada was 1,087,555 lb., against 768,637 lb. at the same period last year.

Our readers will, perhaps, be interested to know that in Indian tea there was quite an increase in the reexportation to the United States during the period, the quantity being 373,617 lb., against 195,789 lb. In Ceylon tea, the quantity reexported to the United States was less than for the

same period in 1901, the figures being 716,680 lb. and 825,235 lb. respectively.

The total quantity of Indian teas re-exported to all countries from June 1 to September 30, was 4,657,664 lb., against 3,390,267 lb. for the same period a year ago. In Ceylon, the figures were 6,499,278 lb. and 5,985,555 lb. respectively.

The tea-shippers in Great Britain are naturally somewhat pleased over the result of the four months' trade.

HINTS TO BUYERS.

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

T. KINNEAR & Co. are in receipt of first shipments of Eleme figs in 10-lb. and 1-lb. boxes; also, of naturals in 28-lb. boxes.

A carload of new currants arrived this week for H. P. Eckardt & Co.

Labrador shore herrings, in ½-bbls., are offered by The Eby, Blain Co., Limited.

The Davidson & Hay, Limited, have in stock "Eagle" blueberries, 1902 pack.

Goodwillie's fruits in glass, new pack, are in store with The Eby, Blain Co., Limited.

The Davidson & Hay, Limited, have now in stock "Falcon" corn and peas.

H. P. Eckardt & Co. are selling canned grated pineapple at a very low price.

Shipments of Indian and Ceylon teas have just been received by T. Kinnear & Co.

The Davidson & Hay, Limited, have just received 1,000 ½-cases cleaned currants.

The Davidson & Hay, Limited, have in stock select Valencias which they received this week.

Crosse & Blackwell's marmalade, in 2, 4 and 7-lb. tins, may be had from H. P. Eckardt & Co.

"Clover Leaf" salmon, both flats and talls, have arrived in store with Grocers' Wholesale Co., Limited, Hamilton.

The Eby, Blain Co., Limited, offer a full line of boneless fish, bulk and 1-lb. blocks, pure cod fish, 1's, and new scaled herrings.

W. H. Gillard & Co. are offering a limited number of cases of a special line in pie peaches, 2 ½-lb. tins, splendid stock, at a low price.

W. P. Downey, Montreal, offers to the trade Rodenbeck & Wahl, L'ghorn, choice citron, lemon and orange peels, in 7 lb. boxes, to arrive November 2.

A direct shipment from Singapore of medium pearl tapioca for Grocers' Wholesale

Co., Limited, bought at lowest price, will arrive in the course of a few weeks.

The Eby, Blain Co., Limited, have just received their second shipment of Eleme table figs, in 10, 25 and 50-lb. boxes, which they are offering at close quotations.

Santa Clara prunes, 40 50's down to 100-120's, are in stock with W. H. Gillard & Co. Also "Imperial" brand Eleme figs in 10-lb. boxes., being offered by this firm, show exceptional quality.

E. D. Marceau is receiving by ss. Empress of Japan a lot of China teas, among which are 140 boxes of Pingsuey Young Hysons, which will be offered at a very low price considering the market.

Grocers' Wholesale Co., Limited, announce the shipment from San Jose, California, October 7, of prunes, apricots and peaches. The fruit throughout consists of best quality with full variety of sizes.

W. H. Gillard & Co. report arrival of 10 carloads of their special brands of currants "Paradise" and "Haycastle," in cases and half-cases. Gillard & Co. have handled these high grades of currants for a number of years and report the quality this year finer than ever before.

MR. HUNTER LEAVES DURHAM.

James A. Hunter, of the widely-known Durham, Ont., departmental store, has disposed of the business to Alex. Russell, of Elora.

The Hunter establishment, which has been doing business for well on to a half-century, is one of the landmarks of the County of Grey, and the dropping of the name Hunter in connection with it will be regretted by all of the old-timers, who in a great many respects are of a highly conservative nature.

Mr. Hunter has left for Minneapolis, Minn., where he will join his brother in the life insurance business, as one of the representatives of the Canada Life Assurance Co.

PERSONAL MENTION.

Mr. W. H. Millman, of H. P. Eckardt & Co., returned this week from a business trip through the Northwest. He reports successful business, and speaks in glowing terms of the prospects in the land of the prairie.

Mr. O. H. Cummings, general agent of the Postum Cereal Co., Battle Creek, Mich., was in Toronto for a couple of weeks superintending the demonstrations which were being made of the uses of "Grape Nuts." The demonstrations were in the stores of Robert Barron and The Robert Simpson Co., Limited. Mr. W. G. A. Lambe, the Ontario representative reports that demonstrations are being made this week in Hamilton and London.

BARRIE FIRM DISSOLVES.

George Vickers has retired from the firm of Vair, Vickers & Co., general merchants, Barrie, Ont., after being connected with that concern for over three years. He has purchased the stock of Frawley & Devlin, Barrie, and is continuing business at their stand.

Of course it's only natural that Japan Tea interests should be supported by any and every available argument that looks a little more favorable to the depressing situation. But, the fact is Japan Teas have had their day.

"SALADA"

Natural Ceylon
Greens

have cut the ground from under their feet, as is evidenced by a falling off in imports of over 50% in three years.

Don't you think you had better give a thought to this matter, and not wait until some more enterprising dealer than yourself gets away with your trade?

Coming in at the tail end of the procession "counts for naught" these days. **Be a Pioneer. Keep well in the front.**

"SALADA" } Black or Natural Green, Sealed Lead Packets Only.
Ceylon Teas } Retailing at 25c., 30c., 40c., 50c., 60c.

We would like to send you a sample case. } **What do you say?**
Yes, and guarantee its sale or take it back. }

Answer, "SALADA," Toronto—Montreal.

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

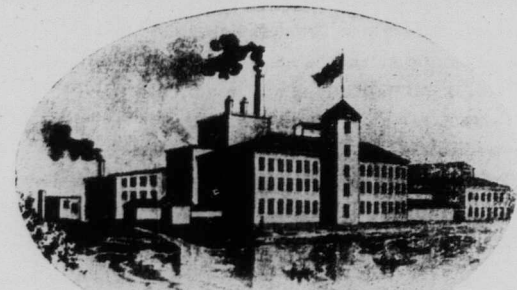
Be Sure

you get your copy of the Fall Number. It will be out on Friday next. We want every grocer in Canada to have a copy, and any merchant who is not a subscriber, but who sends a request on printed stationery, will receive a copy, while the supply lasts.

The Advertisements

will be worth watching. The largest and best Canadian houses have placed copy with us, and retailers will profit by giving these announcements careful attention. When replying to any of them, or in writing for samples, you will be likely to receive better attention if you mention having seen the advertisement in the Fall Number.

The Canadian Grocer.



LILY WHITE GLOSS STARCH

is packed in

Handsome 1-lb. Packets.

Beautiful 6-lb. Trunks and Tins.

100-lb. Kegs—extra large crystals.

Strongest, Whitest, Purest.

The Brantford Starch Works,

LIMITED,

Brantford, Ont.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, October 23, 1902.

GROCERIES.

There is a good, steady wholesale trade being done in all lines of groceries this week and remittances from the country continue fair. Everywhere are indications of a good fall business and a healthy and prosperous tone pervades the entire country. In canned goods the scarcity of tomatoes is a marked feature and prices are away up with none offering. The nominal quotations are now about \$1.50 per dozen. Sugars made an unlooked for advance on the Canadian market of 5c. on all grades this week in the face of telephonic advices from New York, which were to the effect that the market in the United States were anticipated to be unsettled and weak, owing to the fact that Californian beet sugar was being booked for shipment to New York. Pepper, which was strong some time ago, is now a trifle weak. The prices of Grenoble walnuts have been advanced fully 1c., as it has been figured out that the new crop will cost at least that much higher than the old when laid down here. Teas are going out freely and there is a good demand for China greens, which have been arriving on the market this last week.

CANNED GOODS.

The shortage of tomatoes is a feature of the market this week and the pack will not be large this year, probably about half the usual one. The vines have now nearly all been killed by the frost and the shortage in the crop can be more accurately estimated. The wet weather caused large quantities of the fruit to drop off the vines before it ripened, and there will be a scarcity of the canned article throughout the year. Prices have now gone almost out of sight, the nominal figure now being \$1.50, but no sales are reported at that high figure. Other lines of vegetables are firm and unchanged. Trade, as is usual this time of the year, is quiet. We quote: Salmon, Fraser River sockeye, \$1.50 to \$1.52½; Horseshoe, \$1.50 to \$1.52½ and Northern, \$1.10 to \$1.15.

COFFEES

Trade in coffees is fair with a considerable call for some of the better grades. The tone of the outside coffee markets is easier this week under the influence of a large crop movement, there being an unexpected increase in the movement of the Santos crop. Quotations are as follows: Green Rio, No. 7, 7½c.; No. 6, 8c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

NUTS.

Trade in nuts has not yet fully set in for the fall. The prices all round are firm and reports from the primary markets are firm and the prices of Grenoble walnuts have here been advanced 1c. per lb. This is because it will cost fully 1c. higher to lay down the new crop here than last year. This season's coconuts have now been on the market for a considerable time and are meeting with a

fair demand. Peanuts are also moderately active.

RICE AND TAPIOCA.

There continues to be a good demand for rice and tapioca, principally in small lots. The outside tapioca markets are steady and in rice, the new crop in the South is only moving moderately, there being a good, general demand for the better grocery grades. We now quote: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3½ to 4c.; tapioca, 3¼ to 3¾c.

SYRUPS AND MOLASSES.

Trade in syrups and molasses is active and the prices are unchanged. There has been a moderate increase in the quantity of syrups in the hands of the United States refiners.

SPICES.

Spices, generally, are moving freely, and pepper, which has been firm for some time, is now a trifle weaker. Cloves outside are firmly held in accordance with cable advices from the East, stating that the receipts to date showed a decrease of over 60 per cent. as compared with the same period last year.

SUGAR.

The advance of 5c. this week in the prices of sugar all round in Canada came as a surprise to the local dealers, as ad-

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

vices by telegraph from New York the same afternoon reported that Californian beet sugar was being booked for shipment to New York, to arrive about November 10, and a large shipment has left San Francisco for the same place by sea, and which is expected to reach its destination late in January. In consequence, the United States markets were anticipated to be weak and unsettled. At present raws in London are rather strong, the prices showing a gain of 6d. per 100 lb. for the week, and cane in New York was quoted at 116 to 1½c. advance. But the refined market in the United States is demoralized owing to the competition with the domestic beet sugar, there being practically no demand from the west, which is now supplying its wants by purchasing the home product.

The receipts for the week at the four United States ports show a falling off from the preceding week, amounting to about 35,081 tons, against 57,198 tons last week. The meltings continued at 15,000 tons, reducing the total stock to 151,227 tons. The receipts at Cuban ports were 1,000 tons, against 1,000 tons the preceding week, and the exports, 9,300 tons, against 11,300 tons last week, and the stock, 109,000 tons, against 118,000 tons last week with one central still grinding, but with the crop virtually at an end. The visible crop is now 838,500 tons.

TEAS.

Shipments of Indian and Ceylon teas have just been received on the local market and some Japan greens and pingsueys have also arrived and are meeting with a good demand. There is an outside improvement in Indian and Ceylon greens, and the demand is even more than can be supplied. Popular prices are 6½ to 8½d. c.i.f. for Ceylon greens and Indians. Blacks, in Ceylons and Indians at 5½ to 7½d. are popular. High grade teas at from 9½d. to 1s. are scarce and teas at about 10 to 10½d., of good style and tippy, are wanted. The market in London, Eng., for Indian and Ceylon blacks is reported firmer. Advices by mail from Kobe, Japan, report a continuance of the strong feeling that was prevalent there some time ago. Desirable descriptions of teas were taken up on favorable terms as soon as they arrived on the market. Decent qualities of suitable descriptions are now difficult to obtain at any price. The market in Shanghai is reported this week exceedingly strong and the prices which were extravagantly high have even been advanced and recent shipments cannot be duplicated. Good liquoring teas of the higher grades have advanced about three taels per picul and medium grades about two taels per picul. The lower grades only have remained fairly stationary. The first young hysons that were recently shipped at 22c. are now reported by cable to be held at 25 to 26c. The market is now closed for the season. In London, Eng., mail advices report an improvement for the lower grades of Indian teas, and the prices of useful liquoring Ceylon teas have hardened with the improvement in the demand.

FOREIGN DRIED FRUITS.

CURRENTS.—These are in good demand on the local market and the prices of fine Filiatras have hardened a little. The market in Greece is reported firm and unchanged. We quote: Fine Filiatras, 5½c. up; Patras, 6 to 6½c. and Vostizzas, 7 to 8c. per lb.

VALENCIA RAISINS.—There is a good demand for these and the prices hold firm. A few small lots are being offered from the primary markets. We quote: Fine off stalk, 8 to 9c.; selected, 8½ to 9c. and selected layers, 9c. per lb.

DATES.—Trade in dates is quiet. The opening prices on fruit per ss. Tabaristan have not yet been fixed as far as can be ascertained for Canada. We quote as follows: Dates, in bulk, 1½c. and in packages, 6¼ to 6½c.

PRUNES.—Coast advices still report a scarcity of the larger sizes, and we quote as follows: Californian prunes, 100-110, 5c.; 90-100, 5½ to 6½c.; 80-90, 6½ to 7c.; 70-80, 6¾ to 7¼c.; 60-70, 7½ to 8c.; 50-60, 8 to 8½c.; 40-50, 8¾ to 10c.

CALIFORNIAN RAISINS.—It has been announced that Californian loose muscatel raisins may be expected to arrive in Canada in a few days, and our quotations are now as follows: Californian loose muscatels, 5c. for 4-crown, Griffin & Skelley brand, 4½c. for 3-crown and 4c. for 2-crown, f.o.b. Fresno, in 50-lb. boxes.

CALIFORNIAN EVAPORATED FRUITS.—A few of these are commencing to move

from stock, but the season is not yet far enough advanced for a heavy business to be done. We quote: Peaches, 9 to 11c. and apricots, 9 to 13c. per lb.

GREEN FRUITS.

The Scott street fruit market was closed last week after a successful season, during which enormous quantities of fruits of all descriptions were handled. This week the receipts of grapes have been large and the sales have been free. Apples of the fall varieties still are plentiful, and prices of good stock are from \$1.50 upwards per barrel. The market is good for oranges and lemons, and our quotations are now as follows: Tomatoes, 25 to 40c. per basket; peaches, 35 to 50c.; pears, 20 to 40c. per basket; grapes, 15 to 20c. for small baskets and 25 to 30c. for large; apples, 10 to 25c. per basket and \$1 to \$2 per bbl.; crabapples, 25c. per basket; lemons, \$3.50 to \$6 per box; onions, ordinary, 75c.; Spanish, 90c. per case; peppers, green, 15 to 30c. and ripe, 60c. per basket; oranges, Jamaica, \$3 to \$3.25 per box and \$5 to \$6 per bbl.; Jersey sweet potatoes, \$2.50 to \$3 per bbl.; coconuts, \$3.50 per sack; quinces, 25 to 30c. per basket; cranberries, \$8 to \$9 per bbl.; butternuts, 25c. per basket; Malaga grapes, \$6 to \$6.50 per bbl.; Californian lemons, \$1.50 to \$5 per case; bananas, \$1.25 to \$1.75.

VEGETABLES.

Trade in all lines of vegetables is fair and the prices are steady without any quotable change. We quote: Lettuce, 30 to 40c. per dozen; mint and parsley, 20c. to 25c.; turnips, 30c. per bag; cauliflower, 50c. to \$1.50 per dozen; cabbage, 30 to 50c. per doz.; carrots, 40 to 50c. per bag; beets, 40 to 50c. per bag; potatoes, \$5 to \$5.50 per bag; celery, 50 to 75c. per dozen; vegetable marrow, 75c. per dozen; corn, 8 to 15c. per doz.; squashes, \$1 to \$1.50 per doz.; pickling onions, 75c. per basket.

COUNTRY PRODUCE.

EGGS.—The receipts keep falling off every day and the prices are firmly maintained. Owing to the high prices of other food products, the consumption is on the increase. Export shipments of pickled and fresh eggs are now going forward. We quote: Strictly fresh, 18 to 19c. and store gathered, 16 to 17c.

BEANS.—The crop this year is poor and up to the present there have been no offerings. Prices have advanced to \$2.10 to \$2.20 per bushel.

DRIED AND EVAPORATED APPLES.—Some evaporated apples are being offered from the factories at 6c. The price here is 7c.

HONEY.—The demand has commenced to improve and the prices are steady and unchanged. The stocks in the country have been nearly all marketed. We quote: Extracted, 8 to 8½c. for large quantities and 9 to 9½c. per lb. in small lots. Combs, \$1.50 to \$1.75.

POTATOES.—The arrivals are on the increase. The prices are firm at 70 to 73c. in carlots.

BUTTER AND CHEESE.

BUTTER.—There are not many choice rolls now coming forward. The export demand is fair and stocks in Great Britain seem to be large. The local demand is fair with a good call for large rolls. Our quotations are as follows: Finest 1-lb. rolls, 17 to 18c.; selected dairy tubs, 15½ to 16c.; store packed, uniform color,

13½ to 14½c.; low grades, 12 to 13c. Creamery prints, 19 to 20c.; solids, 19 to 19½c. per lb.

CHEESE.—The English markets have advanced considerably during the week for fine Canadian cheese and the strong tone of the English market has been reflected here, advancing prices about ¼c. The make this year has been of superior quality and there promises to be a heavy demand in the Old Country all the year for cheese, owing to the high prices of other products. We quote 11½ to 12c.

POULTRY AND GAME.

POULTRY.—Very few chickens are coming forward and the quality is poor this year. What ducks are arriving are in good condition. Turkeys are scarce. We quote: Chickens, young, 55 to 65c.; old, 45 to 50c.; ducks, 60 to 80c.; geese, 7 to 8c. per lb.; turkeys, young, dry picked, 13 to 14c. per lb.

GAME.—Very few are offering and the demand is slack. Quotations are nominal at 20c. for teal; 30 to 35c. for pin tails and 70 to 75c. per pair for black duck.

FISH.

The demand during the week has been a little slow. Whitefish are becoming scarce. Our quotations are now as follows: Fresh fish—Lake Erie herring, 1 to 5c.; perch, 4 to 5c.; trout, 7 to 9c.; pike, 6c.; British-Columbian salmon, 15 to 20c.; whitefish, 7 to 9c.; mackerel, 15 to 20c.; rock bass, 4c.; halibut, 15c. blue pike, 4c.; live lobsters, 25c. per lb.; oysters, \$1.25 to \$1.35 per wine gallon; smoked ciscoes, \$1.25 per basket; Digby herring, 50c. per bundle of six baskets; finnan haddies, 7½ to 8c. per lb. in 15-lb. boxes; codfish, \$4.50 for 25 lb. boxes; quail on toast, 5½c. in boxes.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The deliveries of grain of all descriptions during the week have been small and wheat is much firmer than it was last week. Oats also are scarce. We quote as follows: White wheat, 69½ to 70c.; red wheat, 69½c.; goose wheat, 64 to 64½c.; barley, 42 to 45c.; oats, 36 to 37c. and rye, 50c. per bushel.

FLOUR.—There has been an active demand for flour and the prices are strong at 10c. advance per barrel. We quote as follows: Ontario patents in bags, \$3.60 to \$3.70; Hungarian patents, \$4.10 to \$4.15; Manitoba bakers', \$3.85 to \$3.90; straight roller, \$3.40 to \$3.50 per barrel.

BREAKFAST FOODS.—There is a good demand for oatmeal and rolled oats and the market is stiff, which is due to the scarcity of the latter. We quote as follows: Oatmeal, standard and granulated, in carlots on track here, \$4.20; standard rolled oats in carlots on track here, \$4.00 per barrel; in wood, 15c. extra; broken lots are 25c. per bbl. extra; rolled wheat, \$2.25 in 100-lb. bbl.; cornmeal, \$4; split peas, \$4.75; pot barley, \$4.25 in 196-lb. bags, or \$4 in bags.

HIDES, SKINS AND WOOL.

HIDES.—This market is dull and prices remain weak with no quotable change. We quote as follows: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green steers, 7½c.; cured, 8½ to 9c.

SKINS.—The prices are well maintained and the market is active. We quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive. No. 1, 9c.; No. 2, 7c.; deacons

(dairies), 60 to 70c. each; shearlings, and lambskins, 50 to 55c.

WOOL.—This market is weak and unchanged. We quote: Fleece, 13½c. and unwashed, 7½c. per lb.

TALLOW.—The market is weak and the prices are likely to decline. We quote 6½ to 7c. per lb.

SEEDS.

The export demand for alsike has been heavy and the prices are firm at an advance of 25c. per bushel. Timothy and red clover are also moving freely. We quote: Alsike, \$6.25 to \$7.25 for choice seed; red clover, \$5.50 to \$6 and timothy, \$1.40 to \$1.60 aboard at outside points.

MARKET NOTES.

Sugars have advanced 5 points. Grenoble walnuts have advanced 1c. Cheese has advanced ¼ to ½c. per lb. Beans have advanced to \$2.10 to \$2.20 per bushel in carload lots. Canned tomatoes are very scarce and the quotations are nominal at \$1.50. In error it was stated in "The Canadian Grocer" last week that pickles in bulk had advanced 50c. per gallon. The appreciation was 10c. per gallon.

WANT TO SELL OUT ?

Try a condensed advertisement in THE CANADIAN GROCER. We only charge two cents per word each insertion, and we reach all the grocermen in Canada. All orders for these advertisements MUST BE accompanied by remittance, and when replies are directed to our care, four cents must be added for use of box.

THE CANADIAN GROCER,

MONTREAL.

TORONTO.

FOR SALE.

BUCKWHEAT FLOUR—AT RIGHT prices, in large or small quantities. Immediate shipments. Ask for quotations. T. H. Squire, Mount Brydges, Ont. (43)

AGENCY WANTED.

ENGLISH (LONDON) AGENCY SOLICITED for Bacon on consignment. State average weekly quantity for export, terms and commission. Box 8, CANADIAN GROCER, Toronto. (43)

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$1.80.) Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Fancy Sweet Potatoes

Full-sized Barrels, this week, \$2.75 bbl.

Jamaica Oranges

Fine juicy stock, all sound.
Sizes, 126s, 150s, 176s, 200s, 216s, \$3.50 box.
Special prices on large lots.

WHITE & CO.
TORONTO.

W. HARRIS & CO.
Manufacturers and Importers of
SAUSAGE CASINGS, SEASONING, Etc.
Correspondence Solicited.
Long Dis. Telephone North 1386.
W. HARRIS & CO., Danforth Ave., TORONTO.

BUTTER, EGGS.

We are f.o.b. buyers. Write us saying what you have to offer and price.
Consignments of all lines produce handled promptly.

SMITH & CARMICHAEL
70 COLBORNE ST., TORONTO.

Butter Cheese
Eggs Poultry

Consignments Solicited.
Highest Prices. Prompt Returns.

The Wm. Ryan Co.,
... Limited.
70 and 72 Front St. E., Toronto.

BUTTER and EGGS

— WE ARE —
BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

The _____
DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

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

CLEMES BROS.

Wholesale
Fruit and Commission Merchants.

Special attention given Mail and Telephone orders.

Your consignments, produce and fruit carefully handled.

WRITE US FOR PRICE LISTS.

QUEBEC MARKETS.

Montreal, October 23, 1902.

GROCERIES.

IN the grocery line business continues in a healthy condition, and prospects are good all round. Jobbers report a good demand and an increase in business as the cold season approaches. Green cod is very scarce among the wholesalers at present and prices have advanced. A curious feature in this connection is that while there is a great scarcity, due to the small catch, the fish have been very plentiful, the bad weather only preventing fishermen from obtaining a good supply. Sugar is 5c. higher. Jones' pork is scarce, but the market will shortly be provided for. A letter received from Seville, Spain, dated October 3, states that the crop of Spanish Queen olives is larger than last year, but the fruit is poorer, and a great deal of it is spotted. Rainy weather prevails, but it will do little more damage, as most of the fruit is already stored. Regarding the Manzanilla crop, the report states that it is also larger than last year's, but that there has been much damage to the fruit. Cream of tartar is 1/4c. higher, and firm at the advance, on account of the small stocks in France. Sterling prices are quoted at 7s. 6d., which would equal about 18 1/2c., Montreal.

SUGAR.

The demand for sugar has kept up well and a fairly active trade has been done in Montreal refined during the week. Prices advanced 5c. per 100 lb. on Tuesday, and we now quote on a basis of \$3.75 for granulated and \$3.10 to \$3.60 for yellows. Nothing of importance has occurred on the local market. In raw sugar a New York report states that there is no change in the situation, the refiners still holding off, and importers not offering at the present prices.

TEAS.

A further advance is reported from the Japan market, which will increase the tendency towards Ceylon teas, which is already a feature of the trade. At the present time there is not a heavy demand on this market for Japan teas. Advices from Yokohama state that in spite of the high prices which ruled during the picking of the second, third and fourth crops, supplies from the country were not proportionately large. Arrivals only slightly exceeded those of last season. Native dealers are of the opinion that as the time approaches when the United States duty will be removed, teas will advance in price, and it is thought that some stocks are being held back on speculation in excess of what is needed for home consumption. Should this be true, the advice states, it is estimated that the total export will not be over 38,000,000 lb., which would mean scant stocks for Canada and the United States for another year. Ceylon teas are moving out fairly well. The offerings for September at the London public auctions of Ceylon teas were 122,000 packages, against 88,000 packages in the same month in 1901. It was noted that there was not a general improvement in the quality that is usual at this season. The bidding was slack with a tendency to lower prices on the commonest grades. In Indian teas, offerings were 183,000 packages, against 163,000 packages in September, 1901. A lot of the teas were inferior,

The following Brands manufactured by

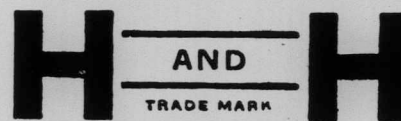
The AMERICAN TOBACCO CO.
OF CANADA, Limited

Are sold by all the Leading Wholesale Houses:
CUT TOBACCO

OLD CHUM,
SEAL OF NORTH CAROLINA,
OLD GOLD.

CIGARETTES
RICHMOND STRAIGHT CUT,
SWEET CAPORAL,
ATHLETE, DERBY.

SEND YOUR NAME if you have, or will get,



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

FANCY MALAGA GRAPES

New arrival this week - fine large stock.

BANANAS AND ORANGES

You need both these right now. We have them. Send us your order and be convinced that we ship nothing but the best. We also buy or sell on commission, Butter, Eggs and Poultry. Write for prices.

H. J. ASH, Wholesale Fruit and Commission Merchant,
66 Colborne Street, - **TORONTO.**

WILLARD & CO.

Wholesale Produce and Commission Merchants.

Consignments Solicited of

BUTTER, EGGS, POULTRY

and all kinds of Produce. Prompt returns.

86 Front St. E., - **TORONTO.**

Winnipeg Brokers.

WINNIPEG COMMISSION HOUSE.

Heated warehouse, and good connection with Western trade, desire to hear from manufacturers or importers wishing to utilize this market.
CAMERON & GORDON, P.O. Box 247, Winnipeg, Man.

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Wholesale Commission Merchant and Broker.

Correspondence and Agencies Solicited.

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

E. NICHOLSON

Wholesale

Commission Merchant

and Broker.

Correspondence Solicited from
Manufacturers and Shippers

WINNIPEG, MAN.

but some choice Assams and some very fine Darjeelings were keenly competed for.

SYRUPS AND MOLASSES.

Stocks of Barbados molasses on this market have been considerably reduced, and with a continued good demand, owing to the very low price, indications are that an advance in the near future will not be at all unlikely. At present there is no change, small quantities selling at 23 to 24c. In corn syrups there is but a light movement and prices are as follows: In bbls., 3c.; in $\frac{1}{2}$ bbls., 3 $\frac{1}{2}$ c.; $\frac{1}{4}$ bbls., 3 $\frac{3}{4}$ c.; 38 $\frac{1}{2}$ lb. pails, \$1.40 and 25 lb. pails, \$1.10.

RICE AND TAPIOCA.

There has been no change in prices. Both rice and tapioca continue to move fairly well, and our quotations are as follows: B rice, in bags, \$3.02 $\frac{1}{2}$; in $\frac{1}{2}$ bags, \$3.07 $\frac{1}{2}$; in $\frac{1}{4}$ bags, \$3.12 $\frac{1}{2}$; in pockets, \$3.17 $\frac{1}{2}$. In 10-bag lots an allowance of 10c. is made. CC rice, \$2.92 $\frac{1}{2}$ in bags; \$2.97 $\frac{1}{2}$ in $\frac{1}{2}$ bags; \$3.02 $\frac{1}{2}$ in $\frac{1}{4}$ bags and \$3.07 $\frac{1}{2}$ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3 $\frac{1}{2}$ c.

SPICES.

Business in the general list of spices has continued active and prices are firm under a good demand. No quotable change has been reported, and our quotations are now as follows: Nutmegs, 35 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12 $\frac{1}{2}$ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

CANNED GOODS.

The movement in canned goods from stock has been fairly good during the week. In tomatoes, to arrive, jobbers have again advanced prices, and the largest dealers are quoting \$1.80 and over. At this unprecedented price they have no fear of not being able to dispose of all the stock they can obtain from canners. Blueberries are none too plentiful, and holders are quoting \$1.15 and over. The market is still very firm on all lines. We quote: Tomatoes, \$1.80; corn, 82 $\frac{1}{2}$ to 85c.; peas, 82 $\frac{1}{2}$ c. to \$1.20; string beans, 82 $\frac{1}{2}$ c. to 85c.; strawberries, \$1.15 to \$1.60; blueberries, \$1.15; raspberries, \$1.15 to \$1.60; gooseberries, \$1.45 to \$1.60; pears, 2's, \$1.60 to \$1.70; 3's, \$2.10 to \$2.15; peaches, 2's, \$1.65 to \$1.70; 3's, \$2.50 to \$2.75; 3 lb. apples, 85 to 90c.; gallon apples, \$2.10 to \$2.20; 2-lb. sliced pineapples, \$2.20 to \$2.30; grated pineapples, \$2.50; pumpkins, 95c. to \$1; spinach, \$1.50; sugar beets, 95c. to \$1.00; salmon, pink, 92 to 95c.; spring, \$1.25; Rivers Inlet red sockeye, \$1.30; Fraser River red sockeye, \$1.40.

FOREIGN DRIED FRUITS.

CURRENTS.—The market is firm under a good demand. On account of the high prices of Valencia raisins, a good demand is expected for currants. No quotable changes are reported, and our quotations are now: Fine Filiatras, 5 $\frac{1}{2}$ c. to 5 $\frac{3}{4}$ c. in $\frac{1}{2}$ cases; cleaned, 5 $\frac{1}{2}$ c. to 5 $\frac{3}{4}$ c.; in 1-lb. cartons, 6 $\frac{1}{2}$ to 7c.; finest Vostizas, 6 $\frac{1}{2}$ to 7c.

SULTANA RAISINS.—There has been no particular change in Sultanas, which are quoted at 9 $\frac{1}{2}$ c. per lb.

VALENCIA RAISINS.—The Denia market has advanced $\frac{1}{4}$ c. per lb. Locally, there is a fair demand, and we now quote: Finest off-stalk, 6 $\frac{1}{2}$ to 7 $\frac{1}{2}$ c.; selected, 7 $\frac{1}{2}$ to 8c. and layers, 7 $\frac{1}{2}$ c. to 8 $\frac{1}{4}$ c., according to brands.

CANDIED PEELS.—These are going fairly well with no change to note in the prices. We quote: Citron peel, 15c.; orange peel, 11 $\frac{1}{2}$ c. and lemon peel, 10 $\frac{1}{2}$ c. per lb.

MALAGA RAISINS.—There is nothing of importance to note on this market. Prices are steady under a good demand. We quote: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; 1's, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; 1's, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$1.50 to \$1.60; 1's, \$1.30 to \$1.40.

FIGS.—Figs are in very good demand and are selling as fast as they arrive. Comadre figs have again advanced, being 2 $\frac{1}{2}$ c. per tapnet higher than last week. They now sell at \$1.20 per tapnet and over. Eleme table figs are expected to be scarce. They are quoted in 10-lb. boxes at 11 to 13c., according to size.

DATES.—On new-crop Hallowees, to arrive during the first of November, the quotations are now 4 $\frac{1}{2}$ c. per lb.

CALIFORNIAN RAISINS.—These are in good demand and an active business has been done on a basis of 9 $\frac{3}{4}$ to 10 $\frac{1}{2}$ c. per lb. for seeded.

PRUNES.—There is nothing of importance to report on this market. The usual good demand is experienced, and we now quote: 8 $\frac{1}{2}$ c. for 40-50's; 8c. for 50-60's; 7 $\frac{1}{2}$ c. for 60-70's; 7 $\frac{1}{2}$ c. for 70-80's; 6 $\frac{3}{4}$ c. for 80-90's; 6 $\frac{1}{2}$ c. for 90-100's.

NUTS.

In shelled walnuts considerably higher prices are quoted this week, Bordeaux being worth 23 to 24c. and Grenobles, 28c. Valencia shelled almonds have advanced on the primary market to a point representing an advance of 2c. here. Our quotations are as follows: Walnuts, 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 21 to 26c.; shelled almonds, 29 to 30c.; filberts, 9 $\frac{1}{2}$ c.; Pecans, 17 to 17 $\frac{1}{2}$ c.; Brazil nuts, 11 to 15c. per lb.

GREEN FRUITS.

Large arrivals of Canadian apples are reported this week, but dealers say that there are few good ones among them. The price has not been changed, and in barrels they are quoted at \$1.50 to \$3. Muskmelons are now out of the market as are also Canadian peaches and plums. Canadian blue and white grapes have advanced 2c. per basket. Malaga grapes now range in price from \$5.50 to \$7 per keg. Cranberries are 50 to 75c. per barrel higher. Chestnuts have declined $\frac{1}{2}$ c. per lb. Our quotations are as follows: Jamaica oranges, in barrels, \$5 to \$5.50; boxes, \$3.25; Messina lemons, \$1.00 per box; cocoanuts, \$3.50 per bag of 100; bananas, No. 1, \$1 to \$1.50 and 8-hands, \$1; cucumbers, 11c. per dozen; Canadian cabbage, 25 to 40c. per dozen; potatoes, \$1.15 to \$1.30 per barrel; peaches, \$1.25; plums, \$1.25 to \$1.50; pears, \$3.25 and limes, \$1.50 per box; Canadian apples, in barrels, \$1.50 to \$3 and in baskets, 20c. to 30c.; egg plant, 50c. per basket; Canadian pears, 40c. per basket; Spanish onions, 55c. per crate and \$2.10 per case; sweet potatoes, \$3.00 per barrel; Canadian blue and

white grapes, 20c. to 22c. per basket; Delawares, 35c. per basket, and Malaga grapes, \$5.50 to \$7 per keg; red grapes, 25c. per basket; cranberries, \$8 to \$9.50 per barrel; red onions, \$2.25 per bbl.; chestnuts, 11c. per lb.

FISH.

The past week has witnessed a fairly active movement in fish. Some lines have become very scarce, among them green cod, which is 25c. per barrel higher. Mackerel has also advanced considerably, being now quoted at \$16 per barrel. Trout is now out of the market, the close season being on. British-Columbian salmon is also unobtainable. No. 1 Nova-Scotian herrings have advanced 25c. per barrel. New Labrador herring are on the market and have sold at \$5.50 per barrel. No. 1 Labrador salmon is \$2 higher in tierces and in barrels, \$1.50 higher. Haddies are $\frac{1}{2}$ c. lower. Standard bulk oysters have advanced 10c. per gallon. Our quotations are now as follows: Haddies, 6 to 7c.; smoked herring, 9c. per box; fresh haddock and cod, 1 $\frac{1}{2}$ c. per lb.; whitefish, 7 $\frac{1}{2}$ c.; dore, 7 to 7 $\frac{1}{2}$ c. per lb.; pike, 6c.; halibut, 12c.; salmon, 15c.; No. 1 herring, Nova-Scotian, \$5.25 to \$5.50 per barrel and \$3 per half barrel; No. 1 Holland herring, \$6.50 per half barrel; No. 1 Scotch herring, \$6.50 per half barrel and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish, \$5.50 to \$5.75 and mackerel, \$16 per barrel; boneless cod, 1 and 2 lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, \$5 per 100-lb. bundle; No. 1 Labrador salmon, \$20 in tierces and in barrels, \$11; standard bulk oysters, \$1.40 per gallon; Marshall's kippered herring, \$1.15 per dozen; Canadian kippered, \$1 per doz.; Canadian $\frac{1}{4}$ sardines, \$1.00 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.; Malpeque shell oysters, \$1.50 to \$6 per barrel.

BUTTER AND CHEESE.

BUTTER.—The market has been steadier during the week under a good demand. Indications are that the present prices will prevail for some little while yet. Export business is brisk and all the space in the refrigerator steamers is well taken up. The only quotable change this week occurs in Quebec creamery, which is $\frac{1}{4}$ to $\frac{1}{2}$ c. higher. We quote as follows: Saltless creamery, 21c.; finest Townships do, 20 $\frac{1}{2}$ to 20 $\frac{3}{4}$ c.; finest Quebec do, 20 to 20 $\frac{1}{2}$ c.; finest Ontario do, 18 $\frac{1}{2}$ to 19c.; dairy, 15 to 16c. per lb.

CHEESE.—The market is again higher and prices are firm. Business for export account is fairly good. Some dealers look for an easing off in the near future, as the October make is put on the market. All depends, however, upon who holds the September cheese, of which stocks here are heavy. We quote as follows: Finest Townships, white and colored, 11 $\frac{1}{4}$ to 11 $\frac{3}{4}$ c.; finest Quebec, 11 $\frac{1}{4}$ to 11 $\frac{1}{2}$ c.; finest Ontario, 11 $\frac{1}{2}$ to 11 $\frac{3}{4}$ c. per lb. Seconds sell at 10 $\frac{1}{4}$ to 10 $\frac{3}{4}$ c.

COUNTRY PRODUCE.

EGGS.—The market shows a continual tendency towards higher prices. Although selected remain unchanged in price, candled stock are $\frac{1}{2}$ c. higher and straight receipts have advanced $\frac{1}{4}$ to $\frac{1}{2}$ c. Cold storage stock is quoted at 17 to 17 $\frac{1}{2}$ c. Prices all round are firm. We quote as follows: Selected, 19 $\frac{1}{2}$ to 20c.; candled

Color of Gold.



Seal Brand
In 1 and 2-lb. Cans
only.
(AIR-TIGHT.)

When the prospector washes out a pan of "pay dirt" and catches the glint of the yellow metal in the loose gravel, he knows he has struck gold, and perhaps a fortune. When you look into a cup brewed from any of **Chase & Sanborn's Coffees** you know you have struck good coffee. Not only is the eye satisfied, but the palate as well, and the entire body responds to their healthful, invigorating influence.

CHASE & SANBORN, Importers,
Montreal.

The **Dominion Canister Company**
Limited

MANUFACTURERS OF

The "Perfection" Canister

THE VERY BEST PACKAGE FOR

SPICES	BAKING POWDER	JELLIES
TEAS	STARCH	JAMS
COFFEES	BISCUITS	<i>Etc., Etc.</i>

We are now in our new quarters and have doubled the capacity of our plant and are prepared to fill all orders promptly.

The best advertisement for any concern :

A NEAT PACKAGE. AN ATTRACTIVE LABEL.

Write for Samples. Get our Figures.

The Dominion Canister Company, Limited
DUNDAS, ONTARIO, CANADA.

**Nasmith's
Bread
and Cakes
Will
Bring
You
Business**

We would be glad to hear from out of town grocers who are not handling our goods.

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

Coffees

Spices

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

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

Telephone Bell Main 65
Merchants 522.

Telephone orders receive prompt attention.

NOVA SCOTIA MARKETS.

Halifax, October 20, 1902.

THE grocery trade continues active, and the dealers, generally, are satisfied with the volume of business and the prospects for a continuance of the same for the remaining months of the autumn. The travellers on the road continue to send in good reports, which indicate that there are good prospects of business ahead for many months. Money is plentiful and the people feel they can afford to buy; the jobbers and country dealers are purchasing accordingly very much more freely than usual. The falling of Thanksgiving Day in last week made an extra rush in business to gain the one day lost.

One condition prevailing seems to have had a good effect on business conditions—the practice of giving more orders in the run of the year and on shorter time. This has tended to make the business work run more evenly through the year, has necessitated less discounting, and has in many ways improved business conditions. The trend of business opinion is to continue this practice until it is general in all lines.

The strong situation in beans remains unchanged, and \$2.25 is being quoted, with sellers not able to fill orders at that figure. However, jobbers are not buying largely, as they expect that prices will be lower, and they can afford to assume a waiting attitude except for present

needs. In most staples there is no change worth noting. Canned tomatoes are very firm, blueberries have advanced slightly and salmon, on account of the great shortage in the Fraser River pack, is expected to be higher than at present quoted. Beef and pork are still very firm.

There is now a considerable demand for molasses, and sales are made up to full quotations. There is no change in the price of sugars, except that some of the refineries have put on the market a low grade of sugar at a reduction of 20c. per 100 lb. The late advance of the local refineries still holds.

The apple crop of Nova Scotia is not as large this year as usual and local prices rule high. About 5,000 barrels have already been shipped to England from this port, and prices are reported good in England. Gravensteins have sold at 17s. to 22s. 6d.; Kings, 15 to 21s.; Blenheims, 15 to 20s.; Ribstons, 16 to 20s. There is a good demand reported in Glasgow, Scotland, but this will no doubt be supplied by shipments from Liverpool. The exporters feel happy while the local consumer is unhappy that he cannot get a barrel of decent apples less than 83 to 84—good winter apples will certainly cost the latter price.

There is now a great demand for Canadian butter and cheese in Great Britain. The best methods of producing, packing and shipping have all tended to increase

the value in that market. During the month of August the total imports of cheese into Great Britain amounted to £23,175 cwt., of which Canada supplied 369,139 cwt. This is a good showing, and the time will no doubt come when the showing will be as good for the whole year as it is for this one month.

The state of the fish business has not improved. Markets, for the most part, in the West Indies are as slack as already reported, and prices here are correspondingly low. Besides that a large quantity of Newfoundland fish is arriving here every week, as the conditions, already reported there, still exist, with the addition of another cut of 40c. Dealers here are not anxious to buy unless at an extremely low price, and the outlook for the fishermen is not promising.

R. C. H.

OTTAWA TRADE GOSSIP.

BUSINESS has been very good. The weather has been very fine, so that people are getting out more and retailers report being quite busy. Wholesale salers find a good demand for staple lines and are busy delivering orders for canned goods, dried fruits, etc. So far, any retailers spoken to who bought canned goods through their wholesale houses expect to receive their full supply, although the jobbers expect to be cut short.

At the Cheese Board this week the price went up another notch, reaching 11 3/16c.

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

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There were 1,259 boxes boarded, 804 being white and 455 colored. All were sold with the exception of 139 boxes.

During the week at the Fruit Exchange, grapes have been arriving in large quantities. Prices, so far this season, have been ever so much better than last, the lowest price touched being 19c. To day they are a few cents higher again. Concord, 22 to 23c.; Niagaras, 22 to 23c.; Rogers, 25 to 27c. for the 10-lb. basket; peaches, in 12 qts., 30 to 40c.; quinces, 25 to 30c.; pears, 25 to 35c. Apples are commanding better prices than most buyers anticipated. No. 1 varieties this year are very scarce, although what is classed as No. 2 is of very good quality. A small lot of fancy No. 1 Snows brought \$3.65; No. 2, \$1.50 to \$2.25; Greenings, No. 2, \$2 to \$2.20; Kings, No. 1, \$2.75 to \$2.85; Calverts, No. 1, \$2; ditto, No. 2, \$1.50.

Lumsden Bros, Toronto and Hamilton, have had their advertising wagon in the city for a short time booming the sale of "Jersey Cream" yeast. C. E. Bucklee, their representative, was in charge of its route, and he says it has been the means of increasing the sale of his yeast and baking powder. The outfit was certainly an attraction.

RETAIL GROCERS' ASSOCIATION.

The Ottawa Retail Grocers' Association held a special meeting Monday night in their rooms. The president, Charles Provost, was in the chair. There was a good attendance, it being the first meeting held since August. The last regular meeting of the Association fell on the night that the city council were considering the trading stamp question, and no business was done, the members having adjourned to attend the council in a body.

Reports were received from the committee in charge of the trading stamp question, which showed that the committee worked hard to get a by-law through the council, but owing to the finance committee, which was composed mostly of professional men, it was impossible to do any more than they did, the petition being lost by the casting vote of the chairman.

In regard to peddlars it was decided, owing to any petition the Association might send in having to go through the same committee, to let matter stand until next year's council comes in, and in the meantime urge merchants to do their utmost to support business men as representatives for aldermen at the next elections.

The treasurer reported a balance of \$33.35 on hand. The receipts of the evening were \$32.25, which was sufficient to cover any liabilities to date. It was urged that members in arrears should be asked to pay up before the next meeting.

A vote of thanks was passed to Huckels & Co., Chaput, Fils & Co., Ganong Bros., Carling Brewing Co. and The Surprise Soap Co. for their donations towards 16 most beautiful members' chairs. An effort will be made by members to get a linoleum for the floor, and the room committee, Messrs. Bate, Booth and Ellis, were instructed to do their best to procure one.

Thousands of Satisfied Customers!

JUST---THINK---THAT---OVER. Think of its unusually gratifying feature—ALL SATISFIED.

THIS TRADE ON

Clark's Meats

has been built up and is steadily increasing because they possess exceptional value and merit.

WE PACK 60 VARIETIES.

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

NEW GOODS

JUST ARRIVED.

Fancy Cape Cod Cranberries
Fancy Malaga Grapes
Fancy Jamaica Oranges
PRICES RIGHT.

HUGH WALKER & SON, Direct Importers, GUELPH, ONT.

Pure Mustard



Sell your customers Capstan Brand and they will come again. Put up in neat tins to retail at 10c.

Ask your wholesale grocer for it.

THE CAPSTAN MFG. CO., TORONTO



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

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

Correspond with SCOTT, ASHTON & COMPANY, MORRISBURG, ONTARIO.

GRIMBLE'S English Malt Six GOLD Medals VINEGAR

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

LEAVES FROM A TEA WAREHOUSE.

It is doubtful whether any tea firm ever issued such a handsome book to illustrate their business as Messrs. Brooke, Bond & Co., of London, Eng. "Leaves from a Tea Warehouse" is its title, and it is bound in cloth and handsomely printed on heavy coated paper. A half-tone engraving appears on one side of each leaf. These illustrate every phase of the business, from the directors in the boardroom to a group picture of the whole staff. The reading matter is, of course, devoted to explaining the superior blending process employed by the firm, their ability to supply goods of quality at reasonable prices and their perfect system of management.

The book is in every sense a credit to the publishers. But it is much more than this—it is an object lesson in economic business principles and management. It should prove of considerable value to any grocer who carefully studies it with a view to putting to practical use in his business the useful facts and suggestions contained within its covers.

The book is published at 2s. 6d., but Messrs. Brooke, Bond & Co. refund this amount on receipt of the first order for any of their blended teas.

SHORTAGE IN MARMALADE ?

Wholesalers are looking forward a little anxiously to an expected shortage in Crosse & Blackwell's orange marmalade, which is likely to occur at an unfortunate time, namely, during the Christmas season.

The manufacturers have just notified all importers that they will be unable to supply any more marmalade until January next. As wholesale stocks at present are not particularly large, there having been no warning of this given, and as the demand for this brand is now very good, it is thought that before long supplies will become very light, and the market become practically bare of these goods before the manufacturers are again prepared to place them on this market.

ENLARGING THEIR PREMISES.

Henri Jonas & Co., Montreal, recently made an addition to their premises on St. Paul street, which gave them considerably more floor space. This, however, has been found none too large, and the increasing business of this progressive firm may in the future necessitate a still further addition.

Stanley E. Goggin, general merchant, Elgin, N.B., has sold out to The Sussex Mercantile Co., Limited.

Crocers and Confectioners can rely upon the purity and excellence of

COWAN'S Cocoa, Chocolate

and

Cowan's Famous Blend Coffee.

Cowan's Cake
Icings,

Cowan's Pure
Confections.

QUEEN'S DESSERT CHOCOLATE.
CHOCOLATE GINGER, WAFERS, ETC.

CHOCOLATE CREAM BARS.

COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

THE COWAN CO., Limited

TORONTO.

Canadian Maple Syrup



Made straight from the maple tree and guaranteed pure; no adulteration whatever; stands upon its merits; money refunded if not satisfactory.

Canadian Maple Syrup Co.
TORONTO, CANADA.

Try the "Imperial" Brand

— OF —

Peaches, Pears, Apples,
Corn, Tomatoes, etc.

They are packed from the choicest
fruits and vegetables.

Packed by

The IMPERIAL CANNING CO.
KINGSVILLE, ONT.

SULTANAS

All grades
New Fruit in Store.

WARREN BROS. & CO.
TORONTO.

Printing by Mail.

We pay special attention to orders received by mail, giving them prompt and careful treatment.

1,000 Good White Business Envelopes, \$1.00, any printing. Dodgers, \$1.00 per M.; Noteheads, Statements, Billheads, \$1.50 per M.; Letterheads, \$2.00 per M.

WEESE & CO., Jobbers,
51 Yonge St., TORONTO.



"ACME" TABLE SALT

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

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



LEARN

Rapid and Ornamental Lettering for Signs, Show Cards, Price Tickets, etc. A new field for Clerks, Merchants, Window Trimmers and others to increase their earning capacity. My book of instruction at \$1.00 tells all, and is illustrated with 24 Sign Writers' model alphabets and Figures. It will teach you the art during leisure hours. AT HOME. Reliable. Students everywhere. Write to-day. Address.

W. EDWARDS, Carleton Place, Ont.

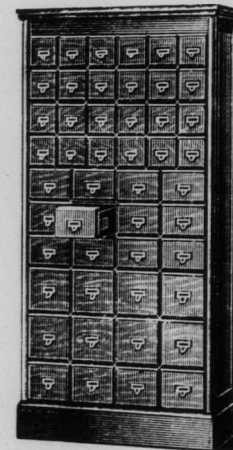
John MacKay, Bowmanville,
... Ont.

Manufacturer of Established 1854.

POT AND PEARL BARLEY,
SPLIT PEAS, AND CHOP FEED

Send for Prices or Samples.
Prompt Business.

IN CAR LOTS.



SATISFIED CUSTOMERS

our best
recommendation.

"Lindsay, April 14.—
I am well pleased
with cabinet.

"A. FISHER."

"Port Arthur, June
23.—Cabinet received
O.K. It is just what I
wanted.

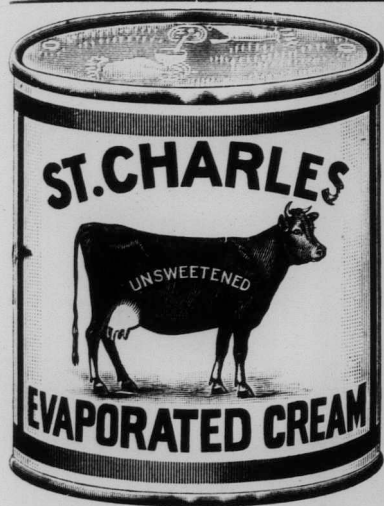
"H. CHAUSSE."

"Fowler's Corners,
June 27.—Cabinet is
greatly admired and
it certainly is a necessity
in any well ordered
grocery.

"WM. DINSDALE."

Full particulars from
J. S. BENNETT,
Patentee and Mfr.,
15 Marion St., Toronto

Bennett's Grocery Cabinet.



IT PAYS TO PUSH THE SALE OF...

Has stood the test of every climate.

St. Charles Evaporated Cream

ABSOLUTELY THE BEST OF ALL.

Endorsed by the Medical Profession, and used in large quantities by the Governments of Great Britain and the United States for Army and Navy purposes, and in many Hospitals. The very remarkable increase in the consumption of **St. Charles Cream** the world over proves the value of this brand to the retail grocers.

NO STOCK IS COMPLETE WITHOUT IT.

A Coupon worth saving is packed in each case. Write us for prices and advertising matter.

St. Charles Condensing Co. - Ingersoll, Ont.

Address: ST. CHARLES CONDENSING CO., St. Charles, Ill., U.S.A.

LISTEN!

We are offering goods at the uniform Association prices.

We solicit your patronage on **the merit of our goods.**

We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.**

We are ready to support this statement with samples. **Don't be side-tracked.**

Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

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

Gillard's Sauce Gillard's Pickle

Is still the best and cheapest.

The most delicious English pickle made.

AS SUPPLIED TO
HIS MAJESTY THE KING
AND

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

Sole Proprietors:

GILLARD & CO., Limited, LONDON, ENG.

Confectionery

Now is the time to place your orders for the Christmas trade. We make everything in the candy line, from the Finest Bon-Bons and Chocolates to the

old-fashioned Sugar Sticks and Bull's Eyes. A big line of one-pound and half-pound fancy boxes, to retail from 10c. up.

The Canada Biscuit Co., LIMITED

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

KING and BATHURST STS., TORONTO.

The stuff that is inside the package is what tells.
What do your customers say of the stuff that

“Red Rose” Tea

is made of? Do they want some more of the same kind?

My packers think somebody must want a lot of it.

T. H. ESTABROOKS

Tea Importer and Blender,

ST. JOHN,

TORONTO,

WINNIPEG.

To Arrive Next Week

1,500 Boxes (25 lbs. each), Macaroni and Spaghetti.

500 Boxes Vermicelli.

50 Boxes Assorted Alphabet and Animal Macaroni.

From the celebrated firm of _____

“Bertrand & Cie.,” of Lyons, France.

Established in 1825, and have obtained highest awards in all exhibitions.

HENRI JONAS & CO., - Montreal

This
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solicite
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BU

Dairy,

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Cream

Cheese

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RETURNED NOV. 6. 1902



A FEW TESTIMONIALS. What those who have used them for years say of the Cranston "Alluminum" Due Bills:

"They are just the thing for any business man dealing in produce." Stonehouse Bros., Wallaceburg. "The change to Aluminum Due Bills is an improvement from every point of view." E. G. Thompson, Blenheim. "You may use our name anywhere, we are much pleased with the system and recommend it heartily to the trade." McFarland, Stafford & Co., Markdale. "I would not go back to the old system under any consideration." M. J. Hurley, Wallaceburg. "They are better than you promised. When you have anything else as good a 'business-bringer,' call on us and you will have no difficulty in selling." W. Lincoln Scott, Stratford. "I have been using them two years and like them better than the day I started." G. O. Weirrett, Simcoe. "We would not be without them for many times their cost. They pay for themselves several times each year." James Maylor & Sons, Forest. "They are worth more than the purchase money to any business man." Leslie McMan, Thorold. "They are very popular with our customers and being circulated through the country help advertise our business. We could not do business without them now. We have sold several sets of these coins to coin collectors at face value and thus helped to pay the cost." J. E. Griffin, Dumville. "Worth \$200 a Year." "We find our customers like them very much. They are worth \$200 a year to any other firm that gives Due Bills or Credits." McKenzie & McElrath, Thorold. "This firm was burned out shortly after writing the above and lost \$8,000, we believe, (over insurance) on their stock. Before re-opening they sent us an urgent order for a new supply, saying: 'We cannot possibly get along without them.'"

ORDERING INSTRUCTIONS:

GIVE PLAIN ORDERS. To avoid errors PRINT name and any other matter wanted on coins, and state plainly the NUMBER of coins and the SHAPE wanted. A mistake of only one letter spoils the whole lot, and causes delay and loss. We do not hold ourselves responsible for mistakes made by our customers. Send order on printed stationery if possible. It takes 10 to 20 days to fill orders, according to number of orders on hand. ORDER NOW. DO NOT WAIT FOR OLE TRAVELLER. The longer you are without them the longer you will have to forego their advantages. We cannot accept cancels, as once they are on the way the cost for the dies is incurred.

THE CRANSTON NOVELTY CO., of GALT, ONT.

CHRISTIE'S "DANDY OYSTER"

The newest production in this line.

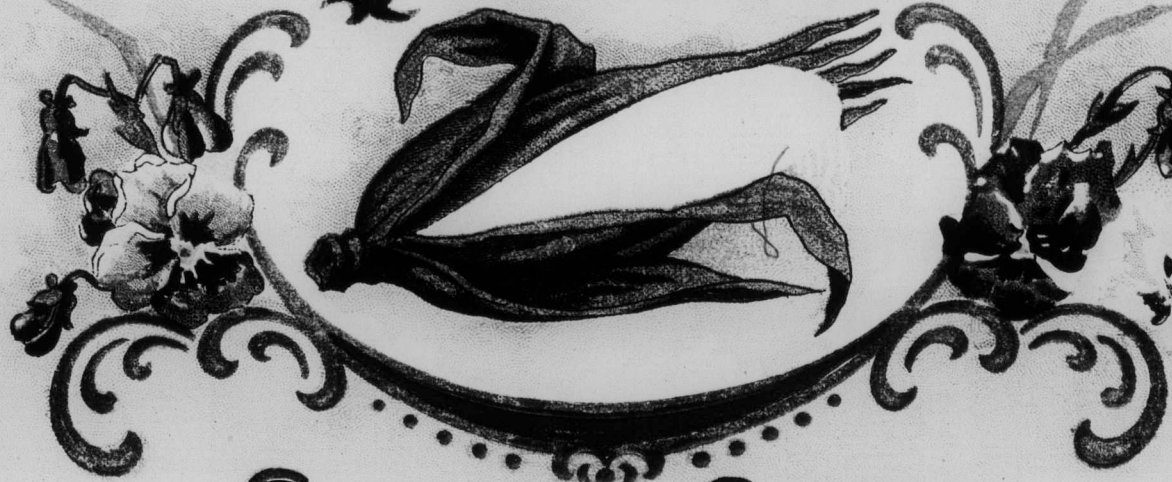
Try a tin with your next order.

Christie, Brown & Co., Limited, Toronto and Montreal.

Table with multiple columns listing products (COFFEE, NUTS, SODA, SPICES, WOODENWARE, PETROLEUM, TEAS, RICE, SAGO, ETC.) and their prices across three locations: Montreal, Toronto, and St. John, Halifax.

QUAKER

QUAKER



SUGAR CORN

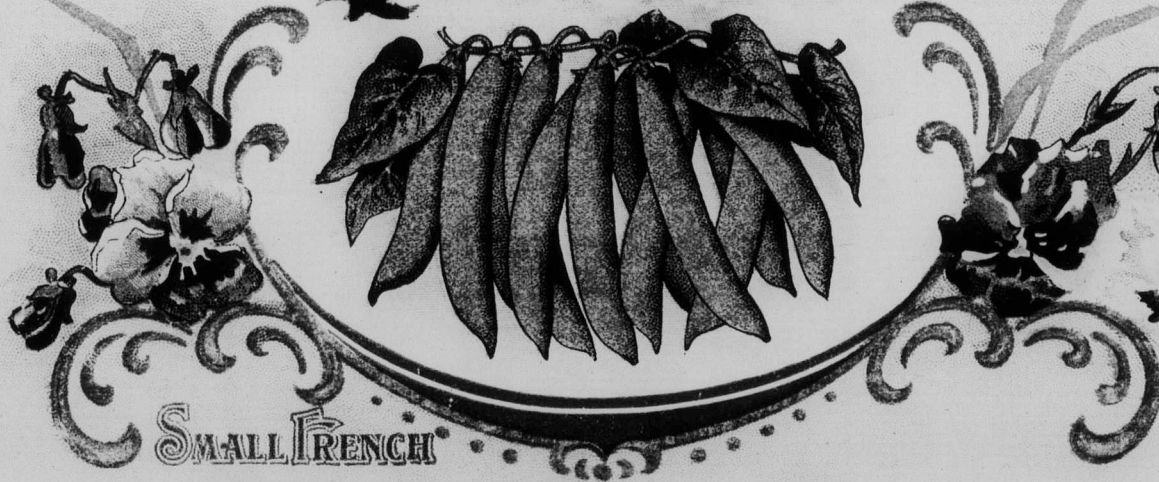
QUAKER BRAND



PACKED BY
BLOOMFIELD PKG. CO. LT'D.
BLOOMFIELD, ONT.

THE CANADIAN GROCER

QUAKER



SMALL FRENCH

REFUGEE STRING BEANS

QUAKER BRAND



PACKED BY
BLOOMFIELD PKG. CO. LT'D.

“QUAKER” BRAND Canned Goods

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

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

Recognizing that it was an ideal spot for a canning factory, two years ago the Bloomfield Packing Co. erected a plant and factory in this locality, at an expense of \$40,000 00, solely for the purpose of canning fruit and vegetables. This is recognized as the most complete canning factory in Canada, and pronounced by visitors, conversant with the canning business in the United States, the equal of anything in that Country. One of the first things we did in starting was to register the word “QUAKER” as a trade mark, so that consumers could, under this label, find canned goods that would be known as the standard in quality from one end of the dominion to the other. No expense has been spared in procuring the most experienced and practical men for the packing and management of the business, so as to insure perfection in the class of goods placed before the public.

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

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

THE "GLOBE" POLISH HAS COME TO **STAY**
AND ALL **DEALERS** CAN STOCK IT WITHOUT
HESITATION.

TRY "GLOBE" AND YOU WILL USE NO OTHER. IT IS THE BEST.

"GLOBE" METAL POLISH

Write for a supply of
Show cards and Advertising Novelties.

— WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES. —

RAIMES & CO., 164 DUANE ST., NEW YORK CITY.



Schepp's Cocoanut.

A high-grade food product that you can recommend.
The best of its kind, that's all.
For particular people, Schepp's Improved Cocoanut
in packages.



L. SCHEPP CO.,

CANADIAN FACTORY: **TORONTO, CAN.**
NEW YORK.

LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.

"Best in the World."

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

PURE ENGLISH

MALT VINEGAR

*Delicate in Flavor and Aroma.
Splendid keeping properties.*

ROBERT WATERS' QUININE WINE

Quinine in a palatable form 50 years' reputation.

Export Agents:

Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

Perkins, Ince & Co.

**Wholesale
Grocers**

FRONT STREET EAST,
Toronto.

James Ewart

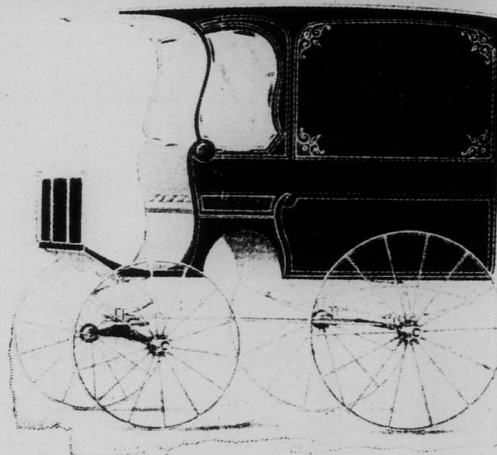
MANUFACTURER OF

High-Grade Delivery
WAGONS

Grocer, Baker, Confectionery, Laundry
Wagons of every description.

257-9 QUEEN ST. EAST
TORONTO.

WRITE FOR PRICES. Phone Main 1188



WIDE-AWAKE RETAILERS.

Hints and Ideas of Interest.

A COMMERCIAL TALK.

THERE is no royal road to success. To climb the heights strong, persistent work is required, and, of course, work of both body and mind. The business man who has made a success of his vocation is found to have been the man who worked the hardest and planned the most. "The Hustler," in Stoves and Hardware Reporter, philosophizes in this way:

A great many people go into business with the idea firmly impressed on their minds that they are going to have an easy time of it and will make a success from the start. These people have at least one advantage in their favor and this is the fact that they have confidence in themselves, a condition which is always a good one unless it is overdone. The man who firmly believes he is going to succeed has a better chance than the man who gets down in the mouth and is a chronic growler against himself and his prospects.

There are no soft snaps in business. It is a time-worn saying that it is better to be born lucky than rich, yet I am a firm disbeliever in the theory of luck, and so will you be if you stop to consider the matter. There may be such a thing as luck, but it is only an exceptional factor in business or personal affairs. Many a man has received a tribute to his luck or a selfish condemnation for having it when he is entitled to a very large credit for the persistent, intelligent and active way in which he handles his business.

Just as there are no soft snaps in business so are there many opportunities to make a failure unless the business is conducted along lines of a thorough system. Set a trap to catch a rat, and unless you set it right and bait it properly you are not going to catch any of these pestiferous rodents. Customers are sometimes very much like the animals in question: They must be caught before their purchases can be captured. But it is a mistake to act on the idea that customers are to be treated as if it were thought necessary to set a trap for them.

The best way of all in which to conduct a business properly is after methods that will suit customers. Human nature is not always aggressive or suspicious. It wants to be treated fairly and to be done by just as it wants to do unto others, but never wants to be done up. I believe that the best rule for the treatment of customers in the purchase of goods is to put yourselves in their places and treat them exactly as you expect to be treated when buying your own goods. I believe that very few of you, if any, have received discourteous treatment when buying goods from a manufacturer or jobber, but I have had sufficient experience with the retail trade to know that dealers do not always treat their own customers in the way that they themselves have been treated by those who have sold them their goods. It may be in the difference of the size of things.

This may seem to you as a rather broad statement, but it is a true one so far as my knowledge of such matters goes, and I think that this knowledge is a rather broad one. It may seem queer to you at times that certain people do not patronize your store. This is a fact which is not one of the soft snaps. Probably the trouble is with yourselves. You haven't made a sufficient endeavor to win their confidence and respect, or possibly your stock of goods is not what they want. Such people compose one of two classes. They can afford to be particular in making selections or else your store is too rich for their financial blood. The best managed store in most lines of merchandise is the one that adapts itself to all classes of customers unless it is in an exclusive territory. If it contains goods for the wealthy class alone it will not receive any patronage from those of moderate means, but unless it is so conducted that it suits every one with even a small want and a proportionate sum of money to pay for that want it is not going to be a success unless other conditions are more than favorable.

This goes to show that there are no soft snaps and no luck in business. A man may be fortunate in selecting his location or in the choice of his stock, but in nine cases out of ten it is probably a fact that this supposed luck is the result of a careful

judgment exercised at the right time and in the right way. Business is a system, and unless it possesses this qualification it cannot be successful.

A GOOD SCHEME.

An enterprising merchant of Sullivan, Ill., is the originator of a clever stunt. He believes in making his bargain department known:

"THE FAIR."

A. J. Woit. Sullivan, Ill.
On Saturday, the 10th of May,
Call at "The Fair" store and get a real live and happy gold fish absolutely free, given away with every purchase. Ten thousand now on the way from New York for this purpose. Bring a glass jar with you, and the same will be filled free of charge. The fish we give away are valued from 25c. to \$1 each.

The fish cost Mr. Woit about 2¼c. apiece. A woman will want more than one and is almost sure to buy four or five.

Mr. Woit sells them at almost 50 per cent. profit. This is a good advertisement, as well as a good business deal.

Few country merchants handle fish. City merchants often get orders from country retailers. The people in the country like these little luxuries just as well as city people. Here is a good field for the bargain man in the country.

INQUIRIES ABOUT CANADIAN TRADE.

Among the inquiries received by the Canadian Section of the Imperial Institute, London, Eng., were the following:

1. A Welsh firm of coal shippers desires the names of Montreal wholesale coal dealers.
2. The manufacturers of a popular briar pipe wish to appoint a suitable Canadian resident agent.
3. A Birmingham house possessing a large connection in box shooks wishes to hear from Canadian firms who can supply same in large quantities.
4. A London company manufacturing tobaccos, cigars and cigarettes wishes to be placed in touch with Canadian importers of these lines.

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

Established 1845

MODERN MACHINERY, UP-TO-DATE METHODS

Established 1845



1 and 2-lb. Tins.

S. H. & A. S. EWING'S
HIGH-GRADE
COFFEE and SPICES

"The goods that have stood the test of time."

"The perfected products of 57 years' study and experience."

(Have you seen the new ¼ Spice package "Prince of Wales" brand? Write for sample.)

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

Japan—Thirty-Pound Boxes.

Advance sample Ex S.S. "Tartar" arrived to-day.
It looks well, and thirty-pound boxes are scarce.
May we send you mail sample? Price twenty cents.

F. J. CASTLE - OTTAWA.

P.S.—Fannings and Dust arriving same Steamer.

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

COX'S GELATINE Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:

C. E. COLSON & SON, Montreal.

D. MASSON & CO., Montreal.

ARTHUR P. TIPPET & CO.,

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

Established 1862.

E. THOMPSON & CO.

LIVERPOOL,

Offices—11 Victoria St. . . . ENG.

Warehouses—48-52 Thomas St.

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

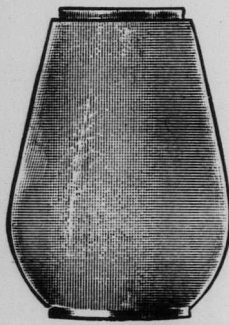
REFERENCE—Canadian Bank of Commerce.

American Agent—

G. H. THOMPSON,

107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

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

Toronto Fruit Merchants.

McWilliam & Everist

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

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

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645.
Warehouse Phone Main 3394.

California Fruits

Canadian Peaches, Plums,
Tomatoes.

Fresh arrivals daily at lowest market prices.

Full stock of Oranges, Lemons and Bananas always on hand.

HUSBAND Bros. & Co.

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.

SEASON 1902.

**Butter
Tubs**

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

WALTER WOODS & CO.
HAMILTON.

BUSINESS CHANGES.

DIFFICULTIES ASSIGNMENTS, COMPROMISES.

THE Snow Drift Co., Brantford, manufacturers of spices and baking powder, are offering to compromise.

Joseph Picard, grocer, Montreal, has assigned.

Mrs. A. Lanthier, grocer and liquor merchant, Montreal, has assigned.

H. Lamarre is curator of Adrian Barrette, general merchant, St. Tite, Que.

Alf. Fontaine, general merchant, St. Alexis de Montcalm, Que., has assigned.

J. M. Lefebvre, grocer and hotelkeeper, Shawenegan Falls, Que., has compromised.

G. A. Perry, general merchant, Da'house Station, Que., has assigned to Kent & Turcotte.

The creditors of J. Peneau & Co., general merchants, Bic., Que., will appoint a curator on October 27.

Neilson & Trees, fish dealers, Montreal, have assigned; their creditors had a meeting October 22.

The chattel mortgage on W. T. Collins, tobacco merchant, St. Thomas, Ont., has been foreclosed.

V. E. Paradis has been appointed curator of S. Bertrand, general merchant, Notre Dame des Anges, Que.

The creditors of Alph. Fontaine, general merchant, etc., St. Alexis De Montreal, had a meeting on October 23.

Alf. Caron, general merchant, St. Pamphile, Que., has assigned. Lefevre & Taschereau are provisional guardians.

Thos. Dulac, general merchant, St. Victor De Tring, Que., has assigned. V. E. Paradis has been appointed provisional guardian.

John A. R. Peart, confectioner, Leamington, Ont., has assigned to Alex. R. Bartlett, Windsor, and the creditors had a meeting on October 21.

J. G. Plante, general merchant and saw-miller, St. Victor De Tring, Que., has assigned, and there will be a meeting of his creditors on October 28.

PARTNERSHIPS FORMED AND DISSOLVED.

Dignard & Benoit, grocers, Montreal, have dissolved.

D. J. McIntyre retires from the Alberta Mercantile Co., general merchants, Blairmore, N.W.T.

SALES MADE AND PENDING.

The stock of W. S. Haire, tobacconist, Toronto, has been sold.

McIntyre Bros., general merchants, Duck Lake, N.W.T., have sold out.

The stock of the estate of T. M. Heximer, grocer, etc., Hamilton, is advertised to be sold by auction on October 27.

J. J. Walsh, grocer and liquor merchant, Hamilton, is advertising his business for sale.

George Bishop, general merchant, Dover Centre, Ont., is advertising his business for sale.

The assets of Jules Falardeau, wholesale and retail tobacconist, Montreal, have been sold.

The stock of V. A. Burke, grocer and liquor merchant, Hamilton, is to be sold by bailiff.

CHANGES.

Mendelshon Bros., traders, Montreal, have registered.

T. Poupert & Cie, grocers, Montreal, have registered.

T. Nickerson, general merchant, Atlin, B.C., is out of business.

W. B. Walker, grocer, Hamilton, has sold out to W. P. Chapman.

J. B. Daigneault & Cie, grocers, St. Hyacinthe, Que., have registered.

James Martin, grocer, etc., McGregor, Man., has sold out to G. W. Sager.

L. R. Yankee, general merchant, Arner, Ont., has sold out to G. C. Greaver.

H. T. Ireland, general merchant, Smithfield, Ont., has sold out to W. S. Kemp.

S. P. McGovern, flour and feed merchant, Cayuga, Ont., is giving up business.

Robert Whitney, liquor merchant, MacLeod, N.W.T., is succeeded by Jeff. Davis.

L. O. Grothe has registered for James Falordeau, wholesale and retail tobacconist, Montreal.

Simon Leiser, general merchant, Cumberland, B.C., is succeeded by Simon Leiser & Co., Limited.

W. B. McPherson, general merchant, Bentley, N.W.T., is succeeded by D. Cook.

W. L. Hodnett, general merchant, Minn-ota, Man., is opening a branch at Arrow River.

Hugh Armour, butcher and grocer, Regina, N.W.T., has sold the grocery to W. A. White.

Taylor & George, general merchants, Revelstoke, B.C., are succeeded by Taylor Bros. & George.

FIRES.

A. S. Poirier, grocer, Shediac, N.B., was burned out.

Alex. McNeill, grocer, Shediac, N.B., was burned out.

Mrs. A. J. Cormier, grocer, Shediac, N.B., was burned out.

O. Poirier, general merchant, Shediac, N.B., was burned out.

Isaac Selick, general merchant, Hillsboro, N.B., was burned out.

Simon A. Poirer, general merchant, Shediac, N.B., was burned out.

The store of T. M. Boudreau & Co., grocers, etc., Shediac, N.B., was burned.

Wm. A. Stevens, general merchant, Hillsboro, N.B., was burned out; insurance, \$1,500.

O. M. Melanson & Co., general merchants, Shediac, N.B., were burned out; partially insured.

R. C. Tait, produce and dry goods merchant, Shediac, N.B., was burned out; partially insured.

DEATHS.

Thomas W. Church, grocer, Riverview, N.B., is dead.

To the Dealers.

We have not advanced the price of our tobaccos. Amber Smoking Tobacco, Bobs, Currency and Fair Play Chewing Tobaccos are the same size and price to the consumer as formerly. We have also extended the time for the redemption of Snowshoe Tags to January 1st, 1904.

THE EMPIRE TOBACCO CO.

MONTREAL, QUE.

LIMITED

A decorative border with a repeating floral or scrollwork pattern surrounds the central text.

THE MERITS AND SUPERIORITY OF

CEYLON TEA

BLACK AND GREEN

are the principal factors that have led to the growing desirability among the public for this **healthy, pure, clean, delicious** tea. Facts and figures prove that it is the leading and best-selling tea of to-day. Its high-quality will always retain the position of LEADER it now holds.

"THE EDWARDSBURG BRANDS"

Starch

... and Syrup

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

EDWARDSBURG STARCH CO'Y, Limited
Established 1858.

164 St. James St.,
MONTREAL.

Works:
CARDINAL, ONT.

53 Front St. East,
TORONTO

COFFEE.
JAMES TURNER & CO.

Mecca	per lb.	0 32
Damasous		0 28
Galro		0 20
Sirdar		0 17
Old Dutch Rio		0 12 1/2
E. P. M. REFAU, Montreal.	per lb.	0 25
Gold Crow Java		0 25
Mocha		0 30
Condor Java		0 30
Mocha		0 30
1 year-old Mandehling Java and hand-picked Mocha		0 50
1 lb. Fancy tins choice pure coffee, 48 tins per case		0 20
Madam Huot's Coffee, 1-lb. tins		0 31
2-lb. tins		0 30
100 lb. delivered in Ontario and Quebec.		



Borden's Condensed Milk Co.
 Eagle Brand \$1 85
 Gold Seal Brand 1 30
 Pearl's Brand Evaporated Cream 1 20

CLOTHES PINS.
UNITED FACTORIES LIMITED.
 Clothes Pins (full count), 5 gross in case, per case 0 57
 10z. packages (12 to a case) 0 12
 10z. packages (12 to a case) 0 92

COUPON BOOKS—ALLISON'S.
 For sale in Canada by—The Ely, Blain Co., Limited, Toronto O. O. Beauchemin & Fils, Montreal
 \$1, \$2, \$3, \$5, \$11 and \$20 books.
 Un-numbered 4
 Covers and numbered 4 1/2
 Coupons 3 1/2
 numbered 3 1/2

In lots of less than 100 books: 1 kind assorted 4 1/2 c.
 10 to 50 books 3 1/2 c.
 500 to 1,000 books 3 c.

EXTRACTS.
HENRI JONAS & Co. Per gross.

8 oz London Extracts	\$6 00
2 c. " (no corkscrews)	5 50
2 oz. " "	9 00
2 oz. Spruce essence	6 00
2 oz. " "	9 00
2 oz. Anchr extracts	12 00
4 oz. " "	21 00
1 oz. " "	36 00
1 lb. " "	70 00
1 oz. Flat bottle extracts	9 00
2 oz. " "	18 00
2 oz. Square " "	21 00
4 oz. " " (corked)	36 00
8 oz. " "	72 00

FOOD.

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

GINGER ALE & SODA WATER
 per doz.
 Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water... \$1 40

JAMS AND JELLIES.
SOUTHWELL'S GOODS. per doz
Frank Magor & Co., Agents.

Orange Marmalade	1 80
Clear Jelly Marmalade	2 00
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams, W. F.	1 55
Red Currant Jelly	2 75

Jams—T. UPTON & CO.
 12-oz. glass jars, per doz \$0 95
 1 lb. glass jars 2 doz. in case, per doz 50
 2 1/2-lb. tin pail, 2 doz. in crate, per lb. 0 09
 5-lb. tin pails, 8 pails in crate, per lb. 0 16
 7-lb. wood pails, 6 " " 0 05

14-lb. wood pails, per lb	0 66
30-lb	0 66

Jellies—
 1-lb. glass jars, per doz \$1 51
 7-lb. wood pails, per lb 0 19
 14-lb. " " " " 0 19
 30-lb. " " " " 0 19

LICORICE.
YOUNG & SMYTHE'S LIST.
 5-lb. boxes, wood or paper, per lb \$0 40
 fancy boxes (36 or 50 sticks) per box 1 50
 " Ringed " 5 lb. boxes, per lb 0 40
 " Acme " Pelletr, 5 lb. cans, per can 2 00
 " Acme " Pelletr, fancy boxes 40) per box 1 50
 Tar, Licorice and Tolu Waters, 5 lb. cans, per can 2 00
 Licorice Lollipops, 5 lb. glass jars 1 75
 " " 20 5 lb. cans 1 50
 " Purity " Licorice 10 sticks 1 45
 " " 100 sticks 0 13
 Dulce large cent sticks, 100 in box

LIQUORS.
CCGNAAC IN CASES.
Ph. Richard.

S.O. Quarts, 12's	\$22 50
F.C.	15 00
F.C. 1-15 bottles, 180's	2 00
V.S.O.P.	12 00
V.S.O.P. pints, 24's	13 00
V.S.O.P. 1/2-pints, 48's	14 00
V.S.O.P. 1-3 bottles, 180's	20 00
V.S.O. quarts, 12's	10 00
V.S.O. 1-15 bottles, 180's	18 00
V.O. quarts, 12's	8 50
V.O. pints, 24's	9 50
V.O. 1/2-pints, 48's	10 50
V.O. 1-15 bottles, 180's	14 00
V.O. decanters, 12's	0 50
V.O. " " pints, 20's	13 00
V.O. flasks, Imp. pints, with thumb lrs	9 75
V.O. " Reputed " 24's	10 50
V.O. " " 24's	9 50

Chas. Couturier.
 Quarts, 12's 7 00
 1/2 bottles, 24's 8 00
 1/2 " 48's 9 00
 1-15 bottles, 180's 13 50
 Flasks, 24's 8 00
 1/2 Flasks, 48's 9 00
 Flasks Imperial pint., Copale, 16's 8 00

F. Marion & Co.
 Quarts, 12's 6 00
 1/2 bottles, 24's 7 00
 1/2 " 48's 8 00
 Flasks, reputed 24's 7 00
 Flasks, 1/2-pints, 48's 8 00
 1-15 bottles, 180's 12 50
 Flasks, Imp. pints with thumb lrs, 16's 8 00

Cognac In Wood.
Ph. Richard.

Gals. Oct's	Oct's	Bbls	Hhds.		
Couturier	\$4 00	\$2 95	\$3 85	\$1 80	
Mari n.	3 75	3 00	3 50	3 40	
Ph Richard					
V.S.O.P.	5 50	5 25	5 25	5 00	
Richard					
V.O. proof.	4 55	4 10	4 00	3 90	3 80
Richard 5 up.					
proof V.O.	4 00	3 80	3 70	3 50	3 40
Richard Fine					
champagne	6 00	5 90			

Gin—Pollen & Zoon, in Cases.
 Red, 15's \$ 0 00
 Green, 12's 5 00
 Ponty, 12's 2 50
Gin Pollen & Zoon, in Wood.
 Gals. Oct's. Oct's. Bbls. Hhds.
 Gin, P. & Z. \$3 15 \$3 05 \$3 05 \$3 00 \$2 95
Mitchell Bros. Limited Scotch.
 1 case, 5 cases.
 Heather Dew, ordinary qts. \$ 7 00 \$ 6 75
 12's 12 50 12 25
 Imperial, 12's 11 25 11 00
 Heather Dew, oval flasks, quart, 12's 11 75 11 50
 Special Reserve, oval, pts. 24's 9 00 8 75
 ordinary qts., 12's 9 00 8 75
 Special Reserve, 1/2 bottles, pints, 14's 10 00 9 75
 Extra Special Liqueur, flagon, 12's 9 50 9 25
 Extra Special Liqueur, ordinary bottles, 12's 9 50 9 25
 Heather Dew, flasks, 48's 12 00 11 75
 1/2 flasks, 60's 9 00 8 75
 Mullmore, Imperial oval quart flasks, 12's 10 00 9 75
 Mullmore, fl sks., Imperial pints, 24's 10 50 10 25
 Mullmore, flasks, ordinary pints, 24's 7 75 7 50
 Mullmore, 1/2 flasks, ordinary, 48's 9 00 8 75
 Mullmore, ordinary quarts, 12's 6 50 6 25
 Mullmore ordinary pints 24' 7 50 7 25
Scotch Whisky in Wood.
 Gals. Oct's. Oct's. Bbls.
 9 gals. 17 1/2 als. 40 gals.
 Special Reserve \$1 50 \$1 25 \$1 15 \$3 90
 Heather Dew " A " 4 00 3 85 5 3 65

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

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

A COMPARISON

TRASH A cheap mantle gives a fair-light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:

This is caused by the cheap chemicals which the manufacturer used.



The "Wasp-Waist" Cheap chemical.

QUALITY A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark **A** on. It guarantees you **A** the best that is made and will satisfy your customers.



The Auer Light Mantle Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.
Write us if you are interested.
AUER LIGHT CO., MONTREAL

"Empire" Soda

BEST FOR BAKING.

Made in England by
BRUNNER, MOND & CO.

Used in Canada by
All Careful Housekeepers.

WHY ISN'T IT IN YOUR STOCK?

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SOLE AGENTS FOR CANADA,
MONTREAL.

ADVERTISING in WESTERN CANADA
will be Carefully, Efficiently, and Promptly attended to by
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The Newspaper with the Largest Circulation in Jamaica and the West Indies.

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Write for scale of charges, etc., to
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Limited
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Patent Strawboard Berry Box
Grain and Root Baskets,
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Butcher Baskets,

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

THE . . .
Oakville Basket Co.
Oakville, Ont.

BUSINESS NEWS

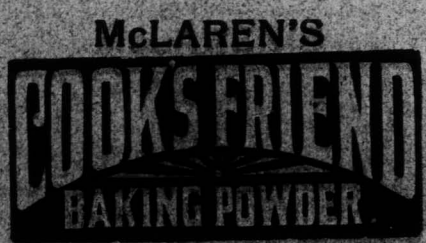
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.



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



Don't use this kind of a light

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.



For Lime Flint.

LAMP CHIMNEYS

WITH THESE LABELS

ARE THE BEST.



For Lead Flint.

GOWANS, KENT & CO.

Wholesale

Crockery and Glassware
China and Lamp Goods

TORONTO and WINNIPEG.

SATISFIED CUSTOMERS

It's a mighty big thing to have your customers satisfied. You can always have them that way if you sell them reliable goods.

We're very careful in preparing

Wethey's Mince Meat.



We see that only the choicest and most nourishing meats and fruits are used and the whole spiced, so that you have

Mince Meat just like your mother made. Your customers will tell you that Wethey's makes most delicious Mince Pies, crisp and succulent.

Absolutely clean. Put up in attractive "brick" package.

Prepared only by

J. H. Wethey, Limited, St. Catharines, Ont.

Crosse & Blackwell's Candied Peels.
Crosse & Blackwell's Candied Ginger.
Crosse & Blackwell's Plum Puddings.

C. E. COLSON & SON,

MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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

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