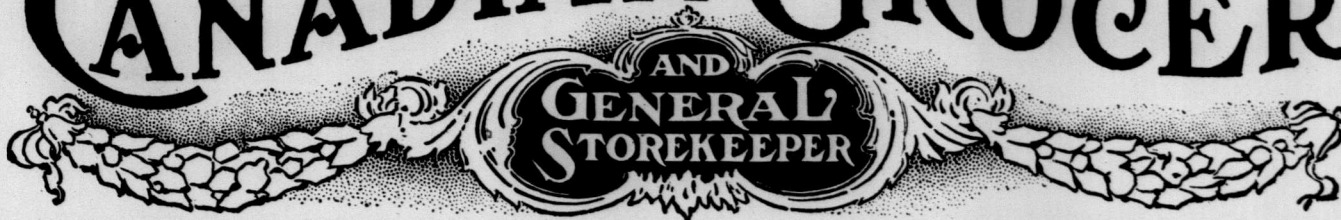


PUBLISHED EVERY  
FRIDAY

THE

CIRCULATES IN  
EVERY PROVINCE

# CANADIAN GROCER



## COLMAN'S MUSTARD



**BEST ON EARTH**

## CARR & CO.'S BISCUITS



Do you want a fancy line of Biscuits, something different from the  
**Man across the way?**

We will bring you out an assorted case. State your require-  
ments and we will give prices and terms.

**FRANK MAGOR & CO.,**

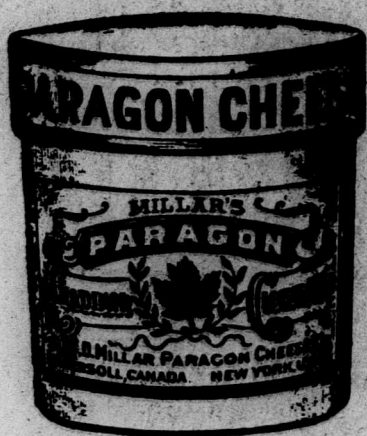
Agents for the Dominion.

16 St. John Street, MONTREAL

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



THE CANADIAN GROCER



# Millar's Paragon Cheese

has met with spontaneous popularity from the public, because it meets in every respect the demand for a high-class article at a reasonable cost.

Manufactured by

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

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

A popular name — **“ROBERTS”**

especially when connected with

**KHAKI BUTTER SCOTCH**, a first-class, old-fashioned toffee in new form and package. Sells well with fair profit.

**CANADIAN BUTTER NUTS** are made specially for the Canadian market.

Are pure and wholesome. Made from best materials. Attractive package.

Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods.

**EBENEZER ROBERTS, LIMITED, LONDON, ENG.**

Canadian Agents: **C. E. OLSON & SON, MONTREAL.**

Rotary  
Smoked Beef Shaver  
with Patented  
Self-Sharpening Device



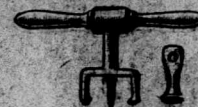
No. 125, 2 Blades, \$18.00  
No. 129, 1 Blade, 15.00

Self-Priming and  
Measuring Pump



No. 97, \$3.50

Auger for above Pump



No. 97, 60 cents

## “ENTERPRISE”

*Rapid Grinding and Pulverizing Mill*

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

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

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

### GRINDING CAPACITY

#### FAST SPEED

Granulating 3 pounds of Coffee per minute

#### SLOW SPEED

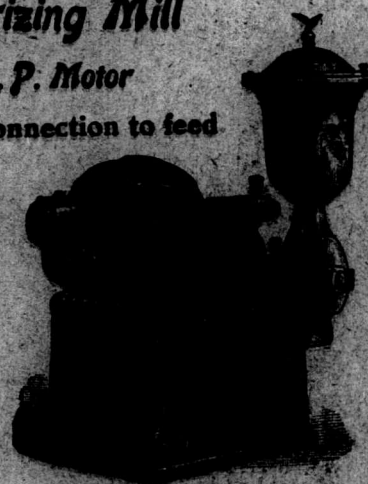
Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

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

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 8712

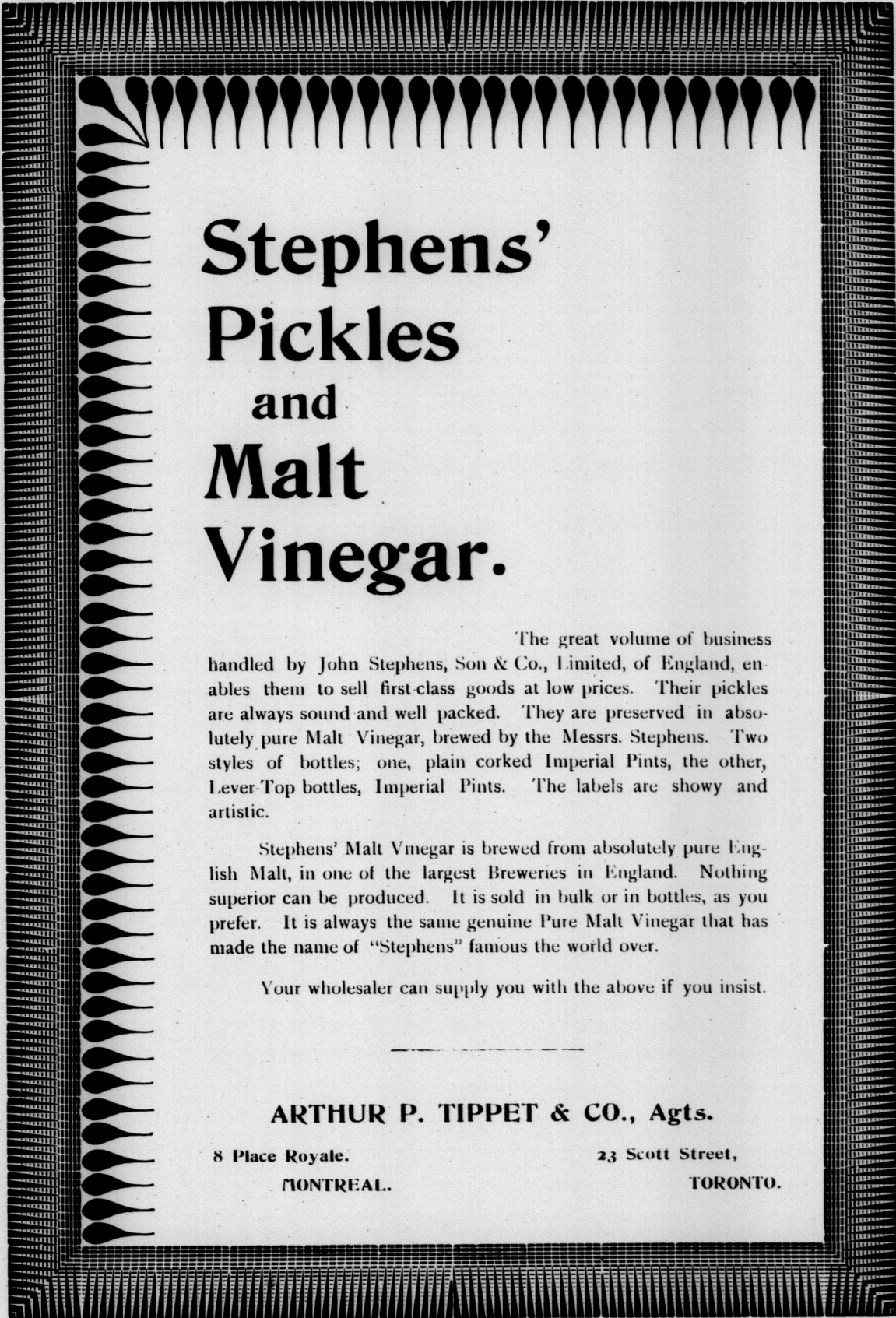
Height, 30 inches. Width, 18 inches.  
Length, 22 inches. Weight, 260 lbs.

Capacity of Iron Hopper  
4 lbs. of Coffee

PRICE ON APPLICATION

**The Enterprise Manufacturing Co. of Pa.**  
Philadelphia, Pa., U. S. A.





# Stephens' Pickles and Malt Vinegar.

The great volume of business handled by John Stephens, Son & Co., Limited, of England, enables them to sell first-class goods at low prices. Their pickles are always sound and well packed. They are preserved in absolutely pure Malt Vinegar, brewed by the Messrs. Stephens. Two styles of bottles; one, plain corked Imperial Pints, the other, Lever-Top bottles, Imperial Pints. The labels are showy and artistic.

Stephens' Malt Vinegar is brewed from absolutely pure English Malt, in one of the largest Breweries in England. Nothing superior can be produced. It is sold in bulk or in bottles, as you prefer. It is always the same genuine Pure Malt Vinegar that has made the name of "Stephens" famous the world over.

Your wholesaler can supply you with the above if you insist.

---

**ARTHUR P. TIPPET & CO., Agts.**

8 Place Royale.

MONTREAL.

23 Scott Street,

TORONTO.



# GOOD JUDGMENT

is the grocer's best friend. He who is aiming to attract trade his direction, and get the upper hand of a competitor, will display good judgment in buying goods that will induce people to deal continuously at his place of business. The grocers who select

## JONAS' FLAVORING EXTRACTS



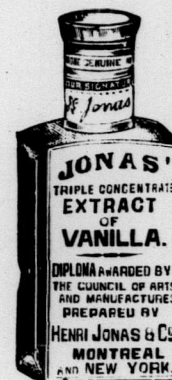
have learned from experience that the high quality which is steadfastly maintained in every bottle creates a continuous demand for them.

You may seek the world over for flavoring extracts of higher quality and you will not find them.

Show your customers that you have good sound judgment by selling and recommending Jonas' Flavoring Extracts, and they will appreciate your efforts to satisfy their requirements.

**PURITY  
RICHNESS  
STRENGTH**

are the predominating features in  
**JONAS' FLAVORING EXTRACTS.**



**Henri Jonas & Co., - Montreal**





## Payne's Pharaoh Cigar.

The first profit you make from the sale of my Pharaoh Cigar is simply the stepping-stone which leads to other profits—because the Pharaoh has never yet failed to satisfy the most critical smoker. It has a clear Havana filler (each cigar is the same clear Havana) and the choicest Sumatra wrapper that money can buy. It burns freely and is sweet down to the last whiff.

The customer who is once a buyer of the Pharaoh pays you a steady profit, because, after that, he will buy no other.

It pays to sell the "Pharaoh."

J. BRUCE PAYNE, Mfr., GRANBY, QUE.



Retails  
for 10c.

## Buying Pickles For Early Fall.

The wide-awake grocer stocks up early for each season's trade. What about pickles? The stock will not be complete unless you have the various lines of the famous

### "STERLING" BRAND PICKLES

on your shelves. They ever give complete satisfaction to the most fastidious customers.

—ASK YOUR WHOLESALER  
—FOR QUOTATIONS.

**T. A. LYTTLE & CO.**

124-128 Richmond St. West.

TORONTO

# What He Said } about **MOLINA** (The Wheat Breakfast Food)

We just received a letter this morning (August 19th) which shows once more the steadfast loyalty with which the friends of "High-Quality" goods stand by them. We would publish the name of the writer (but have not had time to ask his permission) who is one of the most successful grocers in Western Ontario. This is what he writes under date of August 17th:

"We were under the painful necessity of removing a Gent. from our shop a few days ago, who claimed to be offering a much better Rolled Wheat than 'TILLSON'S.' We protested against the slander of so good an article, and were told we did not know what we were talking about, hence, the cause of asking the offender to take a walk—he left.  
"Yours truly, \_\_\_\_\_"

Does quality count? Surely when it makes friends like this.

**THE TILLSON CO'Y, Limited, TILSONBURG, ONT.**



*To Aunt Maud  
5-9-11*



TEA PICKING GARDEN, JAPAN.

There are two distinct classes of Tea

VIZ:

JAPAN TEA and OTHER KINDS.

When you take into consideration the following facts, we feel confident that you will agree with us that

# JAPAN TEA

is best for your trade and best for your customers :

It is prepared from the finest leaves and buds.  
The processes through which it passes are of the cleanest.  
It possesses the strongest flavor and most excellent aroma.  
It is the only refreshing drink of the kind.  
Government inspection guarantees its wholesomeness and purity.

Japan Tea is the Tea for Canadian People "Par Excellence."

JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.

Trafalgar Chambers, Sun Life Building  
Annex.

Tel. Main 4142. MONTREAL, CANADA.



**IMPERIAL**  
 CREAM TARTAR  
  
**BAKING POWDER**  
 PUREST, STRONGEST, BEST.  
 Contains no Alum, Ammonia, Lime, Phosphates, or any Injurious.  
 E. W. GILLET, Toronto, Ont.

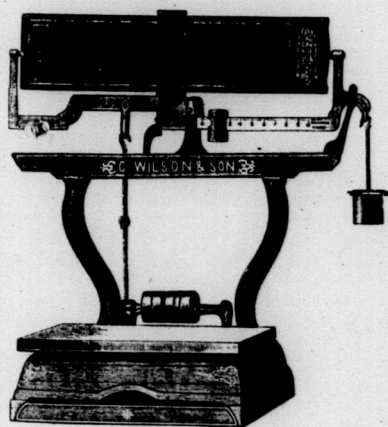
THAT  
**IVORY GLOSS STARCH**  
 is worth its weight in gold

is the opinion of all housekeepers. Any grocer who desires to meet the requirements of his customers will not be without it.

—Manufactured by—  
**The St. Lawrence Starch Co., Limited**  
 PORT CREDIT, ONT.

# James "Dome" Lead.

*THE BEST IS GOOD ENOUGH FOR ANYONE.*



## WILSON'S SCALES

ARE AS GOOD AS A GOVERNMENT BOND.

The grocer can get a Tea Scale that will turn with a postage stamp, or a Computing Scale that will count the money and show the weight of goods at the same time.

Highest Medal at Chicago, and Paris, France.

Easy terms of payment.

**C. WILSON & SON**

Get Prices.

69 Esplanade Street East, TORONTO, ONT.



To the trade—



WE HAVE THE FINEST SELECTED VALENCIAS IN CANADA AND WILL GIVE THEM TO YOU AT A LOW PRICE.

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.



A  
Sure  
Seller.



PINT AND HALF-PINT  
BOTTLES.

Sold by all Wholesale Grocers



## Batty & Co.

ESTABLISHED 1894

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

Makers of High-class

PICKLES  
OF  
ALL KINDS.



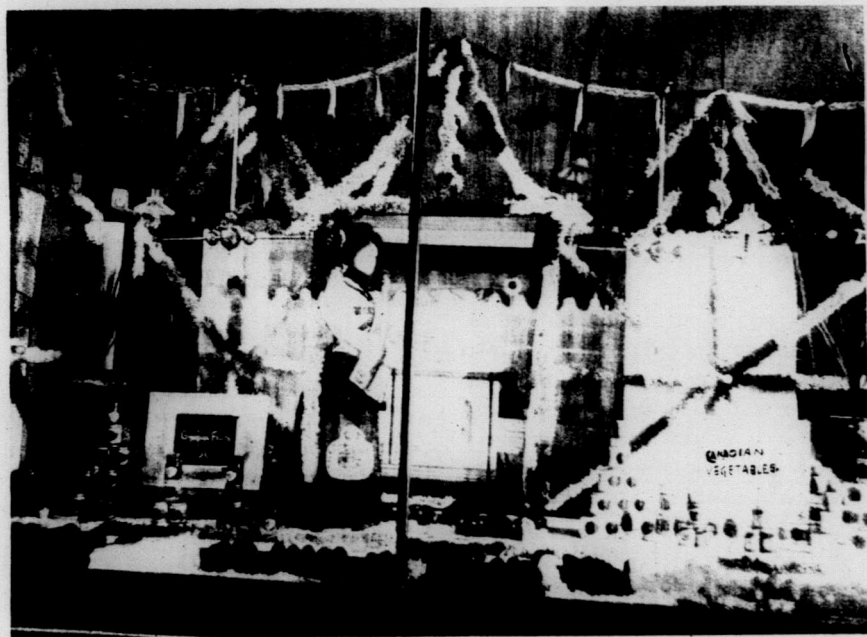
SAUCES  
OF  
ALL KINDS.



## A PRIZE WINDOW DISPLAY.

THE accompanying cut shows the window of William Hunter & Co., Nelson, B.C., which was awarded the first prize in the Dominion Day competition. The window was arranged by Charles Longhurst, the firm's head clerk. "J. M." sends the following description of the display :

"Color scheme, red, white and blue. Background, plaited bunting trimmed with tissue paper. Centrepiece, canopy made of plaited bunting, at back of which was hanging a map of Canada, under the canopy a female figure pointing to the map and representing Miss Canada ; card fastened to the map with these words, 'Canada our Country.' Right-hand side of window was a display of Canadian vegetables, and on left-hand side of window a display of Canadian fruits, while along front of window



A Prize Window.

the words 'Welcome to Nelson,' with oranges. Encircling the window were colored electric lights."

## MR. JEREMIAH COLMAN.

From Grocers' Assistant, London.

WE have heard a great deal lately about the British manufacturer that is not greatly to his credit. The organs of public opinion have lectured him with the gusto due to such superior "copy," and tolerant as the "O.P.O.'s" generally are to conservatism in its political aspect, they will have none of it in business, if it undermines the commercial supremacy of Britain.

The British merchant is, so they say, slow, very, very slow, to avail himself of

the new forces which science is constantly placing at the disposal of capital. In fact, the British merchant is said to be behind the times, and that Americans are making good their boast to "lick creation."

The British merchant himself does not appear to be very much concerned about the matter, but some of his friends have apologized and explained, without being convincing. They say the position of the British merchant, if he is behind his competitors in the world's market, is due to restriction imposed by the law of the land and of labor. If labor were more docile, and paid more consideration to the risks of capital, and less to the dividends, and if the law of the land did not interfere with child and woman's labor, and—if competition were not so keen—the British merchant could still whack the foreigner.

What is the truth of this matter? When has labour organized or unorganized, sought to prevent capital from providing more scientific methods to lighten labour, and make it more productive? It were a sacrilege to use the power of Science to increase the burden on labour, and to increase the horror intensity of the worker's life. The application of the utmost scientific knowledge to the process of manufacture and the conduct of every industry is imperative, if the sum of human happiness is to be increased. The merchant or nation of merchants that do this will attain a supremacy in a wider world than the world of commerce.

In spite of the croaking of the pessimists,

there are manufacturers in this country, and connected with the grocery trade, too, who have demonstrated beyond cavil that scientific methods applied to manufacture and the conduct of an industry may be safely undertaken with advantage to capital and to labour and the consumer in every respect. Pre-eminent among these is the firm of Messrs. J. and J. Colman, Limited, of London and Norwich, proprietors of the Carrow Works, and the founders of Carrow Colony.

This stupendous business, whose products are known, and favorably known, all over the world, was established in 1777. Its history shows a continuous growth, not merely in the volume of trade, but in its methods. No new idea, contrivance, or useful invention, that could be utilized has ever had an unwelcome reception at the Carrow Works. For three-quarters of a mile its factories extend along the river front, and cover 32 acres of ground. The commodities prepared are, chiefly, mustard, starch, blue and self-rising flour, but none of the by-products of the raw material used are neglected; even the husks of the mustard seed are made into a salable article, after the oil has been extracted. Mechanical appliances to lighten the human labor are used for every practical purpose. Boxes and casks are made and filled by machinery, and packets of starch are wrapped by machines. Feed them and they will go on for ever. The same watchfulness that is shown to secure and apply every new improvement that science can provide or experience can suggest, is shown in all matters affecting the conditions under which its nearly 3,000 employes perform their duties. This is the tradition of the Carrow Works, and it is unquestionably the secret of its success.

Mr. Jeremiah Colman, the chairman of the company, would, if his own inclinations only were consulted, prefer a much quieter life than a sense of duty permit him to enjoy. The owner of a historic estate at Gatton Park, which, in the prereform days, returned two members to Parliament, he is never so happy as when he can snatch a few hours away from the responsibilities and anxieties connected with business or country duties, and feel literally at home surrounded by his family circle, able to study and enjoy matters horticultural and agricultural, and the recreations becoming the life of a country gentleman, but no man can occupy such a position in commercial circles as is his, without having to take a place in the public life and duties of his country.

He is a Justice of the Peace and Deputy Lieutenant of the County of Surrey, and one of His Majesty's Lieutenants for the City of London. He has been High Sheriff of his county and Master of the Worshipful Com-





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.

pany of Skinners. He has been chairman of the Court of Governors of the Tonbridge and other schools, and is vice-chairman of the Commercial Union Assurance Co., Limited. He succeeded the late Viscount Oxenbridge as president of the Redhill Literary Institute. He is an advocate of technical and secondary education, and believes that England's commercial prosperity depends upon a development of our educational system. In his university days he was captain of his college cricket eleven—surely a diversity of interests and activity. In politics a Liberal, the way he has used his great influence outside the House of Commons leaves no regret that he has, so far, refused to stand for election to that assembly.

Mr. Colman has opinions on the question of what contributes to success in life. He attaches importance to method, exactness, punctuality—thoroughness, in fact. He sympathizes with those who fail, but thinks that failure is more often due to lack of application than to lack of ability. He dislikes unbusiness-like ways in business matters, and likes to have a concise statement—the exclusion of irrelevant matter. "Consider carefully what has to be accomplished; when the facts before you are weighed, decide to the best of your judgment, and act firmly and promptly," is the sum and substance of Mr. Colman's advice to those seeking the road to success.

A man of wide views, unostentatious, tolerant and generous; a prince among merchant princes.

#### INQUIRIES AND ANSWERS.

##### PURCHASERS OF ASHES.

An inquiry for the names of purchasers of wood ashes in car-load lots appeared in last week's issue. D. Richards, of the Oxford Soap Works, Woodstock, Ont., writes that The Bowker Fertilizer, Co., Boston, Mass. and Munroe Bros, Oswego, N. Y., are the largest purchasers of Canadian wood ashes, and Mr. Richards says that last year over 6,000 car-loads were exported to

New York and to the New England States. The following, he says, sell wood ashes in bags, barrels or bulk: F. R. Lalor, Dunnville, Ont.; A. P. Joynt, Seaforth, Ont.; John Joynet, Lucknow, Ont.; Fred Richards, Culloden, Ont.; H. Richards, Bothwell, Ont.; Thomas Potts, Brantford, Ont.

#### PROPOSAL REGARDING CANNED GOODS.

Editor CANADIAN GROCER,—It does not require abnormal perspicacity to see that the wholesale and retail grocery trade are heartily sick of the canned goods business. Several times during the past few months we have heard men in the business say that they were so disgusted with the line that they were inclined to drop it altogether. They seemed to have lost all hope of a remedy for the depression that has been the chief feature of the market for some years. They have seen fall down one by one every scheme that has been formulated to bolster up values, and now they are disheartened.

Last year opened out well, and several firms stocked up exceedingly heavily while everybody purchased freely and with confidence. But what happened is known to everyone in the trade. The market went to pieces, and early in January wholesale values descended below cost. Even so far back as that there were travellers ordered not to push canned goods. Managers had concluded that they would sooner not deal in the article at all than turn it over at a sheer loss in payment for interest, insurance, freight and other expense charges.

It was not as if it were a speculative loss. Such are bound to come at times, and can be faced as such. But this came out of the constitution of the market, and it has been realized that that constitution must be changed ere gains can be made. Naturally the wholesalers blame the canners, and in reply the latter say the distributors cause their own losses by throat-cutting.

At all events, some radical change is

necessary. Canned goods have come to be the staple article in the grocery trade around which price-cutting centres. Other articles have been in similar positions. Sugar was once a profitless commodity. Rice, starch and other necessities were exactly the same bugbears to the wholesalers at one time. They threatened to eat the insides out of the business. Yet all this has been changed. Then, why not work the same change in regard to canned goods?

I believe that it can be done—simply by putting canned goods on a fair wholesale combine basis. Previous to this year the plan has not been feasible, for the canners have been apart and the large number of brands were an insurmountable barrier to a uniform price. But now all packs are placed upon the same footing and the canners' syndicate are in the same position to set the wholesale prices as well as their own, just as the Sugar Refiners' Association does in regard to sugar, or as the Canadian rice mill does in regard to rice, or the starch firms with starch. The idea has been worked successfully in ten or a dozen different lines; why not in canned goods? I believe the matter merits the earnest consideration of the canners' syndicate, and any scheme it might devise along this line I believe would receive the unstinted approbation of the wholesale and retail trade.

It is not as if it would be an attempt to extort exorbitant prices from the consumer. Last summer and fall wholesalers were selling "futures" in canned goods at a profit of 1, 1½ or 2¼c. per dozen. This was the highest rate of profit. How can a healthy business be conducted on such a margin? It's simply impossible. I believe that 8 to 10 per cent. is the least profit that should be allowed. Let the canners force the wholesalers to take this much and they will remove the sickness of an unhealthy market and set a crippled business on a better and firmer footing.

CAN.

August 19, 1901.



**Our Order Books give evidence of our stride in the  
Coffee Trade. Our leaders are**

***L. S. & B. No. 1***

***EXTRA, EMPIRE.***

**LUCAS, STEELE & BRISTOL, - - HAMILTON.**

**THE RETAIL GROCER should sell WILSON'S FLY PADS.**

**BECAUSE they are 300 times cheaper than Sticky Paper.**

**BECAUSE they are vastly superior to any other Fly Poison.**

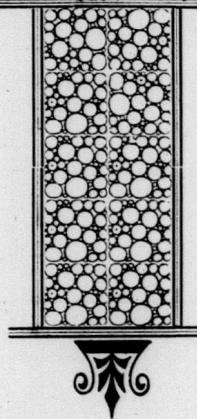
**BECAUSE they always give satisfaction.**

**BECAUSE they pay 100% profit.**

Avoid Unsatisfactory Imitations.

**Archdale Wilson, Hamilton, Ont.**

## **A Huge Success.**



Our travelers enjoyed their holidays amazingly.

We enjoyed the largest letter order business since inception of this firm in 1845, and for the same we heartily thank our customers.

**JAMES TURNER & CO.**

Wholesale Grocers.

HAMILTON, ONT.



## TORONTO EXHIBITION, AUG. 26 -- SEPT. 7.

A cordial invitation extended to all our customers and intending buyers to visit us when in the city.

Office and Warehouse. 49 Front Street East.

### Thos. Kinnear & Co., Wholesale Grocers. Toronto.

#### BUSINESS CHANGES.

##### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**H.** HUDON & CO., general merchants, St. Angele (Rimouski), Que., have affected a compromise.

Z. Harvey, general merchant, St. Hilarion, Que., is offering 25c. on the dollar.

Bowman Bros., crockery dealers, Sydney, N.S., have assigned to H. S. Ross.

L. A. Wright & Co., grocers, etc., Picton, Ont., have assigned to Wm. R. Wright.

The Ashcroft Trading Co., general merchants, Ashcroft, B.C., are offering to compromise.

Alexander Cowan, general merchant, Kingsville, Ont., has assigned to C. B. Armstrong.

A meeting of the creditors of Ludger Hould, general merchant, Gentilly, Ont., has been held.

Alex. Desmarreau has registered as curator of N. Messier & Co., provision dealers, Montreal.

A meeting of the creditors of Honore Tharwette, general merchant, St. Lazare de Vaudreuil, Ont., has been held.

A meeting of the creditors of Gaspard Charette, general merchant, St. Marie de Blandford, Que., has been held.

A meeting to appoint a curator for G.

Charette, general merchant, St. Marie de Blandford, Que., has been held.

A meeting of the creditors of Black & Co., general merchants, Hawkesville, Ont., has been called for to day (Friday).

##### PARTNERSHIPS FORMED AND DISSOLVED.

McIntyre & Co., grocers, Columbia, B.C., have dissolved, and J. A. McIntyre continues.

##### SALES MADE AND PENDING.

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

The stock of Louis Bedard, tobacconist, etc., Ottawa, has been sold.

John S. McInnes, general merchant, Glace Bay, N.S., has sold out.

The assets of J. R. Dufreene, tobacconist, etc., Montreal, are to be sold.

The assets of E. E. Wells, general merchant, Frelighsburg, Que., are to be sold on August 27.

The stock of the estate of G. E. Nugent, general merchant, Hazel Cliffe, N.W.T., will be sold by auction on September 3.

The stock of V. Leblanc & Co., general merchants, Hull, Que., who recently assigned, has been sold at 60c. on the dollar.

#### CHANGES.

Isaiah Herbert has registered as general merchant in Shawenegan Falls, Que.

W. H. Day crockery dealer, etc., St. Thomas, Ont., is removing to London.

Lemuel Welch, general merchant, Wheatley, Ont., has sold out to Whitney Bros.

Thomas G. Harlton, general merchant, Shipka, Ont., has sold out to H. Wing.

Mrs. M. H. Desrosiers has registered as grocer in Montreal in her husband's name.

Morse & Jack, general merchants, Blenheim, Ont., have sold out to Robinson & Co.

T. G. Tennant, general merchant, Newry, Ont., has sold out to Richard Common.

N. M. Lander, confectioner and fruiterer, Edmonton, N.W.T., has been succeeded by J. E. Bildeau.

Esdras Guerin has registered under the style of E. Guerin & Co., general merchants, St. John, Que.

N. Mailhout, has registered under the style of E. E. Mailhout & Frere, cigar manufacturers, Three Rivers, Que.

#### DEATHS.

George Lambert, grocer, Levis, Que., is dead.



# DON'T BE .. MISLED

by appearances. There are other jars that look like ours on the outside, but your customers will soon detect the difference in the contents.





# CANNED MEATS.

POTTED AND DEVILLED.

ALL KINDS.

# THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

### TERMS AND DATINGS.

(By M. A. Dean.)

It is only at the close of the fiscal year, when the inventory has been taken and the books balanced, that the jobber comes to realize that somewhere, or somehow, something has entered into the conduct of his business which has materially affected the net results, and which does not appear either in the merchandise or expense account. This invisible disturber of the profit account has doubtless appeared in all our balances, and has caused more serious thinking than we like to admit; and it is a dangerous element in business, for the reason that it trifles with the fundamental principles of good merchandising, and whenever these are disturbed, the cost can hardly be estimated.

The topic under consideration, viz., "Terms and Datings," is an important one, for the reason that it represents one of the sources of disappointment when the balance of the profit account is taken, and these, when recklessly abused by any jobbing house, not only seriously disturb the business of that house, but affect trade quite generally.

In speaking of "Terms," we mean that rule in business which governs the time for which credit is given for goods bought and the discounts allowed for anticipated settlements.

By "Datings," we refer to the arbitrary method by which dates are fixed on in-

voices or contracts without regard to time of purchase or delivery of the goods, and by means of which additional time is granted without remuneration.

Inasmuch as time or discount, or both, are factors in nearly every transaction by which goods are bought and sold, it is important that the jobber ascertain as closely as possible the amount of discounts secured on his purchases and those allowed on his sales, in order that he may adjust his terms without loss to himself and yet with fairness to the trade. While an equitable basis may have been reached in the earlier days, when more liberal discounts were obtained by the jobber than are now secured, we are compelled, by a careful estimate, to admit that to-day we are sufferers from our indifference to the extent of many thousands of dollars, even on the basis of strict adherence to our present terms; and where concessions have been made the loss has been increased to that extent.

For the purpose of illustration, let us take a business employing a capital of \$200,000:

We estimate yearly purchases.....	\$1,000,000
Bought for net cash, 15 per cent.....	150,000
	\$ 850,000
Average per cent. discount, 1½.....	12,750
Annual sales.....	\$1,100,000
Average per cent. discount allowed, 1½.....	16,500
Loss.....	\$ 3,750
or ½ per cent. on the capital.	

There is an apparent discrepancy in the figures showing percentage on sales as compared with purchases; but it must be borne in mind that in the grocery line, for instance, net cash sales are too limited to be considered, and the discount allowed on tea

and other goods in excess of the percentage received, will make the average percentage nearly as shown.

It is not intended to suggest amendments or changes in terms, but we appeal to the credit men to destroy, if possible, the practice of allowing all manner of terms and datings as an inducement to trade. No permanent advantage can possibly accrue from a violation of terms, and a strict adherence to them will not only save us this invisible enemy, but will enable us to conduct business on a basis that will be more satisfactory to the trade and more in harmony with true business principles. The temptation is strong when a salesman sends in an order from a desirable customer showing a nice profit, to overlook the extra one per cent. discount or the additional thirty days' time, or the dating of the invoice the first of the following month, as allowed by the salesman; for are we not all desirous of increasing our sales and striving hard to secure our share of the business? But let us always have in mind that here is one of the dangerous leaks in the dykes; and the credit man who will refuse to pass such an order will help to turn back the tide, which threatens to become serious if not checked.

### ADVERTISING WISDOM.

Suppose you're ad. don't pull at fast—  
 What be you goin' tur dew?  
 Throw up the sponge an' quit the race,  
 An' tell the folks yew're thru?  
 Uv course yew hain't, yew're goin' tur try  
 An' try an' try ag'in;  
 Bimeby success will crown yew're ads.,  
 An' then yew'll git the tin.

—Advertising Experience.



There are no goods that can approach

## UPTON'S

Jams, Jellies and Marmalade for their high quality.

The best people use it.  
 The best grocers handle it.

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



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

**G**ALLON apples are decidedly firmer in London, England, and very few parcels of choice quality now remain on that market.

New crop Denia onions for prompt shipment from the other side are offered on the basis of 2s. per crate c. and f. There seems little disposition among buyers here to speculate in the article at that figure. Crop advices report the outlook favorable for a large crop.—N. Y. Journal of Commerce.

### PRICES FOR PRUNES.

A press despatch from San Jose, Cal., says: "President Woods, of The Cured Fruit Association says that the 21,000,000 pounds sold to The California Packers' Company was believed to be for members individually. The packers have raised prices considerably over the purchase price. With prices \$30 to \$40 per ton on green prunes the new crop will have better prices this year than ever before."

### PUGET SOUND SALMON PACK.

Coast advices, reporting on the salmon run on Puget Sound, say: "In some canneries there was a scarcity of help, which caused an advance to be paid so as to handle the fish. The pack shows a most decided increase over that of 1900. Press accounts of the run are highly colored, as they usually are, yet it is the biggest since 1897. The canneries on the Puget Sound can pack with a good run 50,000 cases a day. This can be increased if there is plenty of help. Whether this number of cases has been turned out in any one day since the big run set in we are not advised."

### CURRENTS IN GREAT BRITAIN.

The market for currants remains steady for the better qualities, but there has been some further decline in Provincial. The latter is less inquired for than the former, but the general volume of trade is satisfactory for the time of year. The supply of Vostizza and Gulph currants is shrinking rapidly under the heavy demand made upon it, and this fact, when viewed in conjunction with a revival of the demand from the outports, would seem to indicate that a further decline in prices can scarcely be hoped for in the immediate future. A strictly hand-to-mouth policy of buying would, however, appear to strongly recommend itself, as new Provincial fruit which, according to reports, will be of excellent quality, can be bought to arrive early in September at prices some shillings below the cheapest quotation for common Gulph fruit of the present season, with which it will probably compare favorably in appearance. Unless some unlooked-for development should arise to cause an important increase in the price of new Provincial, holders of this growth of the present crop are doubtless well advised in disposing of their stock as quickly as possible as the new fruit will in all probability be immensely superior in quality to the old and at the same time much cheaper.—Produce Markets' Review.

### BALTIMORE PEACH PACK.

Mail advices in New York from Baltimore on new pack of peaches report the following quotations subject to confirmation,

regular terms f.o.b. Baltimore: Standard, 3s., pie, 70c.; do gallon pie, unpeeled, white, \$2.25; do gallon, yellow, \$2.50; second 2s, white, 72 1-2c.; do 2s, half yellow, 75c.; do 2s, all yellow, 77 1-2c.; white 3s, pie, peeled, 85c.; yellow 3s, pie, peeled, 90c.; second 3s, white, 95c.; do 3s, half yellow, 97 1-2c.; do 3s, yellow, \$1; standard 2s, white, 90c.; do 2s, half yellow, 92 1-2c.; do 2s, all yellow, 95c.; fair standard 3s, white, \$1.10; do half yellow, \$1.15; do all yellow, \$1.20; good standard, 3s, white, \$1.20; do half yellow, \$1.25; do all yellow, \$1.30; extra standard 3s, white, \$1.40, and do yellow, \$1.50.

It is understood that these prices are somewhat speculative. Packers' prices, so far as can be learned, have not been named as yet. The basis indicated is considered rather high for the new pack, in view of the reports as to the new crop prospects, although it is conceded in late advices that the output will not be over two-thirds of that of last year. Estimates as to the probable yield place the total for the Maryland and Delaware sections as not over 2,700,000 baskets, against about 4,000,000 baskets last year.

### CANNED SALMON IN LONDON.

There is no improvement in the demand for salmon, and quotations are rather easier. The daily reports of the salmon catch on the Skeena and Fraser rivers are noted with interest, for on the out-turn of these, valuations for the coming season practically depend. Up to the time of writing, the catch has been small, but it is too early to give an opinion whether the pack will be large or small, as the fishing on the Fraser will not end until about the 25th of August.—Produce Markets' Review.

### CALIFORNIAN ORANGE CROP.

Regarding the new crop of Californian oranges mail advices from Redlands report: "As the orange season draws to a close, we are all interested in the coming crop, and, although it is very early to tell very much about it, we can get an idea as to the approximate amount by comparing the amount of new oranges set in the trees with the amount a year ago. Different districts make different reports regarding this, a few shipping points claiming that they will have considerable increase over last year. But the majority of the districts report the prospective crop no larger than last year, and possibly not as large. Taking all districts into consideration, prospects are that navels will run a lighter crop than last year, while seedlings will show some increase. In all probability, the natural increase occasioned by the trees getting older will make up for the lighter crop, and we expect to see just about as many oranges shipped next season as will be shipped this season."

### OUTLOOK FOR NEW PRUNES.

A private telegram from the Coast states that The Cured Fruit Association is offering old-crop prunes on the 3 1-4c. basis for the four sizes. The advices state that sizes 50s. to 80s. only are offered. For 50s. to 60s., 4 1-2c.; 60s. to 70s., 4c.; 70s. to 80s., 3 1-2c., and 80s. to 90s., 3c. f.o.b. the Coast in bags, with the usual advance for 25-lb. bags. One agent here has been advised to sell only subject to confirmation of prices. It is intimated also that the association will open higher than the 3 1-4 cent basis for the four sizes on new crop.

A report is current here also that sales of new crop have been made in this market on the basis of 3 1-2c. for the four sizes f.o.b. the Coast. We were unable to confirm this report and the statement is received with reservation in many quarters. It could not be learned that any important business had been done in this market on old crop fruit at the prices just made. It is generally believed, however, that new crop will open up to that basis if not higher in view of the short crop of apples both here and abroad and the short crop of prunes in France. Late advices figure on a crop of not over 35,000,000 pounds in France. The spot situation is undoubtedly very strong, and the most conservative dealers here look for a favorable business in most lines of dried fruits, prices it is believed being high enough to prevent any heavy purchases at the outset.—N. Y. Journal of Commerce.

### COAST SALMON COMBINE.

A press despatch from Seattle, says: "The Pacific Packing & Navigation Company opened general offices at Seattle today, T. B. McGovern being in control pending the election of officers by the full Board of Directors. Delafield, McGovern & Co. have been made selling agents for the present season. Philip F. Kelly will represent all selling interests at Seattle, and efforts on Western export business will be a special feature."

The following prices for domestic trade were made to-day: Alaska red, talls, 95c.; medium red, 85c.; pink, 70c.; sockeye, talls, \$1.10; flats, \$1.25; halves, 85c.; spring, talls, \$1.25; flats, \$1.40; halves, 92 1-2c.; cohoes, talls, 90c.; flats, \$1.05; halves, 72 1-2c.; humpbacks, talls, 70c.

The company's Alaska canneries report a full pack, with red fish and heavier percentage. Puget Sound canneries have a full pack of sockeye, but the run has partly quit."

### INQUIRIES REGARDING CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's office in London, England:

1. A fruit salesman and commission agent in Leeds desires to correspond with exporters of Canadian fruit and poultry who require representation.
2. An agent in London, who is conversant with the provision and fruit trade, is open to take up the agency of Canadian shippers who can utilize his services.
3. Inquiry is made for particulars of partly opened out copper claims in Canada for development purposes.

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries regarding Canadian trade:

4. A London house desires names of Canadian producers of graphite who can offer supplies.
2. A London timber merchant intends visiting Canada in September with the object of arranging for regular supplies of shooks for fruit and egg cases, and would like to hear from manufacturers in a position to furnish same.
3. A house doing business in the United Kingdom and South Africa wishes to arrange for exclusive agencies for the latter country in Canadian flour, leather, woodenware, lobsters, cheese, furniture, doors, etc.

[The names of the firms or individuals making the above inquiries will be furnished on application to the Editor of THE CANADIAN GROCER.]



# IF A DOUBT EXISTS

as to the distinctive merits  
of . . . . .

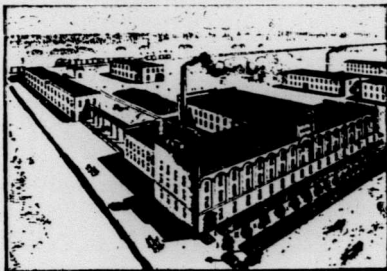


## Imperial White Wine Vinegar

a single barrel or half-barrel order will speedily drive it away.

You will find it clear and sparkling—no sediment whatever—pleasant in flavor, of full Government strength and always uniform. As a keeper of pickles it has no equal—being used extensively by well-known Canadian packers.

Five grades—one quality—that the best. The name "IMPERIAL" on every package is a guarantee that you are offering your customers the highest quality Vinegar procurable.



### THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,  
Knight and Imperial  
Parlor Matches



The well and favorably-known  
Hero and Jumbo  
Sulphur Matches

**Our Leaders** that give the dealers a big profit: { Imperial Parlor, 1,000 matches, to retail for 5 cents.  
Jumbo Sulphur, 1,000 " " " 5 "

Our goods are put up in neat and attractive packages, and are for sale by all first-class grocers

## HAND PICKED

are all the Beans that enter into a can of Kent Baked Beans. We use nothing but the finest hand-picked Pea Beans—the choicest stock of Kent County.

These, prepared with the choicest Bacon-Pork and Granulated Sugar, go to make "Kent Baked Beans" the standard of excellence. Order a sample case and introduce them to your customers.

THE KENT CANNING CO., LIMITED CHATHAM, ONT.



## A CANNED GOODS BOOKLET.

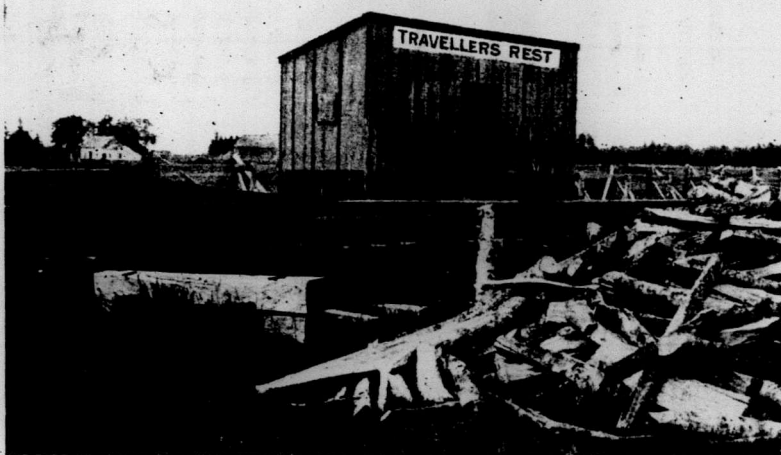
ONE of the most practical and, at the same time, attractive booklets of the season has been issued by The Simcoe Canning Co., Simcoe, Ont. The principal feature of the booklet is a detailed list of the various lines put up at the several factories operated by this company, including canned vegetables, sauerkraut, baked beans, catsups, canned fruits in syrup, fine fruits in glass, jams, jellies, fruit pulps, canned meats and soups, mince meats, plum puddings, evaporated fruits and vegetables, etc. Inasmuch as this booklet is intended for distribution at the Pan-American and Glasgow Expositions, a unique feature is a five-page article dealing with the progress, prosperity and natural advantages of Canada. The agricultural, lumbering, fishing and mining industries of the Dominion are briefly but interestingly described. The following extract setting forth the capabilities of Canada for fruit-growing is worth repeating: "As to the fruits and vegetables grown in the Dominion of Canada, whether in the great fruit belts of Ontario, in the classic Annapolis Valley of Nova Scotia, or in British Columbia, these being all north of the 48° of latitude, it is generally conceded that the flavor and fibre of such varieties as are grown in any part of Canada are superior to those grown further south. This may, however, be merely the whim of a Canadian packer of these fruits and vegetables, but, if so, it is superinduced by the fact that expatriated Canadians in the Great Republic send us letters and inquiries as to where our goods can be purchased in that country. We would therefore close this article on Canada with a suggestion that one or more of the large and enterprising wholesale dealers in the business centres of the United States might find it profitable to themselves and satisfactory to their customers to order a supply of our goods, as notwithstanding the duty that has to be paid on them they could still be sold at a profit to the dealer."

## A P. E. I. TRAVELLERS PLAINT.

THE recent arrest in Charlottetown of a commercial traveller, under the P. E. Island Commercial Travellers' Tax Act, has aroused indignation in the breasts of the "Knights of the Gripsack." Our versatile friend, W.S.L., champions the cause of his fellow travellers in the following verses. Travellers' Rest, a way station on the P. E. Island Railway near Summerside, has evidently appealed to his imagination as a quiet place where the 10,000 commercial travellers of Canada might assemble for a picnic were the fear of arrest removed.

The particulars of the arrest were given in The Charlottetown Guardian of June 5.

WELCOME TO P. E. ISLAND.  
Tell me not in mournful numbers  
That that tax will always be  
For the visit of our travellers  
Helps our Island—should be free.  
All enjoyment, and not sorrow  
Is the Knight of Gripsack's way:  
Friendly always—and, to-morrow,  
Bargain counters bright and gay.  
Life is real, life is earnest,  
And the Jail is not our goal:  
Leaders Farquharson and Gordon  
Do not force us pay that toll!  
In the world's broad field of battle  
P. E. Island's business life  
Wants the bargains travellers offer:  
Welcome all without the strife.



Travellers' Rest is nice and pleasant:  
Let the dead past bury its dead:  
Sawing wood in plenty, present,  
Peace and quietness, God o' Head.  
Lives of great men all remind us  
We can make our lives sublime:  
Perhaps Sir Louis ere he leaves us  
Will abolish Tax and Fine.  
Law is long and time is fleeting,  
And our hearts though stout and brave,  
Hate a lawsuit, rather greeting  
Islanders to buy and save.  
Sister Provinces we greet thee—  
Travellers o'er our Island main—  
Twenty dollars in your pocket  
Seeing—shall take heart again.



Let us then be up and doing  
With a heart for travellers' fate,  
Still achieving, not pursuing,  
Learn to labor—and to wait.  
WILL S. LOUSON.

## A MEDICAL REPORT ON CANNED GOODS.

A DESPATCH from Ottawa says some time ago the Department of Inland Revenue sent out circulars to 4,348 medical men in the Dominion, asking whether any cases of illness, apparently attributable to the use of tinned goods, had come under their notice within recent years. Out of 1,313 replies received 1,059 answered in the negative and 254 in the affirmative. From Ontario came 112 affirmatives and 466 negatives, and from Quebec 66 affirmatives and 22 negatives.

The Department now recommends the adoption of the following precautions in the interest of the public health:—Imported canned goods should also be subject to inspection. Vessels of glass or earthenware should be used instead of tins or cans. The date of filling and the name of the factory and its proprietor should be stamped on the tin itself.

Purchasers should use up the contents of cans within 24 hours after opening. The sale of canned goods should be prohibited after a certain lapse of time from the date of their manufacture. The periods suggested vary from six months to two years.

Canned goods should be kept in cold-storage and never stored on grocers' shelves or exposed to the sun's rays or any high temperature. Such treatment of canned goods should be prohibited by law.

Judging from the replies received from physicians, the number of cases of disease apparently attributable to the use of tinned goods would average about 128 per annum in Canada in an average period of about seven years. A total of fifteen cases terminated fatally. From a close analysis, the Department finds there is nothing in the canned salmon trade to justify newspaper strictures which have been brought to its notice.



We extend a hearty invitation to all our friends to make our offices your headquarters while visiting the "Industrial Exhibition."

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

WHOLESALE IMPORTING AND  
MANUFACTURING GROCERS.

**TORONTO.**

#### P. C. LARKIN IN LONDON.

**W**E understand that Mr. P. C. Larkin, of Toronto, whose labors in popularizing British-grown green tea in Canada are well known and appreciated, will arrive in England by the Oceanic on the 31st inst., says The Home and Colonial Mail, London, Eng. Mr. Larkin's object in coming here is to meet the members of the Indian Tea Association, and the directors of the leading Indian tea companies in London to discuss the manufacture of Indian green teas for the American and Canadian market, some parcels of these teas having recently arrived in the Dominion. Of these teas Mr. Larkin, in some letters we have seen, expresses the highest opinion. As compared with Japanese, he pronounces them infinitely superior in quality. Mr. Larkin also expresses the opinion that, by comparison with these Indian green teas, those of Ceylon suffer, and that the makers of Ceylon will have a difficulty in holding their own against them. Mr. Larkin mentions that two samples of Indian green teas were superior to a fancy Japanese tea, which was considered unmarketable because of its high price. He prognosticates that if Indian producers will only push their teas their growths will be in universal demand sooner or later throughout the American continent, and whether it be a matter of four years or forty before these teas are in general consumption, depends on the enterprise of the grower.

#### CANNERY COMBINE COMPLETED.

The work of consolidating about 30 salmon canneries on Puget Sound and in Alaska was completed to-day, and The Pacific Packing and Navigation Co. paid over about \$5,000,000 in cash and distributed stock to the various cannerymen who have come into the combination, says a Portland despatch. The firms who constitute the new company follow: Pacific-American Fisheries Co., Pacific Steam

Whaling Co., Ainsworth & Dunn, Fairhaven Canning Co., Quadra Packing Co., Icy Straits Packing Co., Taku Packing Co., Chilcoot Packing Co., Thlinket Packing Co., Chatham Straits Packing Co. and Boston Fishing and Packing Co.

E. E. Ainsworth, the manager of the company, said: "The pack of the company should be 1,500,000 cases. As far as this year is concerned, it would be poor management to attempt to revolutionize things, and I am content to have the canneries run along as they have been since the season opened."

The Pacific Packing and Navigation Co., this afternoon, purchased all the canneries of Hume Bros. & Hume, of San Francisco. —Vancouver Province, August 13.

#### WANT TO PROHIBIT TRADING STAMPS.

A deputation from the Hamilton Retail Grocers' Association waited upon the Market, Police and Jail Committee of the Hamilton Council on Monday, asking that a by-law be passed by that council prohibiting the use of trading stamps. A. G. Bain, who addressed the committee, said that the association was a unit in desiring the prohibiting by-law passed. The method, he claimed, was unfair, inasmuch as only one merchant in each trade could use the stamps in a certain locality. He also claimed the customers were being deceived and that the merchants using the stamps were not satisfied.

The committee instructed the city solicitor to report on the matter. Until this report is made no action will be taken.

#### TRADING STAMPS IN WOODSTOCK.

The Woodstock, Ont., City Council have passed a by-law to prohibit the giving, receiving or selling of trading stamps under penalty of a fine not exceeding \$50. The by law does not prohibit merchants or manufacturers from issuing coupons that they redeem themselves.

#### THE HEAVY SOCKEYE SALMON RUN.

One of the heaviest runs of salmon that has ever ascended the Fraser River is passing up at the present time.

When the fishermen went out last night it was soon seen that the waters were swarming with myriads of fish, for in less than an hour some of the boats returned to the shore loaded to the gunwales with sockeyes.

Nearly all the boats were in by 9 o'clock, and there is scarcely a craft of any kind fishing on the river to-day.

The reason is that the canneries have placed a limit of 200 on the boats, and the boats, with scarcely an exception, landed more than this number during the short period they were out last evening. It would therefore be useless to take any more until to-night, for they could not be used.

The Columbia Cold Storage Company, of New Westminster, have purchased a good many of the surplus salmon and are freezing them. —Vancouver Province, August 13.

#### PERSONAL MENTION.

Mr. C. H. Colson, of C. E. Colson & Son, Montreal, has just returned from a trip through the Maritime Provinces, in the interests of Epps's cocoa. He was very favorably impressed with the future business outlook in the east.

Mr. G. C. Goodfellow, representing C. E. Colson & Son, is now on his regular western trip, booking fall orders for the various firms they represent.

It is computed that \$30,000 worth of blueberries have been shipped from Rat Portage, Ont., this season.

A. J. Lane & Co. have bought out A. E. Sims, baker, Peterboro', Ont.

The Leger Roller Flour Mill, Battersea, Ont., was destroyed by fire a few nights ago. The mill was a comparatively new one and was fitted with modern machinery.



# What One Woman Says!

Windsor Salt doesn't cake. You don't have to run for the ice-pick and dig and scrape in the Salt box when a spoonful of Salt is needed. Windsor Salt is fine, dry and white—every particle of moisture has been removed from it.

**"Windsor Salt  
Is The Salt For Me,"**

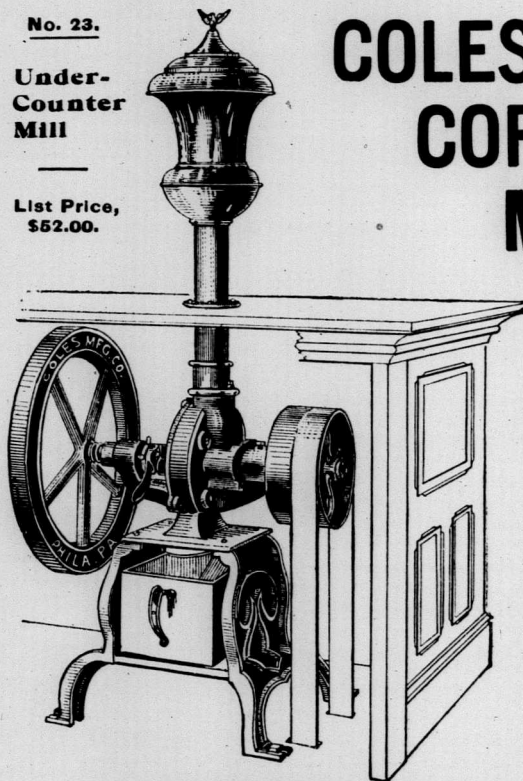
so says one wise, little woman—"it saves me time, trouble and patience. There's not a woman in the land but would be glad to do likewise—*save time, trouble, patience.* Ask them and see. Suggest Windsor Salt—the Salt that doesn't cake.

THE CANADIAN SALT CO., LIMITED  
Windsor, Ont.

No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Coffee.

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

A GREAT  
LABOR-SAVER.

Our Grinders  
wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA,  
PENN'A.

Purity  
Freedom from Acid  
Flavor  
Strength  
Brightness  
Freedom from Sediment

are what characterize our vinegar as  
different and superior to all others.

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

TORONTO





President,  
JOHN BAYNE MacLEAN,  
Montreal.

**THE MacLEAN PUBLISHING CO.**  
Limited.

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

OFFICES

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

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

Published every Friday.

Cable Address { Adscript, London.  
Adscript, Canada.

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

**QUALITY FIRST.**

It rests to a large extent with the grocer if he will cater to a cheap class of trade or to a custom that is willing to pay a fair price for reliable goods. Any man who habitually extols the virtue of his low grade goods to customers who are accustomed to using a better class is making a most serious mistake, and one very detrimental to his business. There is no salesmanship required to sell cheap goods. The price is their strong point, and too often after the goods are sold there is a considerable explanation necessary to convince the customer that he has had value for his money. There is no such trouble for the merchant with standard, well-known goods made by reputable firms. He may not have the opportunity to make people believe he is giving them a wonderful bargain, but he has the satisfaction of knowing there will be no complaints to attend to afterwards. A demand for cheap goods is always a poor trade, yet many men seem continually striving after cheap trash, simply because they are able to sell it to

their customers at a low price, thus pandering too much to the lower-grade portion of his trade. So the quality of groceries in some sections has steadily decreased owing to the grocers' folly of continually advertising cheap goods.

Educate your clerks in the profitableness of pushing the sale of the better goods, because they please and give you more margin. Tell him any person can sell pickles at 10c. per bottle that cost \$1 per dozen, but it requires salesmanship to sell good goods at 25, 30 or 35c. per bottle. This same thing applies to other goods sold by the grocer, such as biscuits, soaps, teas, etc. How much 25c. tea is sold by our merchants who might easily only sell half what they now do and increase the sale of 40 and 50c. tea? Now, when people who are able and willing to pay the price for good goods want them, where do they go for their groceries? To the man who has the name of selling cheap trash, or to the reliable man who has the reputation for quality first? A demand developed for standard goods will always remain with a man, because it is built on the rock of well-known value, while that for cheap goods you never know when you have it, for it will run anywhere for a matter of a few cents. Which pays to push, reliable goods or cheap trash? There can be no question of the wisdom of talking "quality first, last and always."

The idea of a uniform holiday for travellers may now be considered a fixture as far as Western Ontario wholesale houses are concerned. The travellers never had a better fortnight "off" than from August 5 to 17, 1901.

**THE FRUIT CROP OF ONTARIO.**

The prospects for the crop of the larger Ontario fruits, with the exception of apples, are somewhat better now than appeared to be the case a month ago. Pears are going to be this season the biggest crop in recent years. Peaches are fair, a little, if anything, under last year's production. Plum trees are yielding well, and the crop will average good, though it is a failure in a few small districts. Grapes are bound to be a big crop.

It is not likely, however, that prices will be low, as the scarcity of small fruits and

the shortage of apples is bound to make the demand for these fruits active. Pears will probably be cheap, but fairly good prices should be paid for all other fruits.

It is expected that by the end of August an army of 20,000 Canadians will have been transported from this side of the great lakes to conquer the grain fields of Manitoba. And yet we are told Canada is not a military nation.

**BEET-SUGAR INDUSTRY IN ONTARIO.**

ALTHOUGH the lane which leads to the establishment of the beet-sugar industry in Canada is a long one, there are indications that we are at last nearing a point which is believed to be not far from the turn which shall bring us to the actual realization of our hopes.

A company has been organized at Wallaceburg, Ont., and it is proposed to erect a factory at a cost of \$600,000. Capital stock to the amount of \$300,000 has been subscribed.

The Walkerton Provisional Beet-Sugar Co. is another concern which is being organized with a capital stock of \$500,000, divided into 50,000 shares of \$10 each.

A third company being promoted is The Ontario Sugar Co. This company is to have a capital stock of \$1,000,000, and the 10 per cent. necessary to be subscribed under the Ontario Companies Act, before incorporation can be secured, is being raised.

There is one feature about this proposed company that is worthy at least of a passing notice, and that is, there will be no water in the stock. No shares will be given to promoters, and no one can secure a share without paying for it in cash. This feature is so unique in these days of company organization that the company deserves to be congratulated.

Another feature worthy of note is the class of men who are lending financial assistance to the enterprise, among the charter members there being such well-known business men and capitalists as Messrs. Hugh Blain, Robert Jaffray, M. J. Haney, M. McLaughlin, W. J. Gage, Colonel Pellatt, Arch. Campbell, James Fowler and N. B. Nash.

It has not yet been determined as to where the factory shall be located.



## DISCOUNTS AS ENCOURAGEMENT TO CASH PAYMENTS.

**A**PETITION is being circulated among the retail grocers of Brantford pledging the signers thereof to pay no discounts after January 1, 1902, on cash payments.

Retailers' profits are no doubt small, but the proposal to do away with discounts for cash payments hardly seems business like.

The retailer, and properly so, demands a discount off for cash from the wholesaler from whom he buys his goods. And that which he expects the wholesaler to do to his customers he should be prepared to do to his own.

The most satisfactory way to do business is on the cash basis. We do not think anyone will deny that whatever difference of opinion exists is in regard to the condition of the public mind towards the cash system. There are some places in which it would be folly to inaugurate the system, simply because the time is not opportune.

Reforms are only successful after the people have been educated sufficiently to accept them. And the greater the reform the greater usually is the effort necessary to do the educating.

Those who are advocating the cash system are champions of a reform movement. Ten years ago there were not nearly as many merchants doing business on a cash basis as there are to day. But the proportion of cash to credit merchants is still small indeed, showing that there is a great deal of educating yet to be done. And in regard to the cash system, as well as in regard to practically everything else, the best way to educate is by example.

Get consumers to recognize that the cash system is profitable to them as well as to merchants, and there are few of them who will not soon get into the habit of buying for cash instead of on credit.

Instead of educating the people to pay cash the proposal of the Brantford merchants will have a tendency in the opposite direction.

It is impossible to sow seed of one species and from it produce species of another and distinctly opposite type.

Then it is, it has always seemed to us, unfair to compel the cash customer, who

is, as a rule, the best customer, to pay the same price as he who takes more or less time to pay for his goods.

Not the least among the arguments in favor of the cash system is the increased opportunity it gives the retailer to compete with the departmental stores. The merchants who are competing most successfully with those stores are the merchants who, like them, are doing business on the cash basis.

Let any merchant ask himself the question: What stage of development would the department stores have reached if they had followed the old rut in regard to the credit system? And from the answer he will gather a pretty good idea, if he never has before, what the cash system means to the department store.

Had there been no cash system there would have been no department stores, at any rate as we know them to-day.

The promoters of the petition in Brantford would be wise if, instead of trying to effect an agreement for doing away with discounts for cash payments, they would circulate a document pledging the subscribers to employ them. It would have an excellent educative effect on customers.

### A LIGHT CROP OF BEANS.

After several weeks of uncertainty the market is in receipt of definite information regarding the Ontario bean crop, though the reports so far received are not final and conditions may be changed somewhat before the crop is entirely gathered.

Reports, covering practically every section of the counties of Essex and Kent, the home of the bean in Canada, indicate that, owing to the extreme heat when the beans were in blossom, they did not "set" or "pod." The result is abundance of straw, but few pods.

This condition, in face of the fact that the demand for export has been so great that the market is now practically bare, has caused an advance of from 50 to 75c. per bushel.

Prices have not yet reached a steady basis, as the opinion of buyers varies greatly as to values. For carload lots \$2.20 has

been quoted this week in Montreal. In Toronto dealers quote the range of values to be from \$2 to \$2.25 for carload lots, and from \$2.25 to \$2.50 for smaller quantities.

### AN INDEPENDENT CANNING FACTORY.

One result of the formation of the syndicate which now has the control of the canned goods output of Ontario is that a new independent factory will be established in Hamilton by Lumsden Bros., wholesale grocers, Hamilton and Toronto.

This firm have already secured premises. The building they will occupy was at one time used as a Baptist church, but was some years ago converted into a foundry.

It is intended to furnish the works with modern canning appliances, and so arrange the output that the premises will be continued in operation all year around. A full assortment of canned vegetables, fruits and meats, as well as jams, jellies and marmalade, will be packed. The brands will be "Jersey," "Standard" and "Old Church."

As Lumsden Bros. are an enterprising firm and have a sound, strong connection, this new concern will surely be a factor in the canned goods market in the years to come.

### CHANGE IN PAPER BAG DISCOUNTS.

At a meeting of paper bag manufacturers held in Toronto last week the schedule of prices on paper bags was so changed that the discount is now 5 per cent. greater on all quantities than it was formerly. The quotations are now as follows:

	Bags.	P.C.
Over .....	300,000	55
From 150,000 to .....	300,000	52½
" 50,000 to .....	150,000	50
" 20,000 to .....	50,000	47½
Under .....	20,000	45

The cause of the reduction is the competition of imported bags, which have been sold in rather large quantities here lately, though they are not considered to be of as good quality as the Canadian article.

### WILL BROOM CORN ADVANCE?

It is reported by United States exchanges that the extreme heat this summer has affected the broom-corn crop, and that, as a consequence, brooms will be advanced this season. Some of the largest Canadian manufacturers state that they have not yet been informed of serious advance in broom corn, so are not changing their quotations on brooms.



THE CENSUS AND CANADA'S DEVELOPMENT.

**A**LTHOUGH the people of this country had been somewhat prepared, through the paragraphs which appeared from time to time in the daily papers, for the failure of the census returns to come up to expectations, the publication of the official figures has been none the less palatable.

Canada is deeply disappointed over the fact. There is no question about that. We had been counting on a population of at least 6,000,000, while the actual number is 5,338,883, or over 600,000 below the lowest ruling estimate.

At no time since Confederation can we really be said to have had a census which has shown a satisfactory increase in population. The first census of the Dominion was taken in 1871. This was two years before Prince Edward Island was admitted into the Dominion, but counting it as if already a part thereof, we find that in the 30 years the population of the Dominion has increased only a little over 46 per cent. But this was at a faster ratio than during the past 10 years, being about 15 1/2 per cent. each decade, as compared with less than 10 1/2 per cent. The increase between 1881 and 1891 was proportionately larger than during the past decade, being 11 3/4 per per cent., and it was disappointing enough. The increase between 1871 and 1881 was nearly 19 per cent., counting the Province of Prince Edward Island as though part of the Dominion in 1871.

It is significant that the periods covered by the last two census returns have been the most satisfactory industrially in the history of the country. Population cannot, therefore, be considered the best test of either a country's greatness or of its prosperity.

In the past decade, which has proved so disappointing to us in respect to population, the Dominion has made extraordinary strides in nearly everything that goes to make up the material wealth of a country, while her position among the nations is infinitely more enviable.

In no particular has Canada shown her development during the last 10 years more than in her foreign trade. The extent of this development may be gathered from the following table giving the foreign trade of

swelled from 13,222,568 in 1891 to 21,500,175 in 1900. The freight carried by the out going ocean vessels nearly doubled, being 2,100,987 tons in 1891 and 4,163,404 tons in 1900. The number of vessels engaged in the coasting trade was 125,564 in 1891 with a tonnage of 24,986,130 compared with 143,229 in 1900 with a tonnage of 33,631,730. In inland navigation there was also a substantial gain, there being 19,008 vessels in 1891 with a tonnage of about 4,000,000, while the freight carried was 715,861 tons. In 1900 the figures were: vessels, 21,195; tonnage, 6,300,000; and freight carried, 817,971 tons.

Another evidence of the increased wealth of the people is the amount of money on deposit in the savings banks, and we find that in 1891 the amount per head was \$10.39 and \$12.75 in 1900.

While it is to be regretted that the census returns do not show as large an increase in population as desirable, what is to be regretted infinitely more is the disposition on the part of certain newspapers to set the racial pot boiling afresh. Nothing scarcely that we can conceive of is likely to produce more deplorable results. As no one stands to lose more than the business men of

the country from such an untoward state of affairs, it is to be hoped they will exercise all their influence in making abortive the efforts of the strife-makers.

Racial strife does not unite nations; it dismembers them. Neither does it help to develop the natural resources of a country or to expand its trade and commerce.

The census in regard to the manufacturing industries of the country has not yet been completed, and, as it is being based on a somewhat different unit from that of the census of 1891, we do not see how it will be possible to make a very reliable comparison. For example, in 1891 that concern which employed (3) three or more persons was constituted a factory. Under the census now being taken by special commissioners, that is constituted a factory which employs five or more persons.

Winners in the Coffee Essay Contest.

**T**HE judges having completed their labors, we are able, this week, to give the names of the successful essayists in the coffee contest. The result is as follows:

- First Prize—C. L. Marshall, 41 Gwynne avenue, Toronto.
- Second Prize—Wm. Rhodes, Brockville, Ont.
- Third Prize—R. H. Hudson, 8 Denison Square, Toronto.

The five essayists who are entitled to honorable mention and to receive for one year a copy of THE CANADIAN GROCER, are:

- W. C. Forman, Ingersoll, Ont.
- Herbert Le Roy, Tabor, Morris County, N.J.
- James H. Connal, Peterboro', Ont.
- Harry Cooper, 31 Front street east, Toronto.
- S. A. Brubacker, Berlin, Ont.

The judges were Mr. Henry Swan, a retailer of over 40 years' experience, and Mr. William Ince, jr., of Perkins, Ince & Co., the oldest wholesale grocery house in Toronto. They have given the essays a great deal of attention and thought and THE CANADIAN GROCER feels under a great compliment to them. The names of the essayists were unknown to the judges, as they only had access to the manuscripts.

The prize essays will be published in a special number of this paper on September 6.

the Dominion for the years 1891 and 1901 respectively:

FOREIGN TRADE OF CANADA.

	1891.	1901.
Foreign trade (imports and exports).....	\$218,384,934	\$379,243,773
Imports.....	119,967,638	181,225,369
Exports.....	98,417,296	198,018,404
Exports, mine.....	5,977,736	40,143,828
Exports, fisheries.....	9,896,533	10,730,999
Exports, forest.....	25,865,868	30,271,619
Exports, animals and their products.....	27,248,266	57,703,265
Exports, agricultural products.....	18,301,152	38,591,226
Exports, manufactures..	6,985,461	17,845,935

The railway mileage of Canada in 1891 was 14,000, in 1900, the last year for which we have any returns, they were 17,656. The freight carried by the railways was 21,753,021 tons in 1891 and 35,946,183 in 1900, while the number of passengers carried



**"It's a good rule to be on your guard whenever you hear great professions of a very little virtue."**

*—Robert Louis Stevenson.*

As for example, Japan Teas are "claimed" to be this, that, and something else, all vastly superior to others, whereas, in fact, it is a matter of common knowledge that they are largely painted and doctored preparations with mighty small virtues at the best.

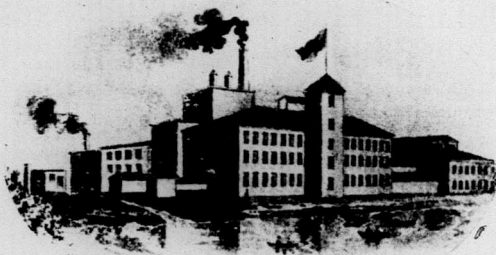
# "SALADA"

## UNCOLORED CEYLON GREEN TEA

is their rival and gives tangible evidence of superiority in a Teapot infusion. Sealed lead packets only. Retails 25c., 30c., 40c.

Samples for the asking.

**"SALADA" -- Toronto and Montreal.**



## Steam Laundries

must have the finest quality of **STARCH** to obtain the desired finish on linen.

We supply three-fourths of the best Canadian Laundries with their Starch.

COMMENT IS UNNECESSARY.

**The Brantford Starch Works, Limited,      BRANTFORD, ONT.**

**JAMS**== Get your order in for good Jam before a further advance takes place. Jams will have an enormous sale this year, and prices will be higher than ever before known.

**THE CANADA BISCUIT COMPANY, Limited**

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

King and Bathurst Streets,  
TORONTO



**AGENCY WANTED.**

**A Reliable Manufacturers' Agent**

traveling in the Maritime Provinces and Newfoundland, wants to represent on commission, a reliable provision house or wholesale grocer, in addition to his present business. Apply to JOHN B. HARTY, 105 163, North Sydney, N.S. (35)

**Toronto Commission Houses.**

**New Messina Lemons**

Get our special quotations for "Long Keepers" for your Summer trade.

**Pineapples**

We are now in a position to fill your orders for all grades of this popular fruit.

**McWilliam & Everist,**

Wholesale Fruit, Produce and Commission Merchants  
25 and 27 Church St., TORONTO, Can.  
Long Distance Phone Main 645.  
Warehouse Phone Main 3394.

Butter Cheese  
Eggs Poultry

Consignments Solicited.  
Highest Prices. Prompt Returns.

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

**Butter Wanted**

In Tubs and Pails. Ship to us.

**Rutherford, Marshall & Co.**  
Commission Merchants,  
68 Front Street East, Toronto.  
Telephones Main 4226 and 4227.

The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

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

**Canadian Produce  
Company, Toronto**

In no other way can General Store Keepers dispose of their chickens so profitably or with so little trouble as with us.

**QUEBEC MARKETS.**

MONTREAL, August 22, 1901.

**GROCERIES.**

**T**HERE have been several changes in prices during the week, the most important being a reduction of 10c. on all grades of sugar. In canned goods, the feature is an advance in peas of 2½c. per doz. For tomatoes, corn and fruits a brisk demand is still in evidence. The Fraser River salmon catch is reported to be exceptionally good. Walter Baker & Co. have advanced prices on chocolates and cocoas 2c. per lb. The price of beans has advanced from \$1.95 per 60 lb. to \$2.10. As high as \$2.75 has been asked for gallon apples, but no transactions at that price have materialized. Generally speaking, the grocery business is in a very satisfactory condition, with one or two exceptions.

**SUGARS.**

The weakness noted last week has culminated in an all-around reduction of 10c. The market is now steadier, and some wholesalers are advising their customers to buy in anticipation of an advance. Local quotations are \$4.40 per 100 lb. for granulated and \$3.65 to \$4.25 per 100 lb. for yellows, according to quality. City, 5c. additional.

**SYRUPS.**

There is very little doing in this line at the present time. Quotations are as before, namely: 1½ to 2c. per lb. for cane syrup, and 3 to 3¼c. for corn syrup, according to parcel.

**MOLASSES.**

The molasses market continues very firm; 29c. per gal., in small lots, is the price still quoted.

**CANNED GOODS.**

The most important feature in the canned goods market this week is the advance that has taken place in the price of peas of 2½c. per doz., the quotation now being 85c., as against 82½c. last week. Quotations on tomatoes are as before, viz., 80c., and for corn, 75c. A good demand for canned fruits is reported at the following prices: Strawberries, \$1.50; raspberries, \$1.40; gooseberries, \$1.40; pears, \$1.55 for 2's and \$2 for 3's; Lombard plums, \$1.20; greengages, \$1.30; yellow peaches, \$1.70 for 2's and \$2.50 for 3's; sliced pineapple, \$2.30, and \$2.45 for grated; 3 lb. apples, 85c.; red pitted cherries, \$1.80, and whites, \$2.

It is now a certainty that the Fraser River salmon pack will be very satisfactory, and there is no fear of prices going higher. However, there may be a scarcity of cheaper salmon. It generally follows that when there is a good catch of Fraser River

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

**CUT TOBACCO** . . . . .  
**OLD OHUM.**  
**SEAL OF NORTH CAROLINA**  
**OLD GOLD**  
**CIGARETTES** . . . . .  
**RICHMOND STRAIGHT CUT.**  
**SWEET CAPORAL.**  
**ATHLETE.** . . . . . **DERBY**

...EVERY...

**COMMISSION MERCHANT**

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

**Winnipeg Brokers.**

**M. B. STEELE**

Wholesale Commission Merchant  
and Broker.

Correspondence and Agencies Solicited.

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

**JOSEPH CARMAN . . .**

WHOLESALE MERCHANDISE BROKER  
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange  
Correspondence and Agencies Solicited.

Storage, Track Facilities.

**Foreign Shippers**

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

**E. NICHOLSON**

Wholesale Commission Merchant and  
Broker.

115 Bannatyne St. East, Winnipeg, Canada.

**Winnipeg Fruit Merchants.**

**THE RUBLEE FRUIT CO.**  
LIMITED.

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

151 Bannatyne St., 12th St.,  
WINNIPEG, MAN. BRANDON, MAN.

**Winnipeg Advertising Agents.**

**ADVERTISING in WESTERN CANADA**

will be Carefully, Efficiently, and Promptly  
attended to by

**The Roberts Advertising Agency,**  
WINNIPEG, CANADA



## SITUATION WANTED.

EXPERIENCED SALESMAN, AN EXPERT IN teas and coffee, grocers' specialties, having solid connection in Manitoba and Northwest Territories, is desirous of connecting with an A1 firm by September 1, on salary or commission basis. Highest references. Address "Salesman," THE CANADIAN GROCER, Toronto. (34)

## We are always glad

to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.

MACLEAN PUB. Co., Limited  
Montreal. Toronto.

# B

Bee

# STARCH

A wonderful laundry labor-saver, because the iron will not stick.

Women who try it, like it.  
Dealers who handle it, like it.

It profits both.

## ROWAT'S

PICKLES.  
ROWAT'S  
WORCESTER SAUCE.  
ROWAT'S  
VINEGAR.

Lines that, to parody the opera, look nice—  
smell nice—taste nice.

Prices and particulars from the Agents

**SNOWDON & PATERSON**  
449 St. Paul St., MONTREAL.

salmon there is a lack of the cheaper kinds. Then, again, on account of the scarcity of tin, the cans are being used altogether for the better pack.

## SPICES.

Pickling spices are a little higher this week, with a good demand. Pepper should advance, as stocks on the rise are not very large, and a rather poor crop is reported. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

## RICE.

Last week we noted an advance in imported Patna rice of 9d. to 1s. per 112 lb., no other change having taking place in the meantime. The demand is fairly good. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10 bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¾c. per lb.

## COFFEE.

Coffees have never been so cheap as they are now, and there is no sign of improvement.

## TEAS.

Lower grade Japans are a little easier, especially in Kobo teas, but higher grades remain much as before. Cable reports show that the 3rd crop of teas now coming in are of very good quality. The Indian and Ceylon tea markets for low to medium grades still show a firm feeling. There is nothing of particular importance to report this week. Still, the tea business is in good condition and the demand continues to be steady.

## FOREIGN DRIED FRUITS.

RAISINS—As reported last week, Valencia raisins have opened at 20s. c.i.f. and shipments are expected to be made about August 22. This fruit will be sold at 6½c. Of last-year fruit, there is still a considerable quantity to be disposed of at the following prices: 4½ to 4¾c. for fine off-stalk, 5½c. for selected and 6c. for layers.

SULTANA RAISINS—Prices for the new crop of Sultanas are high, the following being the quotations; 42s. 3d. for 2-star, 39s. 3d. for 3-star and 34s. 9d. for 4-star. This does not permit wholesalers to sell at less than 12, 11 and 10c.

DATES — The features in this line to be noted are low prices and early shipments.

## Victoria Fruit Merchants.

From the Atlantic to the Pacific,  
**OKELL & MORRIS'**  
(Gold Medal Brands) of **Whole Fruit Preserves**  
Messina Orange Marmalade, Tomato Ketchup, Sauces, Pickles and Vinegars  
are acknowledged the purest and best. Trade-Builders, Trade-Winners. 15 Gold and Silver Medals, and 30 Diplomas for purity and excellence. Write for prices to Factory, Victoria, B.C.

## Victoria B. C. Commission Merchants

## PATTON & SONS

Wholesale Produce  
and  
Commission Brokers

Operating B. C. Cold Storage and Ice Works. Bonded and Free Storage.

Consignments Solicited.  
Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

## Toronto Fruit Merchants.

## .. CALIFORNIA ORANGES..

CANADIAN BERRIES,  
" CHERRIES.

California Peaches, Apricots, Plums. Foreign Nuts, Dates, Figs.

ALL AT LOWEST MARKET.

## HUSBAND Bros. & Co.

82 Colborne St., Toronto  
Telephone Numbers—Main 3428, Main 54.

## CLEMES BROS.

Just Address **TORONTO** Everybody Knows Us

Are you going to speculate in 10 or 25 boxes  
Summer-Keeping

**LEMONS ?**

Write us about them.

**JAMES McINTOSH, 34 Yonge St., TORONTO**  
Sole Agent in Canada for

**H AND H**  
TRADE MARK

the unequalled cleaner. The C. P. R. have TREBLED their use of it for Carpets, Plush Seats; etc.



Wholesalers will likely quote 4½ to 5c. on goods delivered here November 1.

**FIGS**—Comadre figs are quoted by one broker at 10s. 3d. c.i.f. for the first half of September. This will enable the wholesalers to quote 3¾ to 4c., which is a low price.

**EVAPORATED FRUITS**—As noted in these columns last week, goods of this kind are scarce. Holders are asking 7½ to 8c. whereas 6c. was the price a few weeks since.

**NUTS.**

Valencia shelled almonds are lower, selling price now being 28c. First arrivals will sell at 25c.

**GREEN FRUITS.**

The green fruit market continues active, and prices are generally firmer. Tomatoes are 25c. per basket lower. We quote as follows: Californian Valencias, \$6 per half box; Messina lemons, 300's, \$4.25 to \$4.50; 360's, \$3.75 to \$4.25 per box; Verdilli lemons, \$4.50 to \$5 per box; pineapples, 20 to 30c.; tomatoes, 20 to 25c. per 12 quart basket; Canadian apples, 25 to 35c. per basket; Californian plums, \$1.50 to \$1.75 per box; peaches, \$1.50 to \$1.75; limes, \$1.50 per box; Ontario peaches, 40 to 60c. per basket; Ontario plums, 40 to 60c.; raspberries, 11 to 12c.; cocoanuts, \$3.25 per bag of 100; Bartlett pears, \$3.25 to \$3.50 per box; blackberries, 8 to 10c.; watermelons, 20 to 25c.; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1.35 to \$1.50.

**COUNTRY PRODUCE.**

**EGGS**—The demand is fairly good from local buyers for small lots. The market is steady. Quotations are much as before, viz.: Canded stock, 12 to 12½c.; straight receipts, 11 to 11½c., and No. 2 canded stock, 9½ to 10½c. per doz.

**HONEY**—A good business is being done in honey, and prices are unchanged at 10 to 10½c. for white clover comb and 8 to 9c. for strained.

**POTATOES**—An active trade is being done in potatoes, owing to a steady demand from American buyers. The price is as before, \$1.75 in bbls.

**ASHES**—This market is without feature. We quote: Firsts, \$4.25 to \$4.35; seconds, \$3.85, and pearls, \$6.75 to \$7.25 per 100 lb.

**BUTTER AND CHEESE.**

**CHEESE**—In spite of the stocks of cheese on the other side being light, English buyers are holding off in expectation of a heavy fall make, which they are evidently depending upon. As a consequence of this, the cheese market cannot be said to be in a very good condition. Prices for finest Western are 9¾ to 9¾c., as compared with 11 to 11¼c. the same time last year:

# Clark's Meats

are in **CONSTANT DEMAND**

because everyone who uses, finds them perfectly satisfactory. They are winning new friends all the time.

**60 Varieties**

**KEEP COOL!**

**Georgia Watermelons**

First car of the season just arrived.

*Extra Fancy Bananas, Pineapples, Oranges, Lemons.*

**CANADIAN** Tomatoes, Raspberries, Cherries, Currants, etc., arriving 3 to 5 times daily per express.

Telephone or Mail your orders. Will make prices right. Quality Right.

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

# 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

## PARAFFINE WAX

In "One Pound Cakes" for

### HOUSEHOLD USE

Washing Clothes, Ironing, Sealing Canned Fruit, etc.

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

for finest Eastern 9½ to 9¾c.: for undergrades, 8½ to 9¾c.

**BUTTER**—The butter market is quiet but steady. Some 400 packages sold during the week at 20¼ to 20½c. Quotations rule at 20½ to 21c. for finest, and undergrades from 18½ to 19½c.

**FLOUR AND GRAIN.**

**FLOUR**—The market is featureless. A fair trade is being done in oats for local consumption. We quote: Manitoba spring wheat patents, \$4.00 to \$4.10; winter wheat patents, \$3.55 to \$3.80; straight roller, \$3.20 to \$3.40; in bags, \$1.60 to \$1.65 and Manitoba strong bakers', \$3.50 to \$3.80.

**GRAIN**—We quote: No. 1 spring wheat, 76 to 77c. afloat July; peas, 81c.; rye, 57 to 58c.; No. 2 barley, 51½ to 52c.; oats, 38 to 39c.; buckwheat, 56½ to 57c.; corn, 61 to 62c.

**OATMEAL**—Prices are still being well maintained. Car lots are worth \$4.05 to \$4.10 on track and \$4.15 to \$4.20 for jobbing lots.

**FEED**—Demand continues good, but offerings are small. Ontario bran has sold at \$16 and shorts \$17 to \$17.50 per ton in bulk. Mouillie, \$20 to \$25 per ton, as to quality.

**BALED HAY**—Supplies on the local market are pretty well cleaned up, and



# TEAS For the Wholesale Trade

Japans, Congous, Indian, Ceylon, Oologs, Pingsuey, Gun-powders, China Greens.

WRITE FOR QUOTATIONS.

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

consequently a better feeling prevails the market.

### LIQUORS.

#### SCOTCH WHISKIES.

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

#### CANADIAN WHISKIES.

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

	Less than one bbl. per gallon.
65 O.P.	\$4 55
50 O.P.	4 15
Rye	2 25

#### CHAMPAGNE.

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

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

#### GIN.

	Per Case.
Pollen Zoon—	
Red, cases of 15 bottles.....	\$9 75
Green, " 12 ".....	4 75
Violette, " 12 ".....	2 45
P. Hoppe "Night Cap" Brand—	
Red, cases of 15 bottles.....	10 50
Green, " 12 ".....	5 25
Yellow, " 15 ".....	10 75
Blue, " 12 ".....	5 40
Poney, " 12 ".....	2 50
Draught—	
Hogsheads.....	Per Gal. \$2 95
Quarter casks.....	3 00
Octaves.....	3 05
De Kuyper—	
Violet, 2 doz. cases.....	5 30
Green, " ".....	6 00
Red, " ".....	11 50
White, " ".....	4 00
Terms, net 30 days, 1 per cent. off 10 days. In five-case lots, freight may be prepaid.	
Key Brand—	
Red cases.....	10 25
Green ".....	4 85
Poney ".....	2 60

Melcher's—	
Infantes (4 doz).....	4 75
Picnic.....	7 75
Poney.....	2 60
Blue cases.....	4 75
Green ".....	5 50
Red ".....	10 25
Honeysuckle, small.....	7 90
" large.....	15 25

#### MONTREAL NOTES.

Fraser River salmon catch is good.  
Canned peas are 2½c. per doz. higher.  
Gallon apples and evaporated apples are scarce.  
Sugars have declined 10c. per 100 lb. all around.  
Beans have advanced from \$1.95 to \$2.10 per 60 lb.

#### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., August 22, 1901.

**B**USINESS has been rather quiet. There is, however, considerable buying being done for fall. Markets are firm with a general upward tendency. This is particularly noticed in beans and oatmeal. In canned goods, peaches, peas and apples are held for higher prices. The card price on sugar is expected to come into use about September 1. There was a meeting of the committee representing the three Provinces in the city this week and everything is moving smoothly. When it is remembered that sugar represents about one-third the

*There is no better trade-winner than a good article - Sell your customers Blue Ribbon Ceylon Tea address orders to 12 Front St. East - Toronto and they will receive prompt attention*



# Save Money

By buying your Paper,  
Paper Bags, Twines,  
etc., etc., from

## Douglas <sup>AND</sup> Ratcliff, PAPER DEALERS AND IMPORTERS

Phone 1773.

30-34 Church Street

TORONTO.

turnover in a grocery business, and that it has been handled at a loss, there is little wonder that the trade wanted a change. Even at the prices which will be charged the profit will be small. But there will be, as there has not been, a margin of profit.

**OIL**—In burning oil, business begins to be more active. The low prices are still quoted. Paint oils are quiet and unchanged. Lubricating oils are quite firmly held. Shipments are light. There is a small inquiry for wax, but candles are dull. Prices are unchanged. Cod oil, for which this is a receiving port, is more freely coming to hand. Prices are still held quite high. Much of this oil is further refined here.

**SALT**—Further arrivals of Liverpool coarse salt are daily expected. Prices are quite firm. Sale continues good. In fine salt, Canadian has steady demand at even figures. We quote as follows: Liverpool coarse, 52 to 58c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20 lb. wood boxes, 22c. each; 10 lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS**—New goods continue to arrive. Several brands of new peas are on the market. The past week has shown quite a call for new goods, because of a stronger feeling manifest in prices. Gallon apples have been more freely bought. Peaches have been advanced in the west. This is quite a large market. Other fruits are lightly handled. New spring salmon, which are here, have a ready sale. Lobsters are not sellers, the high prices of late years killing the demand. It has also brought a quantity of second-grade goods on the market. Domestic sardines have been advanced 25c., but the price is still low. Kipper herring and haddies are short. Prices are firm.

**GREEN FRUITS**—The market is active. Fruit is rather scarce and prices are quite high. Apples are freely received. The New Brunswick crop is short and prices are

firmly held. Californian fruit has a large sale. The quality of fruit is very fine and prices keep high. Pears are the big sellers. There is a large sale for Georgia peaches. Quality AI melons are small sellers and dealers make no money on them. Bananas are in excellent demand. Oranges, though high, sell quite freely. The quantity imported is small. Lemons are rather easier. They are in fair demand. Delaware grapes have a fair sale.

**DRIED FRUITS**—There is little spot business and it is chiefly for seeded raisins. Stocks in all lines are getting well cleaned up. There has been no money made. New currants have shown quite an advance during the week. Some should be received in a few weeks. Apples and peaches are the only new Californian fruit quoted. The week shows advanced figures. Some should be received early in September. It is expected first shipments of Valencias are on the way. The outlook for raisins is unsettled. Spot Californians—old fruit—have advanced in the west, and it is thought new will open at quite full figures. Prunes also are firmer, and prices for new stock will likely be quite near last year's figure. Evaporated and dried apples are firmer. Spot business is light. New goods will rule quite high.

**DAIRY PRODUCE**—Eggs are rather firmer but there is little if any change in prices. Strictly fresh bring extra figures. In butter good stock is scarce. Prices keep low. Right goods would move freely. Cheese are a light stock in local markets. Twins are demanded. Prices keep quite high though perhaps not as firm.

**SUGAR**—Low prices continue. Some of the best granulated sugar seen is Dutch. If the sugar agreement is to be a success the local rehnery wants to be careful of the quality of sugar it turns out. And this depends much on the trade. They should refuse to accept poor sugar.

**MOLASSES**—There is nothing new. Further receipts of Porto Rico are expected. The low prices are held and little prospect of any change. Sales are light.

**FISH**—Dry cod are easier. There are fair receipts and a fair sale. Pollock are unchanged. They are a summer fish.

Smoked herring are dull. Stocks are light. The new pack not yet received. Prices keep quite high. Pickled herring are rather higher and are likely to sell firm. Fresh fish are scarce. There should be shad at this season but none are being received. Pickled shad are likely to be high. We quote as follows. Large and medium dry cod, \$3.75 to \$3.80; small, \$2.50 to \$2.60; haddies, 5 to 5½c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.65 per 100 lb.; pickled herring, \$2.05 to \$2.15 per half bbl.; Canso herring, \$5 per bbl., \$2.75 halves; Shelburne, \$4.50 per bbl., \$2.25 halves.

**FLOUR, FEED AND MEAL**—There is but a fair business. Flour is tending higher, particularly Ontario. Little change is yet noted in local prices. Oats are very scarce and high. Oatmeal, while high, shows a wide range in price. Business is light. Beans continue to climb. The advance is about \$4 per bbl. Peas are likely to continue high. Good quality stock is hard to get. The high prices in cornmeal are firmly held. Feed is about impossible to get. We quote as follows: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.70 to \$3.80; medium, \$3.60 to \$3.70; oatmeal, \$4.20 to \$4.30; cornmeal, \$2.90 to \$3; middlings, \$22 to \$23; oats, 48 to 50c.; hand-picked beans, \$2.30 to \$2.45; prime, \$2.20 to \$2.25; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.10 to \$4.15; barley, \$3.90 to \$4; hay, \$12 to \$14.

### ST. JOHN NOTES.

Northrup & Co. is finding a steady sale for Cottolene—both pails and tins.

The annual meeting of the Maritime Board of Trade opened in Chatham, N.B., on Wednesday, and will continue in session Thursday and Friday.

L. C. Archibald, of The Canada Milk Condensing Co., Antigonish, N.S., was in the city this week. Dearborn & Co. have been appointed their agents here.

W. D. Hooper introduced the Canadian manager for "Sunlight" soap to the trade this week. Mr. Hooper, the representative



for New Brunswick, has worked up a nice business.

Baird & Peters have still some Porto Rico molasses to arrive, and buyers would find it an advantage to have their orders placed so as goods could be forwarded while landing.

#### MANITOBA MARKETS.

WINNIPEG, August 19, 1901.

**B**USINESS has been very good all week, and prices are, in almost every instance, firm and steady, or with a tendency to advance.

**FLOUR**—No change of price has occurred during the week. The demand is highly satisfactory to the millers.

**CEREALS**—Market very firm. There is a dearth of rolled oats, and they are very high and hard to obtain. The price is still \$2.25 to \$2.30 per sack. Split peas firm at \$2.50; pot barley, \$2.30 to \$2.40; pearl

**EVAPORATED FRUITS**—Apples are very scarce and the few remaining of last year's crop are held at very high figures. Apricots are 12½ to 13½c. and latest advices from California indicate that all but about 60 cars are out of the growers' hands. Peaches—There has been an increased activity but regular prices are hard to quote. Cables from Greece indicate the damage by rain to the currant crop as serious and the market is firmer in consequence though prices have not advanced. The balance of Valencia stocks are steady but there is a growing eagerness on the part of holders to dispose of the balance of their stocks.

**RICE**—The report of advance in the price of Japan rice is confirmed this week by cable from Kiobe, Japan, the advance being fully ½c. per pound. No real reason is given for the advance.

**TEAS**—Congous are coming in rapidly

farmers mostly trading it out at country stores for groceries.

**CHEESE**—No further change recorded in cheese, the market remaining steady at 7¼ to 7½c.

**EGGS**—Fair supply, but of inferior quality. Price, 12c. Winnipeg.

#### NOTES.

The first few loads of the new crop of wheat are on the market and in quite a number of instances the threshing is well under way. The grainmen and millers estimate that about one-half the wheat crop is now cut. One farmer on the Portage Plains yesterday finished cutting his wheat crop of 2,700 acres and will begin threshing on Monday.

There are too many harvest hands coming into the country and many of them are of an undesirable sort. There is beginning to dawn on the minds of the people here the idea that the C.P.R. are making use of the harvest to bring in men to ultimately take the place of the striking trackmen.

Fruitmen are already complaining of the falling off in car service at the Northern Pacific depot since it was taken over by the Canadian Northern. In the days of the Northern Pacific a particularly good service was given on fruit trains. This week, a car of bananas was held here on the track for nearly 24 hours before the houses to whom it was consigned could get delivery, with the result that the fruit missed the Friday branch-line trains, and was so ripe it had to be put on the market here at a reduced figure in order to clear it out. A deputation from the Fruit Exchange waited on Mr. Shaw to-day asking for a remedy of the grievance.

#### HUDSON BAY COMPANY'S PICNIC.

The employes of the Hudson Bay Company, Winnipeg, held their annual outing on Thursday, August 15 (Civic Holiday). The weather was absolutely perfect. Commissioner C. C. Chipman invited them to his summer home, the historic Lower Fort Garry, about 20 miles down the Red River. The employes and their friends, to the number of 400, went down in a special train.

Inside the high stone walls of the old fort gaily-colored marquees were erected. There was an abundance of choice viands, fruits of all sorts and every kind of soft drink known to man.

The velvet turf furnished an excellent place for the races and games. The event of the afternoon was a baseball match between a picked team of the employes and the team of the Royal Canadian Dragoons.

The outing had but one fault, it was all too short for the many pleasant things there were to see and do. The employes feel specially grateful to Commissioner Chipman for the courtesy extended.



Sacred Mountain near Tea-producing District, Japan.

barley, \$3.75 to \$4; white beans, \$2.05 to \$2.10; cornmeal, \$1.65 to \$1.70.

**SUGAR**—Firm and unchanged. Granulated, \$5.20; yellow, \$4.35; lumps, \$5.70 barrel; boxes, \$5.80.

**CANNED GOODS**—Situation is practically unchanged. Syndicate continue to control the vegetables, and prices are very stiff. Quite a few sales have been effected, but whether routing instructions have been given is unknown. The 4c. per 100 allowed by the factories is not satisfactory to the jobber here, and there is no question that some other and better arrangement will have to be made to interest the Winnipeg merchants. In fruits, pitted cherries have arrived, but the price is almost, if not altogether, prohibitive, being \$4.90 to \$5 for Bowlby's goods. Reports are circulating freely as to the partial failure of the Ontario peach crop, some reports putting it at 50 per cent.

for the last two weeks and the quality so far is excellent.

**SOAP**—There has been an advance along some lines of soap and further sharp advances may be looked for owing to the increased price of all soap materials.

**GREEN FRUITS**—The supply of all lines from California and Washington are scarcer than last week, plums and peaches being almost unobtainable. However, fruitmen are hopeful that the coming week will be productive of better things. No changes are reported in prices for the week. Ontario tomatoes are arriving in small quantities by express and sell for \$1.75 per basket. The quality is excellent. Southern apples, in barrels, arrived this week and are quoted at \$6.

**BUTTER**—There is little or no change in the situation. Several purchases this week have been made at 16½c. factories. Dairy butter is not arriving in large quantities, the

*To Smith Office  
5-9-01*



**TRAVELLERS' PICNIC AT LONDON.**

**T**HE members of the Canadian Order of the Knights of the Grip are so fond of "the road" that when they did get their holidays, from August 5 to 17, many of them spent a good part of the time "on the move." Several parties visited the Pan-American Exposition during the fortnight, and it would take a good judge to decide who had the largest time, according to reports. On the last day of the fortnight a trainload of them went up from Toronto to London to hold the second annual picnic of the order in company with their London brethren.

Practically every branch of trade was represented in the Toronto party, and as the majority of them were veterans in both years and experience, many a good story was told and many interesting experiences related.

The reception at London was what might be expected when travellers welcome travellers. After luncheon, a procession was held through the main streets, after which cars were taken to Springbank Park, where the games were conducted.

The Toronto and London travellers were pitted against each other in three contests—a tug-of-war, a baseball match, and a game of rounders. The baseball game was well contested, but the London men seemed to have had more practice, and won out with a score of 9 to 5. The London men also won the tug-of-war. The game of rounders was not only interesting but at times exciting. Owing to one of the heavy-weights sitting on the ball and bursting it, the game had to be left unfinished. This was aggravating to several of the Toronto players, as the score was 13 to 12 in favor of London, and they felt confident that they could pull down that small lead and ultimately win out.

Another exciting event was the chase of a greased porker. In fact, its capture was the climax in the fun for the day. Several thousand people witnessed the games. The winners of the day were as follows:

- 100 yards' race; travelling men only—1, H. A. Turner; 2, R. Ripley.
- 75 yards' four-legged race; badge-holders—1, G. Hamilton, H. A. Hamilton and R. Ripley.
- 25 yards' wheelbarrow race, travellers only—1, B. Lind and Johnston; 2, F. Carnall and Russell.
- 100 yards' race, wholesale employes and travellers—1, R. H. Chapman; 2, E. Best.
- 25 yards' and return, jockey race, open to badge-holders—1, Obernesser and Obernesser.
- 50 yards' race, travellers over 50 years of age—1, W. J. Anderson; 2, B. S. Switzer.
- 100 yards' race, hotelmen only—1, J. Obernesser; 2, R. J. Thompson, Strathroy.
- 20 yards' race, rolling the barrel—1, Russell; 2, Carnall.
- 75 yards' race, travellers over 200 lb.—1, T. Mortimer; 2, J. W. Couse.

50 yards' obstacle race, employes of wholesales and badge-holders—1, F. Carnall; 2, W. J. Obernesser; 3, H. Peel.

75 yards' race, committeemen only—1, H. Southam; 2, H. Turner.

50 yards' race, all aboard, travellers only—1, M. McDougall; 2, S. Mannes.

50 yards' race, girls under 15—1, Carrie Fitchett; 2, Flo. Hardy; 3, Helen McNiff.

75 yards' race, boys under 15—1, Chas. Clark; 2, Fred Arscott; 3, C. Brennan.

Tilting the ring, wholesale employes and travellers—1, Hyman and Buttery; 2, Matthews and McDonald.

50 yards' race, egg and spoon, badge-holders—1, T. Hamilton; 2, A. F. Hamilton.

100 yards' race, square heel and toe, judges only—1, Hyman; 2, Pocock.

Catching a greasy pig, open to the world—Frank Robertson.

**CLEMES BROS. REMOVING.**

Clemes Bros., wholesale fruiterers, Toronto, have decided to remove into larger premises. They have secured the large building at the south east corner of Church and King streets, and hope to occupy these premises about October 1. The business will be continued as a strictly wholesale concern.

**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.

W. H. Gillard & Co. are showing exceptional value, they state, in cheap pickles of excellent quality.

"Condor" mustard, to be obtained from E. D. Marceau, is giving excellent satisfaction. Those who have tried it are well pleased with its merits.

John Sloan & Co. are getting into shape for handling a big quantity of "Boston Luxury" coffee this fall.

Gallon apples and evaporated apples, the latter in 50-lb. boxes, are being offered by W. H. Gillard & Co. at advantageous prices.

John Sloan & Co. have received a car of molasses put up in the neatest and cleanest packages they have ever sold.

E. D. Marceau reports his "Condor LX" tea, in 1-lb. and ½-lb. packages, to be selling fast, the second lot now being almost all delivered.

B. Trudel, of L. Chaput, Fils & Cie., Montreal, left that city on Saturday for Sault Ste. Marie, Winnipeg and British Columbia. They ask their friends to wait for him as he has many bargains to offer.



**CLOTHES PINS...**

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

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

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

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

**GOOD NEWS**

should be told, and so with us

**VICTORINE**

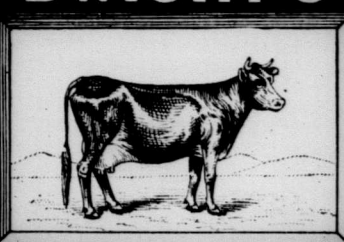
The Clothes Washer is good-news to thousands of women.

Do you sell it?

Write for samples.

**VICTORINE (Incorporated) MONTREAL.**

**DWIGHT'S**



**SODA**

**FREE**

It is a good time to distribute our free books of Receipts and useful information. They are always acceptable. If your supply is out, you might write for some, and don't let your stock run down.

**Dwight's Cow Brand Soda**

**JOHN DWIGHT & CO..**

34 Yonge St., TORONTO.

Agencies in all leading centres.

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

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



## WASHED AND UNWASHED COFFEE.

A WESTERN subscriber writes: "I would like to know what washed coffee is, the process, and how does it affect coffee. Some claim it damages it, while others say it improves it."

We judge that the contradictory statements which our friend refers to come from salesmen or other people interested in one line of coffee as against another. We do not think either statement is based on exact knowledge of the changed quality of a coffee prepared for market in one case with washing and in another case without. Few people have a chance to make a proper test of this sort, as the coffees which come to us, from a given plantation are always either washed or unwashed, depending on the abundance of water at that particular place.

If the planter has plenty of water he washes his coffee, for the simple reason that this gives a product which will command a higher price. It doesn't matter to him, or to the dealer, whether the washing helps the coffee or hurts it. It certainly helps the price; and this, of course, means that most buyers think the washing process is really a benefit to the coffee.

Washing certainly improves the appearance of a coffee very much, giving it a better color, a better surface, and, particularly, a white centre which shows out very prettily in the roasted beans. Perhaps the whole demand for washed coffees is based on this improvement in appearance. The general idea is that the drink quality also, is improved, but this, as we said before, is usually merely an impression, and is not based on comparative tests of the same crop of the same coffee, washed and unwashed. Some coffee men think there is no improvement in quality by washing. We do not know that any good judges consider that washing really hurts the quality of a coffee.

As to details of the washing process, these differ greatly in different countries and plantations. The older method was to treat the coffee in a big trough or vat, water being run in at one end and out at the other. Now washing machines are often used, consisting of a long cylinder with a revolving shaft through the centre carrying discs or paddles by which the coffee is thoroughly stirred through the water, both coffee and water passing through the cylinder from one end to the other. These machines operate on coffee which has already been pulped. Ripe coffee cherries are pulped by means of a revolving disc working in a fixed hopper, into which the coffee is fed, and with it, usually, a stream of water. This operation breaks the cherry open and in the subsequent washing the pulpy matter which envelops the seeds is further loosened and partly carried away. It is this wet separation of the sticky pulp from the seeds, instead of allowing it to dry on them and be removed later with the parchment in the hulling operation, which makes the distinction between washed and unwashed coffees. The dry method must be followed in most plantations because water is scarce; and the coffee so finished seems to be perfectly good, though not so attractive as when washed.

If the pulping is done with a good stream of water, even if there be no regular washing afterwards, the coffee may get something of the improved appearance sought for by washing, and it is sometimes diffi-

cult to tell whether a coffee has been regularly washed or only pulped with a liberal water supply. The judge of coffee has no trouble, however, in telling the difference between a washed coffee and one that has had the pulp removed dry.

One improvement in the quality of many washed coffees, prepared by the earlier method, was the separation of light berries by the skimming or floating of them off from the washing tank. This gave the washed coffees a reputation for soundness and uniformity, and freedom from quakers, which they may not have a right to when treated in the newer washing machines.

Whether coffee is washed or not it has to be dried, and there is a sort of fermentation which goes on during washing and drying, about which coffee planters have various ideas, just as is the case in the curing of tea leaves. There is no reason to doubt that this fermentation in the separation of the coffee pulp has an important effect on the drink value of the coffee beans, and this is the point probably which needs to be studied most carefully—by tests which are really scientific—in order to arrive at the very best method of producing dried, parchment coffee.

A great part of the coffee crop is still dried in the sun on a paved court or "patio"; but where the coffee is machine-washed, it is more common to use a steam dryer, and, preceding this, to use a centrifugal separator to throw off the loose water mechanically.

A considerable part of the coffee crop is now washed, though we do not know of figures giving the exact proportion. Perhaps it is as much as 10 per cent. of the whole. Nearly all Central American coffees are washed, Guatemalas particularly; also most of Bogotas. Washed Mexicans show equal improvement, but lack of water causes most Mexicans to be shipped unwashed. The great part of the Brazil crop is not washed, but the percentage of washed coffee is increasing, because practically any sort of coffee so treated commands a better price.—The Spice Mill.

### A TEA GROWER'S SOLILOQUY.

Tea Trust, or no Tea Trust? that is the question.  
Whether it is wiser for us all, to suffer  
The kicks and claims of exacting Jobbers,  
Or to combine and ship 'em what we please  
Obvious of their growls. To taste—to smell,  
No more, but lie in chairs and smoke,  
Or go to Nikko like the Diplomats,  
And let experts and the Japanese  
Do what they d—d well please.  
'Tis a consummation devoutly to be wished.  
To smoke, to sleep—to sleep, perchance to dream!  
Ay, there's the rub, for in that sleep  
What dreams may come, of Ceylon Teas  
And China Greens out-knocking fair Japans?  
And then to wake and find that "Trust,"  
And "Bust," have rhymed, and all our hard-won  
Trade has vanished. Then the sad Tea Man  
Will his quietus make with a bare teaspoon!  
Who would not join a Trust, then grunt and sweat  
At matching teas that never can be matched,  
But that the fear of something by and bye:  
That plausible promoters may depart and seek  
The undiscover'd country, from whose bourne  
They never will return—puzzles us all,  
And makes us rather bear the ills we have,  
Than fly to others that we know not of.

—Japan Daily Herald.

### SHERIFF'S SALE OF TEAS.

Will be sold at public auction at a rate on the dollar, at 12 o'clock noon, on Tuesday, 27th of August, at City Sheriff's Office, Court House, Toronto; small stock well-selected teas coffees, etc., \$401.25; furniture, \$100.09.

Terms cash. Inventory and stock can be inspected on application to sheriff.

**COX'S GELATINE** Always Trustworthy  
ESTABLISHED 1725.

Agents for Canada:

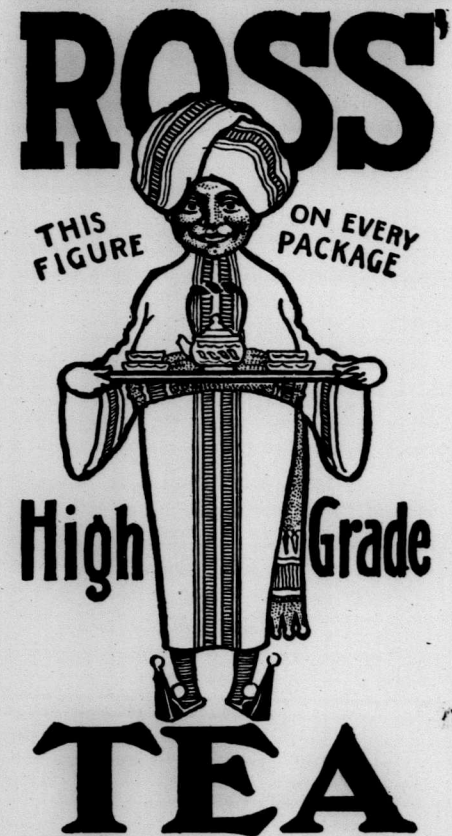
C. E. COLSON & SON, Montreal.

D. MASSON & CO., Montreal.

ARTHUR P. TIPPET & CO.  
Toronto, St. John, N.B., and Montreal

Perhaps you haven't yet had the opportunity of getting acquainted with our "LORD ROBERTS" CEYLON TEA. It is a winner, and, while it retails at only 25c., you would really think it worth 40c., to look at it, and if you drew it your opinion would not change. It is not a Blend, just a straight tea, in 90-lb. chests. It has been a leader with us for 12 months, and the success we have had is great. If you should be a little doubtful about your 25c. bulk tea, give this a trial.

**JOHN SLOAN & CO.**  
TORONTO.



"YELLOW" means a newspaper that unduly exaggerates.

It could also be applied to some packers of tea with out losing any of its force.

We have not got the largest sale of tea in "the world," but we do claim to put up the only **Pure Ceylon** tea in Canada, and everybody knows that "Ceylon" is the best tea sold.

THE ROSS TEA CO., - - TORONTO.











# HOLIDAYS ARE NOW OVER.

---

We want to talk business and offer you bargains in many lines which cannot last long, on account of low prices.

## We Offer:

- 600 Boxes Dufour French Prunes, 25 lbs.
- 300 Boxes California Prunes, - 25 lbs.
- Santa Clara Prunes, 30/40, 40/50, 50/60, 60/70, 100/110.
- 50 Bales Pure Mayette Grenoble Walnuts.
- 50 Cases Shelled Walnuts.
- 300 Boxes, 7 lbs. each, Finest English and Dripped Peels.
- 75 Boxes, 10 lbs. each, Finest Dimbola Citron Peels.
- 150 Boxes, Nice Lot of Sultana Raisins.
- 100 Boxes, 36 1-lb. Cartoons, California Seeded Raisins.
- 550 Boxes G. & S. 3-Crowns Loose Muscatels.
- 50 Boxes G. & S. 4-Crowns Loose Muscatels.
- 50 Boxes G. & S. 2-Crowns Loose Muscatels.

All these goods are in first class condition and kept in cold storage.  
We have also a full assortment of 1900 pack Canned Vegetables, Fruits, and Salmon.  
Ask our prices on new pack Canned Goods.

## A SNAP:

- 500 Boxes Merles F.O.S. Valencia Raisins, - \$1.00
- 30 Cases "Gee Whiz," - - - case, 2.50

## PRICES LOW.

We are sellers. We want to clear everything.

# L. Chaput, Fils & Cie.,

Wholesale Importers,

Montreal



## THE PROVISION TRADE.

The Markets—Winnipeg Provision Man Dead—Miscellaneous Notes.

### WINNIPEG PROVISION MAN DEAD.

HERE died in Winnipeg last week one of the most familiar figures among business men in that city—P. Gallagher, sr., of P. Gallagher & Sons, wholesale and retail meat merchants.

Mr. Gallagher, as his name indicates, was an Irishman by birth, but had spent nearly all his life in Canada. He came to Winnipeg in the year 1880 from the Maritime Provinces, where he had been in the same line of business. From the first he was very successful. He was known from one end of the country to the other as a shrewd, careful and fair buyer. He handled large contracts for the Government and also for railway and other contractors.

Mr. Gallagher was an ardent Conservative in politics, and had been a life-long friend and supporter of the late Sir John A. Macdonald. Having the ready wit and the gallantry of speech so common to his countrymen, he had many friends. He leaves a widow, six sons and four daughters to mourn his loss. The funeral was one of the largest in the city for some time.

### BARREL PORK FOR CANADIAN LUMBER CAMPS.

"One result of the shortage of barrel pork in Canada," said a Toronto provision dealer this week, "is that United States packers are here trying to get a share of the lumber camp-supply trade. The market here is so high that, notwithstanding the duty on United States meats coming into this country, the large packers from the other side find prices here more satisfactory than they can get elsewhere. The United States pork is not as fine an article as that packed here, but that makes little difference. Canadian prices have to be adjusted to meet the competition of United States houses, and it looks now as if the latter would find a good market even after the Canadian stock is all well cleared out."

### HOW TALLOW IS CONSUMED.

A leading tallow dealer is reported by The New York Journal of Commerce as stating that practically no tallow comes from the slaughter-houses or packers any more, as the packing house uses up all but its refuse beef fat for edible purposes, such as oleo oil and stearines, instead of soap stock. The chief supply of tallow now comes from butchers' trimmings, which are taken by the beef houses and rendered. Even the best of this is put into oleo oil and stearine.

Hence the supply of soapmakers' tallow is growing smaller all the time as packers stop selling the product for that purpose since they started manufacturing oleo products. Armour has not sold any tallow for some years.

### THE UNITED STATES HOG MARKET.

The total packing of hogs in the United States last week was 420,000, as compared with 425,000 for the preceding week, and 340,000 for the same period last year. Since March 1, the total pack amounts to 1,071,000, against 1,001,500 one year ago. Prices during the week ruled at 70c. above last year's quotations.

### HOW TO VALUE TALLOW.

In answer to an inquiry as to how to value tallow, The Oil and Colorman's Journal says: "The commercial brands of tallow are (1) rendered tallow, (2) pressed tallow, and (3) premier jus. Tallow is valued—its color, smell and taste—by the titre test, that is to say, the solidifying point of the fatty acids as determined by Dalican's method, the higher the solidifying point the greater is the percentage of solid fatty acids. Moisture is determined in the usual way, and gross adulteration by filtration of the melted fat at a steam heat. The harder the tallow and the freer it is from fatty acids and impurities the more valuable it is."

### THE PROVISION MARKETS.

#### TORONTO.

The market is quiet. There is a fairly good trade doing in beef, but, as the offerings of both dressed hogs and calves are light, the high prices are maintained and the movement is small. Hogs are 25c. per cwt. higher. Lambs are 1c. per lb. lower. We quote as follows: Dressed hogs, \$9.50 to \$9.75 per cwt.; mutton, \$6 to \$7 per cwt.; yearling lambs, 7 to 7½c. per cwt.; spring lambs, 8 to 9c. per lb.; beef carcasses, \$7.50 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8½ to 9½c. for best; fore quarters, 4½ to 5½c. for best; calves, \$8 for best and \$6 to \$7 for mediums.

The market for pork products continues to stiffen. "Everything points to a continuance of present quotations for some time to come," said a Toronto packer on Wednesday. "Any changes in the next two or three months will be upwards. This is due not only to the good demand here, but to the stiff markets both in Europe and the

United States." An advance of ¼c. is noted in lard. Breakfast bacon and medium hams are ½c. higher. We quote: Long clear bacon, 11½c. Smoked meats—Breakfast bacon, 15c.; rolls, 12c.; small hams, 14c.; medium hams, 14c.; large hams, 13c.; shoulder hams, 11½c.; backs, 15c. Barrel pork—Canadian heavy mess, \$20; Canadian short cut, \$21; lard, tierces, 11c.; tubs, 11¼c.; pails, 11½c.

#### MONTREAL.

An advance in Chicago clear pork from \$22.50 to \$23 is about the only change that took place this week. We quote as follows: Heavy Canadian short cut mess pork, \$20.50 to \$21.50; selected heavy short cut mess pork, boneless, \$21.50 to \$22.50; family short cut back pork, \$20.50 to \$21.50; heavy short cut clear pork, \$20 to \$21.50; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.30 per pail; refined lard compound (Fairbank's), \$1.92 for 1 to 24 pails; \$1.90 for 25 to 49 pails; \$1.88 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9½c. per lb. in tierces, and 10½c. in 26 lb. pails, and 10¼c. in 50-lb. boxes, for Quebec.

#### WINNIPEG.

The cured meat market here is decidedly firm. Hams ranging in size from 12 to 14 lb. are quoted as high as 15c. All other prices are the same as last week. We quote: Sugar-cured hams, 14 to 15c.; sugar-cured bellies, 14c.; sugar-cured backs, short, 14c.; sugar-cured shoulders, 10c.; dry salt long clear bacon, 12½c.; shoulders, cut square, 9½c. Lard is also firm at \$2.35 for 30-lb. pails.

#### ST. JOHN N B.

There is little business. Local packed pork is about out of the market. The American continues to advance, and very high prices rule. Beef, in comparison, is very reasonable. Lard continues very high.

## EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

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

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

## SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled

We are large dealers in EGGS and BUTTER. WRITE US.

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants  
76-8-80 Front St. E. - - TORONTO.





To hold the Best 'Trade  
you must sell the Best  
Goods.

REGISTERED  
*Bow Park*  
BRAND

**Sweet  
Pickles**

**Always Lead.**

Your wholesaler will give you quotations, or write direct.

**Shuttleworth & Harris,**  
BRANTFORD, CANADA.

The demand for

REGISTERED  
*Bow Park*  
BRAND  
**HAMS**

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

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

**The Brantford Packing Co.**  
BRANTFORD, ONT. LIMITED

# LARD

Owing to the scarcity of hogs we have not been able to fill all orders for pure lard.

We would remind the trade that we are also refiners of **LARD COMPOUND** and can supply a brand of this article equal to any in the market; at prices very much lower than pure lard.

WRITE FOR QUOTATIONS.

**F. W. FEARMAN CO.**

Limited

**Pork Packers, Lard Refiners,  
Butter and Cheese Dealers,**

**Hamilton, Ont.**

**THE CANADIAN PACKING CO.**  
LONDON, ONT.



GUARANTEED CHOICE AND PURE.  
**GOLD MEDAL, PARIS 1900.**

Please order goods through your wholesale house



**CEYLON GREEN TEAS IN CANADA.**

By William Mackenzie, in The Home and Colonial Mail.

I WROTE to a Canadian broker, pointing out the difficulty I had as to advising the making of Ceylon greens, whether in large or small quantities. This is his reply:

"I can quite understand the difficulty you experience in advising your friends on the green tea business, and also their discouragement at the uncertainty of the demand for it. However, it is some consolation to us to know that we are not alone in our vagaries on this matter, but that a market like New York is acting in a similar manner. This looks as if there was some good reason for our peculiar actions, if such they can be called, seeing they are only business methods.

"I think the discouragement your friends feel is entirely due to their not appreciating the difficult position of these teas in our market. They evidently believe that when a broker (say myself) sells a jobber a line of Ceylon green, it is simply because that jobber wants the tea, and is looking for it, whereas the fact is that I have perhaps talked Ceylon greens to that man for weeks, and at last got him to try, say, twenty or forty packages. He has then to 'entuse' his travellers on the goods, and out they go to sell them. The jobber then buys a few more, and repeats this until the travellers, having sold every customer whom they can induce to handle them, the demand in that quarter stops, and you cannot place another package with that man until those customers begin to buy again. When this will be is very uncertain. The country retailer here is not a pushing character. The Ceylon green has been squeezed on to him, and he had often neither the brains nor the energy to get it off his hands in the same manner as it came on to them. His customers are likely Japan tea drinkers; no one asks for Ceylon greens, and he is not going to argue with them as to the better value of the Ceylon, and it goes off very very gradually. This occurs in hundreds of cases. In the meantime there is a lull all round, and reports go abroad that the demand has stopped; this reaches the growers, prices drop a little, and they stop making and the whole business feels upset. There will be for some time to come periodical spurts and periodical lulls in the demand, but each spurt will be a little larger than the previous one, like rings from a stone thrown in the water. The growers have got to recognize the fact that they have entered the lists against Japan, which have been in use here for thirty or forty years, and it must necessarily be a hard fight, with many discouragements to all that are engaged in it. But I confidently feel that if the Ceylon green tea is persistently pushed it will come to be a great business with us."

Louis Monette has opened a general store at Hull, Que.

Fredonston, N.B., grocers have started to close at 7 p.m.

The estate of M. E. Boivin, grocer, etc., Ottawa, has been purchased by E. Boivin & Son.

J. Boughner, of Mapleton, Ont., is opening a grocery store on Talbot street, St. Thomas.

Harry Ryerson, driver for W. C. Anderson, grocer, Halifax, was thrown from his wagon the other day and had a rib broken, besides receiving several severe bruises.

Once used and your customers will ask for OUR

# LARD

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

## Our Process of Rendering

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

## Every Grocer Should Have It

FROM 3-LB. TINS UP.

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

## Our Brands Give Satisfaction.

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

## Hot Weather Specials

READY FOR LUNCHEON:

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

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

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

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

W. A. CARSON

J. ERLE CALDWELL

## Belleville Pottery Co.

SUCCESSORS  
TO . . .



KINDLY WRITE US FOR CATALOGUE AND PRICE LIST.



# Ceylon and Indian Teas— Black or Green.

**The Black Teas** were introduced into Canada only a few years ago. Reflect how they have gained in popularity yearly and consider the present consumption.

**The Green Teas** are still quite a novelty, but have already made their mark and merit all success. They are made expressly to meet the tastes of those who do not drink Black Tea.

In addition to their unquestioned merits, remember how they are advertised—See the daily papers

Ceylon Greens are for sale in Montreal by—

- Messrs. Carter, Galbraith & Co.  
“ L. Chaput, Fils & Cie.  
“ Laporte, Martin & Cie.  
“ E. D. Marceau.  
“ “Ozo” Tea Co.



### OTTAWA GROCERS' FIRST PICNIC.

**T**HE Ottawa Retail Grocers' Association is to be congratulated on the success of their first annual picnic, which was held on Wednesday last week at Stanley Island, Ontario. The excursion proved a grand success from every point of view, over 300 employers, employes, their families and friends partaking of the hospitality of the Association and all were united in saying that the outing was the most pleasant and enjoyable spent for some time.

The route taken by the excursionists was by the Ottawa and New York Railway to Cornwall and from there by the steamer Filgate to Stanley Island. It was a most exceedingly popular one. After leaving Cornwall it presented a remarkable variety of scenery which included many scenic and historic resorts. The train left the Central depot at 8 a.m. arriving at Cornwall 10 a.m. The excursionists were then transported over to the wharf by the Cornwall electric cars where they took the steamer. The trip down the river was commenced at 11 o'clock and all agreed that it was impossible to find words wherewith to sketch the varied splendors of the St. Lawrence River and Lake Francis with their numerous islands. The effect of the scenery that presents itself is a sensation never to be forgotten.

Directly opposite Cornwall lies Cornwall Island, the home of that large and prosperous population, the St. Regis Indians, to whom attention has lately been drawn by the uprising of one of their chiefs, Jake Skin, who has just spent twenty days in jail for insubordination. From all appearances the island is well cultivated. Colquhoun Island, some three or four miles farther down the river, presents another pleasant spot. It is situated almost in the middle of the river and has a number of attractive residences built on it.

The steamer instead of stopping at Stanley Island continued its course on down the river, in order that the excursionists might view the beautiful scenery, to a point called Lancaster Light Cairn in Lake St. Francis, nearly opposite the village of Lancaster. This particular spot is a small island built of stones by the United Empire Loyalists about a hundred years ago.

At this point the steamer turned around and returned to Stanley Island, one of the most favored summer resorts on the St. Lawrence. It is a grand island, a fisherman's paradise, a source of water supply; in fact, a real natural sanitarium. The island is about a mile from the mainland, and affords a splendid view for miles both up and down the river as well as across Lake St. Francis in both directions. It has an area of about 75 acres, and fully one-half

of it is laid out as a park, which is traversed by paths and walks which, to the eye of an onlooker, are most pleasing. It has a bicycle track nearly two miles long, golf links, tennis and croquet grounds.

On arriving at the island, the excursionists were escorted by the committee in charge to the Algonquin House, where dinner was served to over 200. This is an excellent hotel, and is becoming better known and more generously patronized every year. The excursionists were all loud in their praises of its situation and its many attractions. Its situation is one of the most charming features. The picturesque scenery visible from the hotel is a great attraction.

The committee expressed entire satisfaction with the manner in which Mr. J. R. Duquette, the popular proprietor, treated the excursion party.

Dinner over, the excursionists devoted the time until 6.30 in the evening in swimming, fishing, bowling, sailing and viewing the natural beauties of this charming summer resort.

During the afternoon Mr. Duquette took a number of the excursionists over to Hamilton's Island and then crossed over to Hopkin's Point in his yacht, The Ivey. The trip was much enjoyed by the party.

The return trip was commenced at 6.30, the excursionists arriving in the city at 9.55.

#### NOTES.

The picnic was such a success that it will henceforth be an annual affair.

The committee in charge were: W. J. Eastcott, president; J. G. Stewart, vice-president; H. C. Ellis, secretary; Wm.

York, treasurer; and the following excursion committee: M. H. McVeity, H. W. Booth, Charles Prevost, George J. Miller, W. Hand and J. Phillip.

The Ottawa and New York Railway received much praise for the systematic arrangements they had made for the excursion. Mr. Hamilton, assistant passenger agent, and H. K. Gays, assistant general manager, accompanied the excursion to see that all arrangements were carried out. Mayor Campbell, of Cornwall, who is also president of The Montreal and Cornwall Navigation Co., boarded the boat at Cornwall and was of valuable assistance in pointing out scenes of interest to the excursionists.

The Ottawa Pipe Band, who were engaged by the association, contributed greatly to the enjoyment of the day. Their selections were much appreciated, not only by the excursionists, but by all the guests at Stanley's Island.

Among the representatives of wholesale houses present the following were noted: J. D. Larose, Canada Biscuit Co., Limited; G. W. Hunt, Ottawa Fruit Exchange; R. B. Whyte, J. G. Whyte & Sons; E. W. Richardson, Cochrane & Co.; L. McCurdy, McCormick Biscuit Co.; Van Gilchrist, Borthwick Fruit Exchange; W. G. Reilly and C. F. King, local representatives of The Copeland, Chatterson Co.; W. C. Thorp, Ross Tea Co.; F. E. Convery, Fleishmann's Yeast; C. E. Plain & Co.; J. D. McCusker; H. N. Bate & Sons; Provost Bros.; D. McIntosh; G. Matthews & Co.; Sunlight Soap Co.; J. Campbell, Chaput Fils, Montreal.

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

# EMPIRE

## SMOKING TOBACCO

In 5 10 and 15c. Plugs.

**EMPIRE** costs you only 39 cents, and pays a good profit.

**EMPIRE** is well advertised.

**EMPIRE** is selling well in almost every store from Halifax to Dawson City.

**EMPIRE** is A BIG PLUG FOR LITTLE MONEY

Made by

**THE EMPIRE TOBACCO CO.,**  
LIMITED  
MONTREAL, QUE.



# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

Manufactured from the choicest vegetables and finest English pickling vinegar, it stands to-day THE FINEST PICKLE IN THE WORLD. 12 Gold Medals have been awarded for superior excellence.

## GILLARD'S PICKLE—Cases of 2 Dozen.

5-Case Lots and over . . . \$3.20 Per Dozen.  
Less Quantity, . . . 3.30 "

## GILLARD'S SAUCE

is a good sauce, none better for gravies, soups, etc.

5-Dozen Lots and over . . . \$1.40 Per Dozen.  
Less Quantity . . . 1.50 "

GILLARD & CO., Limited, "The Vintry Works," Walthamstow, London, Eng.



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

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

## POTATOES and OATS

IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH

Board of Trade, TORONTO

## THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

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

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

Write for scale of charges, etc., to

THE GLENER CO.,

Limited

"Gleaner" Office, . . . KINGSTON, JA.

## BASKETS

We make them in all shapes and sizes. We have

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

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

THE . . .

Oakville Basket Co.

Oakville, Ont.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

## "Chief Keokuk"

Pickles and Condiments.

## "Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

# COWAN'S

Hygienic and

Perfection

# COCOA

Queen's Dessert, Royal Navy  
and Perfection - - -

# CHOCOLATE

COWAN'S ICINGS FOR CAKE.







# Edwardsburg Silver Gloss Starch.

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

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

*Edwardsburg Starch Co'y, Limited*  
Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

**COUPON BOOKS—ALLISON'S**  
\$2, \$3, \$5, \$10 and \$20 books.

	Un- num- bered.	Covers and Coupons numbered.
50 books, one kind or as- sorted	\$1 50	\$1 75
100 books one kind or assorted	2 50	3 00
500 books, one kind or assorted	11 50	14 00
1,000 books, one kind or assorted	20 00	25 00

**Allison's Coupon Pass Book.**

8 100 books	2 cents each
2 00 books	2 cents each
3 00 books	2 cents each
5 00 books	2 1/2 cents each
10 00 books	3 cents each
15 00 books	3 1/2 cents each
20 00 books	4 cents each
25 00 books	5 cents each
50 00 books	8 cents each

**EXTRACTS.**

**HENRI JONAS & Co. Per gross.**

1 oz. London Extracts	85 00
1 oz. " " (no corkscrews)	5 50
1 oz. " " "	9 00
1 oz. Spruce essence	6 00
2 oz. " " "	9 00
2 oz. Anchor extracts	12 00
4 oz. " " "	21 00
8 oz. " " "	35 00
1 lb. " " "	70 00
1 oz. Flat	9 00
2 oz. Flat, Anchor extracts	18 00
2 oz. Square	21 00
4 oz. " " (corked)	36 00
8 oz. " " "	72 00
4 oz. " " glass stop extracts	3 50
8 oz. " " "	7 00

**Per doz.**

2 1/2 oz. Round quintessence extracts	2 00
4 oz. Jockey decanters	3 50

**FOOD.**

**per doz.**

Robinson's Patent Barley 1/4 lb. tins	1 25
" " " 1 lb. tins	2 25
" " " 1/2 lb. tins	1 25
" " " 1 lb. tins	2 25

**GILLET'S POWDERED LYE.**

4 doz. in case ..... \$3 60

**JAMS AND JELLIES**

**SOUTHWELL'S GOODS. per doz.**  
**Frank Magor & Co., Agents.**

Orange Marmalade	1 50
Clear Jelly Marmalade	1 50
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams, W. F.	1 50
Red Currant Jelly	2 75

**Jams—T. UPTON & Co.**

1-lb. glass jars 2 doz. in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb	0 06 1/2
7-lb. wood pails, 6 " "	0 06 1/2
14-lb. wood pails, per lb	0 06 1/2
30-lb " " "	0 06 1/2

**Jellies—**

1-lb. glass jars, per doz.	\$1 00
7-lb. wood pails, per lb.	0 06 1/2
14-lb. " " "	0 06 1/2
30-lb. " " "	0 06 1/2

**KNIFE POLISH.**

**Nixey's "Cervus" 5d. and 1s. tins**  
For price list and sliding scale apply W. G. Nixey 12 Boho Sq. London, Eng.

**LICORICE.**

**YOUNG & SMYLYE'S LIST.**

5-lb. boxes, wood or paper, per lb	\$0 40
Fancy boxes (35 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb.	0 40
"Aome" Pellets, 5 lb. cans, per can	2 00
"Aome" Pellets, fancy boxes (40) per box	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 20 5 lb. cans	1 50
"Purity" Licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce, large cent sticks, 100 in box.	

**MUSTARD.**

**COLMAN'S OR KEENS.**

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

**BAYLE'S PREPARED MUSTARDS.**

Robert Greig & Co., Toronto, Agents.

Horsradish	1/2-lb. jars 1-lb. jars.
English Sandwich	per doz., \$1 75 \$2 50
	1 75 2 50

**JONAS' FRENCH MUSTARDS**

**HENRI JONAS & Co. Per gross.**

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

**Per gross.**

Mugs	13 20
Pint jars	18 00
Quart jars	24 00

**MATCHES.**

Eddy's Telegraph, 5-case lots	\$4 00
" " single cases	1 21
Telephone, 5 case lots	3 00
" " single cases	4 10
Eagle Parlors, 200s, 5-case lots	1 61
" " single cases	1 70
" " 100s, 5-case lots	1 80
" " single cases	1 90
Victoria Parlors, 5-case lots	2 90
" " single cases	3 00

**MINCE MEAT.**

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

**ORANGE MARMALADE.**

**T. UPTON & Co.**

1-lb. glass	2 doz. case, per doz.	\$1 00
7-lb. pails and 5 and 7 lb. tins		0 07

**PICKLES.**

**STEPHENS'.**  
A. P. Tippet & Co., Agents.

Patent stoppers (pints), per doz.	2 30
Corked pints,	1 90

**BAYLE'S.**  
Robert Greig & Co., Toronto, Agents.

Pandora, per doz.	\$2 15 \$3 60
Sliced Sweet	1 75 2 85
Hot Stuff	1 75 2 85
Tobacco Sauce, 2-oz. bottles, per doz.	\$4 25
Tobacco Pois in vinegar, 1/2 pt.	3 25



**SODA.—COW BRAND**



Case of 1 lbs. (con-  
taining 60 pkgs.,  
per box, \$3.00  
Case of 1/2 lbs. (con-  
taining 120 pkgs.,  
per box, \$3.00.  
Case of 1/4 lbs. and 1/8  
lbs. (containing 30  
1 lbs. and 60 1/2 lb.  
packages) per box, \$3.00.  
Case of 5c. pkgs. (containing 96 pkgs) per  
box \$3.00.

**SOAP**

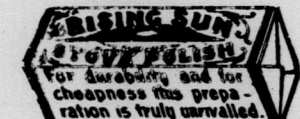


Gloriola Soap, per gross..... 12 00  
Straw Hat Polish, per gross..... 10 20

**STOVE POLISH.**



No 4—3 dozen in case, per gross .. 4 80  
6—3 dozen in case .. 8 40



Per gross  
Rising Sun 6-oz. cakes, 1/2-gross box \$8 50  
Rising Sun, 3-oz. cakes, gross box .. 4 50  
Sun Paste, 10c. size, 1/4 gross boxes .. 10 00  
Sun Paste, 5c. size, 1/4 gross boxes .. 5 00



**STARCH.**

EDWARDSBURG STARCH CO., LTD.

**Laundry Starches—** per lb.  
No. 1 White or Blue, 4-lb. cartons 0 07 1/2  
No. 1 " " " 3-lb. " 0 05 3/4  
Canada Laundry " " " 0 04 3/4  
Silver Gloss, 6-lb. draw-lid boxes 0 07 1/2  
Silver Gloss, 6-lb. tin canisters.. 0 07 1/2  
Edwards'g Silver Gloss, 1-lb. pkg. 0 07 1/2  
Kegs Silver Gloss, large crystal 0 08  
Benson's Satin, 1-lb. cartons.... 0 08  
No. 1 White, bbls. and kegs .... 0 05  
Benson's Enamel, per box..... 3 00

**Culinary Starch—**  
Benson & Co.'s Prep. Corn..... 0 06 1/2  
Canada Pure Corn..... 0 05

**Rice Starch—**  
Edwardsburg No. 1 white, 1-lb. cart 0 09 1/2  
Edwardsburg No. 1 White or  
Blue, 4-lb. lumps..... 0 08

KINGSFORD & OSWEGO STARCH



SILVER { 40-lb. boxes, 1-lb. pkgs. 0 06 1/2  
GLOSS { 6-lb. boxes, sliding cover 0 08  
(12-lb. boxes each crates) 0 07  
PURE—40-lb. boxes 1-lb. pack... 0 07  
48-lb. " 16 3-lb. boxes  
For puddings, custards, etc.

OSWEGO { 40-lb. boxes, 1-lb.  
CORN STARCH. { packages..... 0 07 1/2

ONTARIO { 38-lb. to 45-lb. boxes,  
STARCH { 6 bundles..... 0 06

STARCH IN { Silver Gloss..... 0 07 1/2  
BARRELS { Pure..... 0 06 1/2

**BEE STARCH.**  
Cases, 64 pkgs. 48's..... \$5.00  
1/2 Cases, 32 pkgs. 24's..... 2.50  
Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.  
Ontario and Quebec.

**Laundry Starches—**  
Canada Laundry, boxes of 40 lbs. \$0 04 1/2  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lbs.... 0 05 1/2  
Finest Quality White Laundry—  
3-lb. Canisters, cases of 48 lbs.. 0 05 3/4  
4-lb. " " " " " 0 05 3/4  
Barrels, 175 lbs..... 0 05  
Kegs, 100 lbs..... 0 05

**Lily White Gloss—**  
1-lb. fancy cartons, cases 30 lbs. 0 07 1/2  
6-lb. toy trunks, 8 in case 0 07 1/2  
6-lb. enamelled tin canisters,  
8 in case ..... 0 07 1/2  
Kegs, ex. large crystals, 100 lbs. 0 06 1/2

**Brantford Gloss—**  
1-lb. fancy boxes, cases 36 lbs... 0 08

**Canadian Electric Starch—**  
Boxes of 40 fancy pkgs, per case 3 00

**Celluloid Starch—**  
Boxes of 45 cartons, per case .. 3 50

**Culinary Starches—**  
Challenge Prepared Corn—  
1-lb. packages, boxes 49 lbs.... 0 05  
No. 1 Brantford Prepared Corn—  
1-lb. packages, boxes 40 lbs.... 0 06 1/2  
Crystal Maize Corn—  
1 lb. packages, boxes 49 lbs.... 0 06 1/2



**TEAS.**

**SALADA CEYLON**  
Wholesale. Retail

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



**KOLONA**  
PURE CEYLON TEA  
BLACK

Ceylon Tea, in  
1 and 1/2 lb. lead  
packages, black  
or mixed.

Black Label, 1-lb., retail at 25c.... 0 19  
" " 1/2-lb. " " " 0 20  
Blue Label, retail at 30c..... 0 22  
Green Label " 40c..... 0 28  
Red Label " 50c..... 0 35  
Orange Label, retail at 60c..... 0 42  
Gold Label, " 80c..... 0 55

**CROWN BRAND**

Wholesale Retail

Red Label, 1-lb. and 1/2's..... 0 35 0 50  
Blue Label, 1-lb. and 1/2's..... 0 28 0 40  
Green Label, 1-lb..... 0 19 0 25  
Green Label, 1/2's..... 0 20 0 25  
Japan, 1's..... 0 19 0 25

**"SNELLINGS PATENT"**



English Break-  
fast Hopped Tea,  
29c.; retail, 40c.  
A. Waddell & Co.  
Agents, Toronto.  
Samples on applica-  
tion.



Cases each 60 1-lb..... 0 35  
" " 60 1/2-lb..... } 0 35  
" " 30 1-lb..... }  
" " 120 1/2-lb..... 0 36



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

Blue Label, ..... 0 18 1/2 0 25  
Blue Label, 1/2's ..... 0 19 0 25  
Orange Label, 1's and 1/2's..... 0 21 0 30  
Brown Label, 1's and 1/2's..... 0 28 0 40  
Green Label, 1/2's..... 0 30 0 40  
Red Label, 1/2's..... 0 35 0 50  
Red Label, 1/4's..... 0 40 0 60

**TOBACCO.**

**THE EMPIRE TOBACCO CO., LIMITED**

Smoking—Empire, 3 1/2's, 5s and 10s.. 0 39  
Royal Oak, 2 x 3, Solace, 8s ..... 0 52  
Something Good, 7s..... 0 48

Chewing—Bobs, 5s and 10s ..... 0 36  
Currency, 13 1/2 oz. bars, spaced 9s.. 0 39  
Currency, 6s and 10s ..... 0 39  
Old Fox, Narrow 10s..... 0 40  
Snowshoe, 10 1/2 oz. bars, spaced 8s 0 44  
Snowshoe, pound bars, spaced 6s.. 0 44  
Snowshoe, 2x4, 6s..... 0 44  
Pay roll, 6s..... 0 44

**WOODENWARE**

**BOECKE BROS. & COMPANY.**

Washboards Leader Globe..... 1 55  
" Improved Globe..... 1 65  
" Standard Globe..... 1 80  
" Solid Back Globe..... 1 90  
" Jubilee (perforated)... 2 10  
" Crown..... 1 45

F.o.b. Toronto.  
Matches, Kodak, per case (200's) 9  
boxes to packages, 40 packages to  
case..... 3 30

**YEAST.**

Royal yeast, 3 doz. 5c.-pkgs. in case.. 1 00

Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

**C. A. CHOUILLOU & CIE.**

14 Place Royale MONTREAL.  
(Customs House Sq.)

**SUMMER FRUITS**

Do you handle the following lines?

California Peaches, Pears, Plums,  
Bananas, Oranges, Lemons,  
Nuts, Etc

We handle all lines pertaining to our business.

Price List Mailed Every Week for the Asking.

**WHITE & CO.,**

64 Front St. East, TORONTO.

P.S.—We have to offer 1,000 tubs of finest June  
Butter. Write for prices.

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

**Soap**

"IMPERIAL" and  
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.



ASK FOR  
**MOTT'S**

**ARE YOU USING OUR**



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

**THE SYDENHAM GLASS CO.,**  
of WALLACESBURG, Limited


**Shredded Whole  
Wheat Biscuit**

For sale by all  
Wholesale Grocers.

**J. HEWITT, Agent**  
61 Front St. E., TORONTO.



**THE BEST**  
**Hand Saws**



It will make your work so easy as to make it seem as if you were using a magic saw. It cuts all kinds of wood like butter.

There is no small saw that does not make.

It shows the true value of your goods when you see this saw in use.

**SATISFACTION GUARANTEED OR YOUR MONEY REFUNDED.**

**SEND FOR CATALOG AND TRADE DISCOUNTS.**

AUBRE LIGHT CO., 1022 Notre Dame St., MONTREAL.  
 Sole Importers and Distributors of  
 HANTON—HARRIS—HARRIS—HARRIS—ETC.

**MOLASSES**

..... P.Q., May 9th, 1901

**The Dominion Molasses Co.,**  
 Halifax, N.S.

Dear Sir,—I beg to advise receipt of the car Molasses, which came to hand in good order and condition, and, as a proof I am satisfied with the quality, now offer same figure for two cars more good.

This is an extract from a letter received a few days ago referring to a carload of Barbados shipped to one of the largest cities in the Province of Quebec.

We have some more of this grade to offer, and the price is low.

**The Dominion Molasses Co.,**  
 Limited  
 MOLASSES AND SYRUPS, HALIFAX, N.S.

**BUY**

**Star Brand**

**COTTON CLOTHING LINES**

—AND—

**COTTON TWINE**

Always in stock at Store or Mill of Choice and Best Quality.

For sale by all Wholesale Dealers.

See that you get the Star Brand.

**WE STOCK**

NO. 107

**SYRUP PUMP AND MEASURE.**

Highly commended by those who **KNOW.** (Ask for circular).

**WALTER WOODS & CO.**  
 HAMILTON.

**BUSINESS NEWS**

If you find that it is of value to business men, we will give you a copy free of charge. We can give you the latest news from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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

Obtainable from any Canadian paper on the same terms.

**CANADIAN PRESS CLIPPING BUREAU,**  
 25 MOUNT ST., MONTREAL, QUEBEC.

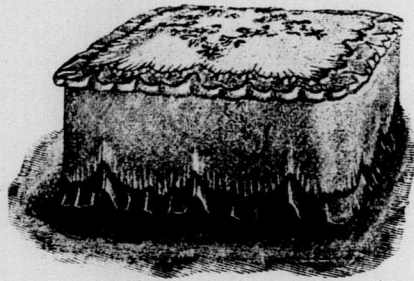
Is it not the best  
 the best Grocers make  
 a point of Keeping it  
 always in Stock.



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



# Decorated Opal



We have just issued our new Catalogue for the coming season. It's a daisy, and yours for the asking.

Have you tried our Mail-Order Department?

Write to us for illustrations or prices of anything you are needing in

White Granite and Printed Ware,	Fruit Jars,
Dinner, Toilet and Tea Sets,	Decorated Opal and Fancy Goods,
Fancy China of all kinds,	Lamps and Lamp Goods,
Cut Glass,	Decorated Souvenir Goods,
Rich Pottery Vases, etc.,	Rockingham and Cane Ware,
Lamp Chimneys,	Lanterns.

## GOWANS, KENT & CO.

TORONTO and WINNIPEG.

# HALF AN EYE

is all a shrewd grocer needs to see that

## Wethey's Condensed Mince Meat

is preferred above all others.

ALL WHOLESALERS HANDLE IT.

## J. H. WETHEY,

Sole  
Manufacturer,

ST. CATHARINES, ONT.

# CROSSE & BLACKWELL'S New Season's Candied Peels

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

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

## C. E. COLSON & SON,

## MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

## BRADSTREET'S

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

Offices Throughout the Civilized World.

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

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

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

### OFFICES IN CANADA

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

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

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

MONTREAL, QUE.  
TORONTO, ONT.

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

## Oakey's

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

## 'WELLINGTON'

## KNIFE POLISH

## JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street  
MONTREAL