

**PAGES
MISSING**

PUBLISHED EVERY
FRIDAY



THE



CIRCULATES IN
EVERY PROVINCE

CANADIAN GROCER

AND
GENERAL
STOREKEEPER

QUALITY..

When a salesman talks price to you

Ask him about **QUALITY**

When he talks quantity . . .

Ask him about **QUALITY**

When he talks merit to you . . .

Ask him about **QUALITY**

That's the _____

STRONG POINT

in

Colman's Mustard



VINEGAR PERFECTION

is more nearly approached by

Imperial White Wine

than any other vinegar.

Its delicate, delightful flavor makes it unequalled for table use.

Its uniform strength and keeping qualities make it the standard with Canada's foremost pickle manufacturers.

You take no risk selling Imperial to your most critical customers. It gives satisfaction every time—under all conditions.

Remember that Imperial costs no more than the ordinary standard vinegar. Ask your grocery traveller for particulars.

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

Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established
1886

Clinton, Ont.

Our

CANS CANS CANS

CAN not be surpassed in point of

Workmanship, Material, Quality.

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

THE ACME CAN WORKS,

Office and Factory:

Ontario St. and Jeanne D'Arc Ave., MONTREAL.

JAS. B. CAMPBELL.

WILLIAM PRATT.



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 1/4-lb. boxes;
Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLYE

Established 1845.

BROOKLYN, N.Y.

TO LIVE GROCERS ONLY

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



"VICTORIA CROSS" CEYLON TEA

BLACK and MIXED.

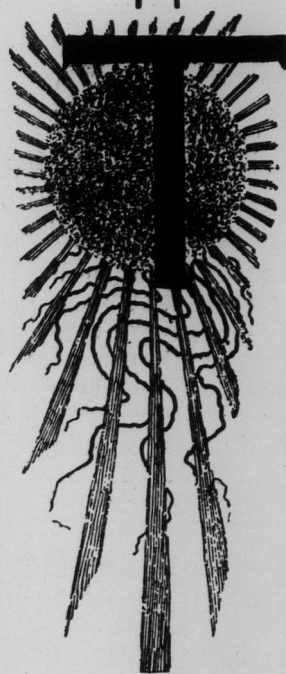
Every package guaranteed finest grade grown. 25-40-50 cents
per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

J. F. SMYTH & CO.

Tea Packers,

WINDSOR, ONT.



The Woman, "The Power."

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

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

"Griffin" Brand Dried Fruits

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

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

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

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

8 Place Royale,
MONTREAL.

23 Scott Street,
TORONTO.

John MacKay, Bowmanville,
Ont.

Manufacturer of Established 1854.

**POT AND PEARL BARLEY,
SPLIT PEAS, AND CHOP FEED**

Send for Prices or Samples. Prompt Business. **IN CAR LOTS.**

Try the **"Imperial"** Brand

— OF —

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

They are packed from the choicest
fruits and vegetables.

Packed by

The IMPERIAL CANNING CO.
KINGSVILLE, ONT.

FRASER
GROWS
FRUIT **J. D. FRASER**
Leamington,

WRITE OR WIRE

for Early Tomatoes, Cucumbers, Muskmelons,
PEACHES and Watermelons by the carload.

FLOUR **MAGOR'S**
DELICIOUS
PATENT
FLOUR.

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

Prices For Cash Unequaled.

JOHN MAGOR & CO., MONTREAL

"ACME"
TABLE SALT

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

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

FALL TRADE

will use up a lot of wrapping paper. When
stocking up in this line get Brown and
Manilla

WRAPPING PAPERS

of these mills, and notice the extra satisfac-
tion in the neat, strong parcels. Full
weight—full count.

CANADA PAPER CO, Limited
TORONTO and MONTREAL.



Downweight is a Thief

Stealing Your Profits
Every Time You Use
Your Scales. . . .

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

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

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

Toledo Computing Scale Co.

DEAN & McLEOD,
Canadian Agents, HAMILTON, ONT.

The warm weather quickly tires.
Don't it make you think of **HIRES'**?

Beware of cheap imitations which are offered
every season to the trade.

HIRES' ROOT BEER

was the first on the market; holds first place to-
day and has never yet been equalled for quality.

Price, in lots of one gross and over per gross \$20.40
Price, in 5-gross lots and over " \$19.40

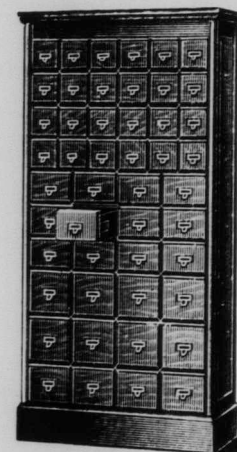
Freight Prepaid on Two Gross and Upwards.

SEND YOUR
ORDER TO....

W. P. DOWNEY, Sole Canadian Agent,

20 and 22 St. Peter Street, MONTREAL.

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



Bennett's Grocery Cabinet.

SATISFIED CUSTOMERS

our best
recommendation.

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

"A. FISHER."

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

"H. CHAUSSE."

"Fowler's Corners,
June 27.—Cabinet is
greatly admired and
it certainly is a neces-
sity in any well or-
dered grocery.

"WM. DINSDALE."

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

REFRIGERATORS.



This cut represents No. 13.

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

Write for our cata-
logue, guarantee test
and testimonials which
are free.

Eureka
Refrigerator Co.,

Wilbert Hoey, Manager.
54 Noble St., TORONTO.

Phone Park 513.

Perkins, Ince & Co.

**Wholesale
Grocers**

FRONT STREET EAST,
Toronto.



For Sale Everywhere.

—:O:—
ASK FOR

MOTT'S.

MY CIGAR OFFER.

I take all the risk on your selling 1,000 of my cigars. You know of the offer I make dealers on a trial order. If there is anything you don't understand about it, I should like to, I would be glad to explain it at length. Write us.

J. Bruce Payne,

Cigar Mfr.

GRANBY, QUE.

"Sterling" Goods

You will find that the demand for these drinks will not decrease for a month or two yet. It is good policy to keep your stock well up.

- Lime Juice
- Lime Juice Cordial
- Raspberry Vinegar

- High-Class Goods
- for
- High-Class Trade

T. A. LYTLE & CO.

124-128 Richmond St., West, TORONTO.

A Steady Rise

MOLINA BREAKFAST FOOD

has grown in popular favor steadily. It is not a sky-rocket—a brilliant flash and then ashes. Every year has shown a marked but material increase as its general merits become more widely known. When it makes friends it keeps them. It is a natural and wholesome food of Wheat sterilized and kiln-dried, but not predigested.

Grocers, your customers will appreciate

MOLINA BREAKFAST FOOD.

The Breakfast Food that "has a flavor like popcorn."

THE TILLSON CO., Limited, Tillsonburg, Ont.

Scarcely two persons agree as to the taste of Tea—that is the ordinary Tea of the stores. But, when you reach up to Japan Tea all differences of opinion vanish.

JAPAN TEA

is unquestionably the best Tea on the market to-day, and the wise grocer knows this and sells it to his best customers.

JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.

Trafalgar Chambers, Sun Life Building
Annex.

Tel. Main 4142. MONTREAL, CANADA.

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

TRADE WITH ENGLAND

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

"Commercial Intelligence"

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

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

The Telephone

has no equal as a saver of time and money for the buying and selling of goods from distant points.

The travelling salesman found this out long ago. Others are learning the truth daily. Bear it in mind.

**THE BELL TELEPHONE
CO. OF CANADA.**

BOSTON POPCORN FRITTERS

To retail at 5c. Will help your confectionery trade and give you good profit.

SAMPLES AND PRICES FREE ON APPLICATION.

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

Austrian Sugar

ON SPOT---TO ARRIVE or FOR IMPORT.

Samples and quotations on application.

ALEX. WILLS, 27 St. Sacrament Street, MONTREAL

Write your own

WINDOW CARDS

at small expense.

Complete outfit, consisting of the proper paints, brushes, pattern letters, etc. Only \$2.00. Address,

W. EDWARDS, Carleton Place, Ont.

Coronation Blend Ceylon-Indo Tea

A handsome decorated canister (100-lb. capacity) free with introductory orders.

WARREN BROS. & CO.
TORONTO.



IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

Merit Acknowledged
Superiority Admitted.

YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
Montreal.

"IT MUST PLEASE"

in order that

IVORY GLOSS STARCH

gain the recognition necessary to make it a success. Our maxim from the beginning of its manufacture has been, "IT MUST PLEASE"—please the consumer, and thereby make it a profitable article for the retailer to handle.

The present popularity of IVORY GLOSS STARCH is altogether due to its many good qualities, recognized by all who use it.

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

WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.



"GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY, FINEST QUALITY.
For Sale by all Wholesale Grocers.

MOLASSES

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

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

The
Currants
Of
Quality



“HAYCASTLE” and “PARADISE”
(IN CASES)

KNOWN for years by the best grocers in Canada as the highest grade currants imported into this country. We have ten carloads ordered for early delivery, bought at a price that will enable us to offer the trade these brands at just what ordinary currants would cost.

“HAYCASTLE” and “PARADISE” currants are the production of the most favored districts in Greece. Their quality can be relied on when all other growths fail.

GET PARTICULARS FROM OUR TRAVELLERS, OR WRITE US.

W. H. Gillard & Co., Wholesale Grocers,
Tea and Coffee Importers, Hamilton.



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



Drawing
Trade
By
Selling
Nasmith's
Bread and
Cakes.

Out of
town
grocers are
doing this
daily.
Write us
for in-
formation.

THE NASMITH CO., Limited

66 Jarvis Street, TORONTO.

ROYAL
YEAST
CAKES

MOST PERFECT MADE.



E. W. GILLETT COMPANY
LIMITED
TORONTO, ONT.



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10, 15, 20, 25 CENTS PER POUND.

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AN ADVERTISING TALK.

BY BLANK.

READERS who examined the contents of the last "Advertising Talk" will remember that two things were emphasized therein.

1st. Any grocer can write a fairly good advertisement if he uses in it the same persuasive force that he employs in his shop talk.

2nd. To make advertising effective it must not only be persistent, but varied as well.

Reverting to the first of these subjects it occurred to the writer that a few words as to the actual construction of an advertisement would not come amiss. It is all right enough, say some, to talk about the ease with which an advertisement can be written, but when it comes to sitting down and concocting one it is quite another thing. Well, mayhap it is, and for the benefit of such as these, the following suggestions are offered.

By way of preface it may as well be stated that the writer does not claim, for anything that he may say, that perfection which some may inadvertently attribute to it. He is merely setting forth what he has himself experienced in writing advertisements for merchants, with the addition of much useful information derived from the many publications on the subject, which appear at regular intervals. Judging from results, he is led

to believe that there is considerable of value in what is to be here set forth. In starting out to contribute an advertisement to a newspaper, some decision must be arrived at as to what the adver-

tisement is to deal with. Let it be assumed that the series is running in a daily paper. In that event the wisest policy is to advertise only one thing at a time. The old adage, "one thing at a time and that done well, etc.", holds for the advertising business as well as

A CAKE of yeast will raise a hundred times its volume of dough; a drop of ink will color a hundred times its volume of water; a few cents extra per pound for coffee will give you an immeasurably finer beverage. It would avail us nothing to say this if it were not true. We are spending thousands of dollars to say it because it is true. One test will prove it! Don't take our word for it! Try a single cup of Chase & Sanborn's Coffee to-day. : : : : : : :

Ad. No. 2.

for all other occupations. There are good reasons for thus confining attention to but one subject. It does not exhaust material for future use. It enables each separate department to be adequately dealt with. It prevents crowding and thus gives a good opportunity for display, and it lends a degree of continuity to the series of advertisements.

When the article or line of articles to be brought before the public has been selected, the writer should set down in a plain, straightforward manner just what he wants to say. Let him imagine a customer before him, whom he is desirous of interesting in a new line of fancy biscuits, which have just been received. He is not stilted in his conversation with her, so he should not be stilted in his advertisement. Don't let him worry about grammar, spelling or punctuation, if he is a little weak in those points. Let him leave that to the editor or proof-reader to straighten out. All he has to do is to get down truthful telling sentences.

The next step is to discover the important point to be emphasized. There is to be found in every one subject advertisement a statement that is the keystone, as it were, of the whole structure. In general, it concerns the price, but very often it deals with something about the quality or utility of the article advertised. Very frequently an advertisement is a failure simply because the writer has

been unsuccessful in securing attention through having missed showing up the vital point. Many a grocer loses not only attention, but also much valuable space by insisting on having his name overshadow everything else. Everybody in town knows that Brown sells groceries, but they don't know that he has just got in something extra fine in the fancy-biscuit line. Let him use the big letters to tell about what people don't know and relegate his name a little more into the background.

Combining what has already been written, there is first the important statement, which is to appear in large type with the purpose of attracting public notice. Then, there is the descriptive part by way of explanation, and to wind up in the usual manner comes the firm's name. It is a question whether the writer is going to leave the matter of arrangement and display entirely in the hands of the printer, or is going to take a hand in the making-up himself. If he has confidence in the ability of the compositors on the newspaper in which his advertisement is to appear, he can allow them a good deal of latitude. However, there are one or two suggestions which he can very well utilize in giving instructions to the printers.

First, and quite important, is the question of "border." On inspection of his advertising sheet, an advertiser is likely to find one of two things. Either there

READ ABOUT OUR
DELICIOUS NEW FANCY BISCUITS
FOR
DESSERT * AFTERNOON TEA * SUPPER

We have now stored away on our shelves a small consignment of delicious Fancy Biscuits.

These are fresh from Munro & Co.'s huge factory at Albany.

This famous firm have cornered all the most skillful biscuit inventors and fancy cooks in America.

Their factories are new and absolutely hygienic in every detail.

The biscuits in our store are specimens of the most advanced art in biscuit-making.

We want everybody to try them.

J. F. NICHOLSON & CO.

10, 15, 20, 25 CENTS PER POUND.

Ad No. 1.

are a great many advertisements encased in borders, or there are very few. It is seldom that the proportion of one to the other is at all equal. It is by making use of this fact that an advertiser can

PICNIC PROVISIONS
PICKLES AND PICK-UPS.

You'll be sure of fresh qualities, reasonable prices, prompt services, if you order your Summer Cottage, Camping and Picnic Supplies from HENRY & CO.

We are making a special feature of orders for Stony Lake, Rice Lake and Chemong Park, and guarantee our friends every satisfaction.

Groceries and Provisions of all kinds, Canned Goods, Fruits in their season, Potted Meats, Pickles and Relishes, Light and Wholesome Summer Wines, finely conditioned Ales, Liquors, etc.

HENRY & CO.,
Family Grocers and Wine Merchants,
Opposite the Opera House, George St.

Ad. No. 3.

are a great many advertisements encased in borders, or there are very few. It is seldom that the proportion of one to the other is at all equal. It is by making use of this fact that an advertiser can

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.

give his insertion prominence. If he sees that his newspaper uses very little border, he should insist on running a heavy one around his advertisement and having that advertisement placed among others without borders. Then, if he will take up the paper, he will find that his eye is inadvertently drawn down by the distinguishing feature of his advertisement. Or if, on the other hand, borders are common in the paper, it will pay him to leave his plain, and have it placed right in the midst of the bordered insertions. The aim is always to secure that contrast which is going to make his advertisement stand out prominently.

Next (judging from the ordinary run of advertisements in Canadian papers), let

DON'T FORGET TO LEAVE YOUR ORDER WITH US FOR

PRESERVING APRICOTS

They are just at their best, and now is the time to order. Best quality! LOWEST PRICE!

FRUIT JARS, JELLY GLASSES.

WE HAVE THEM IN ALL SIZES.

1/4 Gal. Crown Jar, per doz. \$1 25
1 Quart Crown Jar, per doz. 1 00
1 Pint Crown Jar, per doz. 75
1 Pint Mason's Jar, per doz. 80
Jelly Glasses, 55, 60 and 75c. doz.

SUGAR.

Is now in great demand. Don't buy China sugar! We don't handle it. Nothing but the best Vancouver Granulated goes here.

Per sack \$5 00.

Leave your orders for Freestone Peaches (to arrive).

A. SCHROEDER, Menzies and Michigan James Bay Grocer.

Ad. No. 4.

him instruct the printer not to use every font of type in the office in building up his advertisement. He will find that if three styles of plain type are employed and some neat rules are cleverly inserted, that his advertisement will stand out in marked contrast to any other advertisement in the paper. The principle that permeates all advertising now is the

securing of directness and forcefulness, and these two qualities are best attained by simplicity of expression and simplicity of design. If a grocer is the first person to employ this principle in his town he has, indeed, a great advantage.

Again, there is absolutely no need of spending hours trying to make up something smart and original. If it can be done off-hand, well and good, but the public are not going to read a grocer's advertisement merely to admire the smartness of its compiler. Grocers' advertisements are read by housewives for the information and instruction they contain. Therefore, let the printer be told not to worry about filling in with ornaments and strange letters and such like. Give him instructions to keep everything quite plain.

The use of illustrations is, of course, always effective, provided the cuts and half-tones are good, but it is a great mistake to give an advertisement a blotchy effect by using wretched illustrations. With the more advanced processes now in use it has become possible to make cuts which show up well in an ordinary newspaper, but usually any attempt to run them in proves a failure. Good cuts are certainly an acquisition to any advertisement, but it is a question whether or not they really serve the purpose designed for them. They are useful in illustrating and explaining new machines and new processes, but in an ordinary grocery store there is little of this kind of thing to be dealt with.

Turning to the accompanying examples of advertisements, No. 1 has been made up especially to illustrate the theories given in this article. There is the emphasis on "Delicious New Fancy Biscuits," and the use of the rules is simple and serves to throw the description and the prices into relief.

Ad. No. 2 is given merely to show what good effects can be produced by the use of a single kind of type set solid inside a heavy rule border. Any grocer who has seen this advertisement in a paper

will remember how clearly and well it stood out in comparison with the other advertisements in which many kinds of type were used.

Ad. No. 3 is from a Peterboro' grocery establishment. It is to all intents and purposes constructed from two kinds of type and a heavy rule border. The wording, too, is very good, and the emphasis laid on the right spot. It is of that general species of ad. which takes advantage of special seasons to emphasize its contents.

The fourth example is taken from a Victoria, B.C., paper. It deals with a single subject. It shows up the vital points. It gives useful information. The sole fault, which, by the by, may be charged up to the newspaper, is that the general character of the make-up was so like that of its accompanying advertise-

Good Butter

We have just nailed a big butter bargain.

We got the chance to buy a large quantity for a small spot cash price, and we did the trick and did it quick.

This butter is a creamery print butter.

It's as sweet as new mown hay and a darn sight more nourishing.

It's safe to say that you can't duplicate this butter for 5 cents more the pound.

We know you can't.

We want you to try this butter because we know a trial will kindle a kindly feeling toward this store.

If you buy a pound and don't like it, we will return your money without any argument whatever.

That's fair, isn't it? 23 cents a pound.

Ad. No. 5.

ments, that this one practically lost its identity.

The fifth and last ad. is taken from a recent number of Printers' Ink, and is shown here to illustrate the kind of advertisement advocated by the theorists on that advertising paper. It has all the dash and snap of the American grocer worked into it, while, at the same time, everything is very simple and direct.

“EMPIRE” BRANDS

This is the answer to a query :

“Your travellers want to give the buyer what he wants, and still not the **cheapest**. What line will make the store attractive and give the buyer a profit” ?

Our answer is the above.

LUCAS, STEELE & BRISTOL, ^{Proprietors} ^{“Empire”} ^{Brands,} Hamilton



The Pad That Did.

One packet of **Wilson's Fly Pads** has actually killed a bushel of flies. More than can possibly be stuck on three hundred sheets of Sticky paper.

SELL THE ARTICLE THAT DOES THE WORK.

Archdale Wilson - Hamilton.

We start the ball rolling by having in store

“YORK” Brand

NEW
SEASON

PEEL

Finest quality at
low prices.

LEMON,	-	in Boxes and Tins.
ORANGE,	-	in Boxes and Tins.
CITRON,	-	in Boxes and Tins.

James Turner & Co., Hamilton

CROWN BLEND CEYLON.

Sales increasing every week.
No better Package Tea in the market.

THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, TORONTO

TRADE CHAT.

THE marriage took place on August 19 of Miss Mattie Kline to Edgar Parker, bookkeeper of Smith & Proctor, Halifax, dealers in butter and cheese.

Phileas Parent, grocer, brother of the Premier of Quebec, has been elected Mayor of Beauport, to the satisfaction of his many friends.

The Vancouver Tourist Association has issued a very attractive folder, descriptive of the charms offered by the "Terminal City" for tourists. The reading matter is condensed, yet complete, and can be taken in at a glance. Like those of the Victoria Association, the folders are easily circulated and for advertising purposes very effective.

W. C. Bullock, manager of The Industrial Financial Co., Toronto, and John Davidson, on August 13, closed arrangements for the establishment of a factory of The National Crossply Veneer Co., Limited, at New Westminster, for the exporting of tea chests to Japan and India. They will employ some 200 hands and will run night and day.

Dr. Archbold, chemist of the Prescott Starch Works, has returned from a trip to

England, where he attended a meeting of the world's chemists. The glucose trade, he says, has suffered much in England, owing to the fact that arsenic has been found in the glucose, several cases of poisoning having occurred there from beer made from the arsenicated article.

Walter Belton has bought R. A. Cochran's grocery, Almonte, Ont., and will take charge on Monday. Mr. Belton began his career as a merchant-apprentice with Mr. Cochran, and now he becomes proprietor. The experience he has gained in the interval will fit him for the position, and, coming as he does right from the store of Conn & West, is a guarantee that he will be up-to-date in business methods.

EXCESS OF JAVA TEA.

The Java tea planters, according to The Home and Colonial Mail, contribute their share to the excessive supply of tea. The last season's production exceeded any of its predecessors. The quantity exported, as compared with previous years, was 16,750,872 lb. The bulk was almost entirely shipped to Holland and London, though regular small parcels of specially-prepared tea have been forwarded to ports in the Persian Gulf. Attempts are being made by

Java planters to prepare their tea in tabloid form, with which they consider they stand the best chance of suiting the Russian market.

JAVA COFFEE CROP.

Although the Java sugar crop was last year the largest on record, it was not so with the coffee crop, which was smaller than the previous year. According to the British Consul: "At the close of the year there was a slight advance in price, owing to reports of smaller estimates from Brazil, but this proved to be only temporary. Government abolished the export duty, which amounted to about 10d. per 112 lb., and this may assist in resuscitating the culture, but the result of the Brazilian crops for 1902 and following years will exercise the greatest influence. The production of the coffee crop from private estates in Java last year was 175,000 piculs Java and 118,250 piculs Liberia, while next crop is estimated at 389,500 piculs Java and 93,600 piculs Liberia. The Government crop was again small, amounting to 78,200 piculs Java and 30,417 piculs Liberia coffee, while present estimate of next crop is 174,000 piculs Java and 25,000 piculs Liberia. The Government crop of Sumatra coffee for 1902 is computed at 37,750 piculs Sumatra and 1,200 piculs Liberia."



This poor merchant has been cheated. So will you if you handle imitations of

MacLaren's Imperial Cheese.

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

When visiting the city we cordially invite you to make

36 YONGE STREET

Your down town headquarters. Our staff and services will be at your disposal.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers.

TORONTO.

THE COUNTRY MERCHANT IS KING.

WORDS of praise has The Interstate Grocer to say for the merchant in the country. The following is an extract from that publication: "The country merchant is a king. The freest, most independent man in the world is the man who conducts a retail business in a town of 2,000 inhabitants and under. He has but two duties to perform; one is to make a living and the other is to pay his debts. Of course, the first, making a living, entails upon him the duty of being pleasant to those about him and to those with whom he intends to do business, but that is a pleasure to any right-minded man. Paying his debts is the same necessity that we are all under.

"As a rule, competition in the smaller towns is not as fierce as in a city and the country merchant can therefore get slightly better profits and make a living more easily than the city retailer. Then he has the pleasure of knowing every man, woman and child in his town. The city retailer does not sometimes know who lives across the street from him.

"The country merchant, if a straightforward and honest man, stands high in his community. He is consulted on all things

about municipal affairs. If he is a good politician he can become mayor of his city. He can go to the Legislature from his district. He can become anything that he aspires to if he goes about it right. The city retailer cannot. The city retailer does not even get his name in the papers when he dies unless he is a big advertiser in them.

"The best-conditioned man in the world is the country retailer. He is, indeed, a king."

CHEESE IN PARAFFIN WAX.

A work of considerable importance to the cheese industry is being carried out at the Government cool cheese-curing rooms at Ottawa, under the supervision of J. A. Ruddick, chief of the dairy division of the Department of Agriculture. All the cheese at these curing rooms are now dipped in melted paraffin wax as soon as they are received, by which process the cheese are covered with a thin, impervious coating that improves their appearance, reduces their shrinkage, and effectually prevents the growth of mould or staining of the surface of the cheese.

Mr. Ruddick has been experimenting for some time with a view of determining the right quality of wax to use, the proper

temperature to have it when the cheese are dipped, and the best means of carrying out the work expeditiously and with the least possible labor and expense. Special apparatus has been devised, and the work is in full swing at all of the four cool-curing rooms established by the Government this season. This practice has been tried before, but, so far as is known, it has not been successfully applied to Canadian cheddar cheese of the regular size, when cured at the temperature of an ordinary cheese-curing room. The heating of the cheese and consequent swelling and exudation of fat causes the wax to peel off.

It is hardly expected, therefore, that the cheese factory with an ordinary curing room can adopt this method of treating their cheese, although experiments are now being conducted to determine this point. But Mr. Ruddick expects that it will prove to be one of the greatest of the advantages to be derived from the cool curing of cheese.

AN OPENING.

Canadian agents are desired by an old-established firm of sauce manufacturers in Worcester, England. An advertisement appears in this issue, and inquiries sent in to the office of THE GROCER will be forwarded.



Have you tried **UPTON'S** **JAMS, JELLIES and MARMALADE?**

These goods are made from pure fruit and will bring and keep you custom.

Get our quotations.

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

51 COLBORNE STREET, TORONTO.

AGENTS.

THE PROVISION TRADE.

Sale of Swine at Guelph—The Markets—Miscellaneous Notes.

SALE OF SWINE AT GUELPH.

F W. HODSON, Dominion Live Stock Commissioner, Ottawa, was in Toronto on August 23, on his way east from the sale of pure-bred Yorkshires at Guelph.

This was the first exclusive sale of swine ever held in Canada, and though a private sale, got up by Yorkshire breeders, it was eminently successful, attracting buyers from the United States, the Maritime Provinces and from all over Canada. The prices realized showed the high quality of the stock, and Mr Hodson pointed out that the significance of the figures would be increased when it was remembered that a great many of the animals were only three and four months old.

The success of this sale has been such that it is likely the breeders of other varieties will get up sales in their classes in future years.

The highest price at the sale was that paid for the famous sow, Julia, bred by J. E. Brethour, of Burford, which went under the hammer for \$325. The details of the breeders and prices realized are as follows:

Breeder	No.	Total price.	Average.
J. E. Brethour, Burford...	40	\$1,828	\$45 70
Hon. John Dryden.....	4	129	32 25
S. Spencer, England.....	7	264	37 70
Glen Hodson, Myrtle.....	13	393	30 23
Major Hood, Guelph.....	7	166	23 71
O. A. College.....	16	535	33 44
Total.....	87	\$3,315	\$38 10

THE BUTCHERS' PICNIC.

Horse races, automobile races, steeplechases, and many other fine sports were indulged in at the picnic of the Montreal Butchers' Association, at Royal Park, on August 20. It was a great picnic in every way, the attendance being estimated at about 6,000. Beautiful weather prevailed, and the committees in charge of the various arrangements had done their work splendidly—everything went off without a hitch. The Quebec Association sent three delegates to the picnic, and other honored guests were the mayors of Montreal, St. Henri and St. Cunegonde, besides several aldermen.

Music was provided by the band of the 65th Regiment.

A keen interest was shown in all the sports. When Mr. Felix St. Onge led the fat men down the home stretch loud cheers greeted him, and Mr. Wilfrid Girard's

success with both the greased calf and the greased pig was heartily applauded. The horse races were very good.

Much credit for the success of the picnic was due to the following committees:

Reception—Alf. Leduc, J. B. Bourassa, J. B. Giguere, McDuff Lamb, Joseph Denis, Ed. Leduc, P. Bedard, F. Bayard, Jos. Jeannotte.

Finance—H. Poitras, F. Leroux, G. Courville, Alf. Leduc, H. Dubuc, J. B. Leroux, F. St. Onge.

Organization—Alf. Leduc, J. Lanouereux, J. Denault, H. Poitras, Art. Pare, L. R. Trudeau, A. Theorest.

Police—G. Courville, D. Masson, F. X. Brisebois, F. St. Onge, O. Hogue, W. Charest, L. Beaupre, Jos. Rochon, D. Belanger, S. Jeannotte.

Subscription—Alf. Leduc, H. Poitras, A. Dompierre, J. Lamoureux, Jos. Courville, Art. Leduc, A. Leclerc, A. Martin, J. Jeannotte, Ed. Mallette, P. Monette.

The prizes will be presented at the special meeting of the Association to be held in the Monument National, Tuesday evening, at 8 o'clock.

The judges were well chosen, and performed their parts to everyone's satisfaction.

The judges were: For races and games—A. Dompierre, A. Martin, D. Belanger, Art. Leduc, C. Fischer, Jos. Courville, A. Pare. For trotting horses—N. Ethier, starter; P. Monette, I. Daoust, J. Denault. For running horses—James McVey and Dr. P. Maurice, starters; E. Painchaud, Dr. Gauthier, McD. Lamb.

ABATTOIR PERMIT TO BE RESCINDED.

After a consultation with the city attorneys, Messrs. Ethier and Atwater, Ald. Laporte, chairman of the finance committee of the Montreal City Council, decided that Building Inspector Chausse would have to recall the permits he has issued to the Montreal Stock Yards Co. for the erection of an abattoir at Point St. Charles.

The Union Abattoir Co. has a contract with the city under which it is given an exclusive slaughtering privilege covering a period of years.

Not more than a year ago the city was, on this account, compelled to refuse permission to the Laing Packing Co. to establish a slaughter house in the same vicinity. Now the Montreal Stock Yards Co., which is

understood to be encouraged by the G.T.R., seeks a similar privilege.

Mr. Chausse explained that the reason he had issued the present permits was because he labored under the impression that the Union Abattoir Co. and the Montreal Stock Yards Co. were the same concern.

The attorneys felt that Mr. Chausse's explanation was reasonable, in that the building inspector, in granting a permit, was concerned usually with the plans of a building and not with its uses, but they nevertheless pointed out that the building inspector could not grant a power he did not possess. Mr. Ethier furthermore remarked that the course decided on was fair, as it would relieve the Montreal Stock Yards Company from all misapprehension in the matter.


It is now hinted in well-informed quarters that the Montreal Stocks Yards Company will follow the plan pursued by the Laing Packing Co., when permission was refused the latter to erect an abattoir, and appeal to the Legislature at Quebec for the privilege. The Laing Company was successful, and the Stock Yards people think they have an equal prospect of success.

THE PROVISION MARKETS.

TORONTO.

During the week the offerings of live hogs have been free and the prices have declined 25 to 50c. per 100 lb. Beef is also more plentiful, and the offerings are of better quality than before. Veal and lambs are quiet and unchanged. The market for live hogs is steady and the visible supply is large. Live cattle are weak and the demand for them is slow. We quote: Dressed hogs, \$9.25 to \$9.50; beef carcasses, \$6.50 to \$8.00 per 100 lb.; hind quarters, \$8.50 to \$9.50 per 100 lb.; front quarters, \$4.50 to \$5.50 per 100 lb.; veal, 8 to 9c. per lb., and lambs, 8 to 9c. Select live hogs are worth \$7.25 to \$7.37½, and fat and lights, \$7 per 100 lb. Choice export cattle are worth \$5.75 to \$6.25 per 100 lb., and lights, \$5 to \$5.75.

There is a steady volume of business doing in provisions, and the demand for lard is brisk. The prices are steady and unchanged. We quote as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large

Are you selling 

REGISTERED
Bow Park
BRAND
Cream Cheese?

Just the thing this hot weather. It sells fast. Send us your order or ask your wholesaler.

The Brantford Packing Co.
LIMITED
BRANTFORD, ONT.

When you have any

BUTTER
OR **EGGS**

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

The J. A. McLean Produce Co., Limited
75-77 Colborne Street
Telephone Main 2491.  **Toronto.**

HAMS

that are good hams.

If you have not had a shipment of
Three Star Hams

we solicit a trial order for them. Unequaled for the family that stays at home or goes to the summer cottage. Just the thing for camp or excursion. A little higher in price, but worth it.

F. W. FEARMAN CO.
(Limited)
HAMILTON, ONT.

Long Clear Bacon.

Your trade demands the best quality obtainable. **WE HAVE IT.** Cured and stored in Cold Storage of uniform temperature and is absolutely free from Rust.

Quotations on Case or Car-load lots on application.

The Park, Blackwell Co.,
LIMITED.
PORK PACKERS,
TORONTO, ONT.

hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs, 14½ to 15c.; Canadian heavy mess pork, \$21.50; short cut, \$23.50 to \$24; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¾ to 10¼c.; plate beef, \$15 per 100 lb.

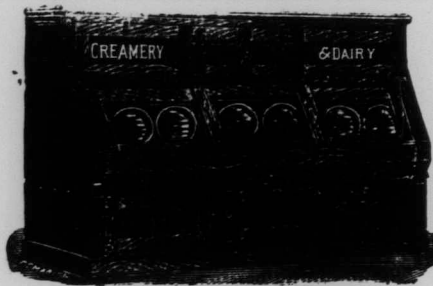
MONTREAL.

Trade during the week has run rather quiet. Prices in meats have been steady. In Fairbank's "Boar's Head" refined lard compound the tierce basis has been reduced ⅛c. Pure lard remains steady at the decline of last week. In fresh killed hogs trade has been steady, though quiet, at \$9.50 to \$10 per 100 lb. in jobbing lots. We quote: Pure Canadian lard, \$2.37½ to \$2.40 per pail. Fairbank's "Boar's Head" lard compound, 9¾c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce: 20 lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ⅓c.; 5-lb. tins, ¼c.; 3-lb. tins, ⅓c. Snow White and Globe compound, \$1.80 to \$1.90 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11½c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, \$24.50 to \$25.00; Canadian short cut clear pork, \$23.50 to \$25.00; American short cut clear pork, \$24 to \$24.50; American fat back, \$24.50 to \$25.00; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, \$14.50 to \$15.00 per bbl.

ST. JOHN, N. B.

In barrelled pork and beef, prices are being shaded by Chicago dealers. It is said, however, that heavy stock is still scarce. Local price is unchanged and business is light. In lard, which is a line for which there is a very large and growing sale here, prices are being shaded, but just at present business is quiet. Hams and rolls have a light demand. In fresh beef, prices have been rather easier, and there is an improved business. Mutton has little sale as lamb is plentiful. Prices are unchanged. Pork is still high, and quite a quantity is contracted for at full figures. We quote as follows: American mess pork, \$23 to \$23.50; domestic mess pork, \$21.50; plate beef, Canadian, \$14 to \$14.50; clear pork, American, \$25.50; plate beef, American, \$17 to \$18; lamb, 7 to 7½c.; mutton, 5c.; fresh beef 8 to 10c.; round hogs, 7½ to 8c.; pure lard, tubs, 12c.; pure lard, pails, 12¼c.; compound lard, tubs, 9½c.; compound lard, pails, 9¼c.; refined lard compound, Fairbank's, tubs, 10¾c. to 11c.; pails 11¼ to 11½c.

It is said that The Wm. Davies Co. will build a large refrigerator here. They are



C. P. FABIEN

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

3189 Notre Dame St., MONTREAL.

WESTERN

Incorporated 1851

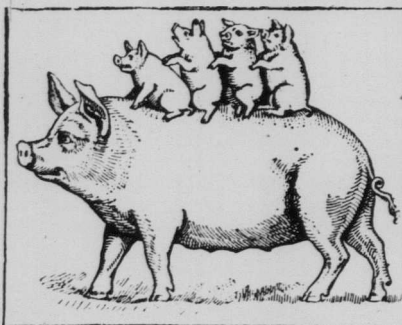
ASSURANCE COMPANY

Fire and Marine

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

Head Office: TORONTO, ONT.

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



LARD

that is

PURE

IS LARD THAT SELLS.

And the progressive grocer will handle nothing else.

Order from us and **quality** and **purity** is guaranteed and your customers will appreciate your efforts to secure for them the best article on the market.

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

From 3-lb. Tins up.

Write for Price Lists.

All first-class Grocers and Provision dealers should handle the

"L. & S." and "Imperial"

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

Long Clear Bacon.

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

Fowler's Canadian Company, Limited

HAMILTON.

very actively pushing their fresh meat as well as their other lines.

WINNIPEG.

BEEF—Very good demand and the supply large and increasing. The best grades of dressed beef bring 7 to 7½c., but some lines of poor quality have changed hands at 6½ to 6¾c.

MUTTON—Demand is active and the supply short; best dressed brings 8c., and lambs 12½c.

HOGS—Light demand with prices firm at 9 to 9½c.

CURED MEATS—This market is an extremely active one, and hams have advanced ¼c., making the present quotations 15c. shoulders, 11½c.; breakfast bacon, bellies, 15¼c.; breakfast bacon (backs), 14½c.; short spiced rolls, 11¾c.; long spiced rolls, 12¼c.; dry salt long clear bacon, 12c.; dry salt backs, 12½c.

LARD—Demand is very good and prices are firm at: Tierces, 11¾c.; 50-lb. tubs, \$6.05; 20-lb. pails, \$2.50; 10-lb. pails, in cases, \$7.60; 5-lb. pails, \$7.70; 3-lb. pails, \$7.75.

PROVISION NOTES.

E. J. Brown, butcher, Ottawa, has opened up a branch store.

Madame Roy, dealer in provisions, Montreal, has registered.

John Slemmon, butcher, Carberry, Man., has sold out to R. Lawrie.

Dr. Laberge, of Montreal, has announced his intention of pursuing his investigation into the condition of the foodstuffs exhibited for sale in that city. His experience with the catsup has led him to believe that other products are in the same condition. If the examination reveals the same state of affairs the pickles, canned goods and other products found to be deficient will be confiscated.

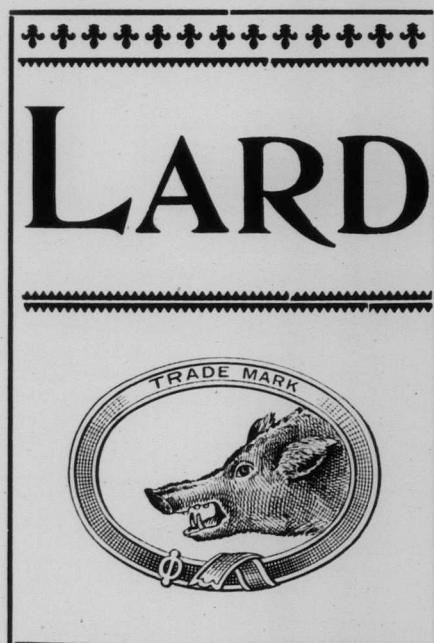
CROPS IN ESSEX COUNTY.

Reports from Essex County say that the oat crop will be heavier than usual, while the grains will be almost as plentiful as in other years. Not more than half a crop of corn is expected, but the apple crop will be one of the heaviest ever harvested in the county. It is said that the supply throughout the county will amount to 50,000 bbls. People will this year miss the abundant supply of melons that that they have secured in years past from the farmers of Essex County. The vines have suffered from the wet weather, and very few of the melons will mature. Joseph Durocher, one of the heaviest growers of the county, says

the crop this year will be almost a total failure. He planted the usual acreage, but will have very few melons to show for his work.

COLOMBO TEA AUCTIONS.

Dodwell & Co., Limited, Colombo, under date of July 16, write: "Fifteen thousand, nine hundred and eighty four packages—1,280,124 lb. were offered, of which 4,104 packages—348,101 lb. were withdrawn for higher limits. Prices for common and medium teas were most irregular, and in many cases ruled in favor of buyers. Teas showing improvement in quality were well looked after; the demand running chiefly on good tippy broken Pekoes, which were well competed for and realized firmer rates than last week. The strong demand for dusts and fannings still exists, prices being very firm. Quality from the low-country is poor; a few high-district teas show a marked improvement. The average price for the sale held on July 3 was 30c. against 30c. for the previous sale, and 29c. for the corresponding sale last year. The total exports to the United Kingdom from January 1 to date are 63,000,000, as compared with 64,125,000 for the same period last year. The total exports to Australia and New Zealand from January 1 to date are 10,250,000 against 11,750,000 for the same period last year."



There is really a good reason why **Fairbank's Boar's Head** brand of **Refined Lard Compound** pleases the jobber, the retailer and the consumer. We are cotton-oil producers. We must make the best compound as it is our leading product. A packing house cannot afford to make as good compound as we can, or they would lose all their trade on hog fat. The best packing houses sell our **Boar's Head** brand of **Refined Lard Compound**.

Tierces	-	400 lbs.	Pails, tin	-	10 lbs.
Tubs	-	60 lbs.	" "	-	5 lbs.
Pails, wood	-	20 lbs.	" "	-	3 lbs.
" tin	-	20 lbs.			

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

THE N. K. FAIRBANK COMPANY.
Wellington and Ann Sts., MONTREAL, QUE.

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

TRADE IN COUNTRIES OTHER THAN OUR OWN.

WILLETT & GRAY say that the slight improvement in prices for beet sugar is due partly to the exceptionally cool and rainy weather experienced in the principal sugar-beet districts of Central Europe, where a spell of dry, warm and sunshiny weather is needed, as recent tests show that the crop has fallen of in weight and saccharine compared with the crops of the last few years.

FIRM SICILY FILBERT MARKET.

Business aggregating around 1,000 bags of Sicily filberts has been done on spot and to arrive within the last few days and the market is quoted stronger at from 9 to 9¼c. with, however, few holders showing any willingness to sell in a large way at even the outside figure. It is believed that spot stocks are reduced to very small compass, and the fact that offerings from the primary market are limited to small lots has induced a very strong feeling among holders here. Some few lots of Naples filberts are available at 9c. for round, with a cable from one holder on the other side quoting 9½c. for September shipment cost laid down.—N.Y. Journal of Commerce.

TEA IN NEW YORK.

The general report was of a slow market, but prices were reported as holding firm, offerings being small. The advices received from the East continued of an encouraging character, there being no attempt on the part of first hands to hurry sales, and the few changes that were occurring in prices were reported in sellers' favor. The line business was reported as quiet. Later in the day it was learned that a sale was made of 1,000 packages of new crop Formosa, grading about superior down, due to arrive at the end of October at 17c. in bond. New crop Hysons for delivery in January were reported offered at 11½c.—New York Journal of Commerce, August 25.

A FIRMER COFFEE MARKET.

New York Journal of Commerce, of August 25, says: "The feature of the week has been the receipt of cable advices from Brazil reporting damage to the growing crop by frosts. . . . Most of the cables mentioned above, it will be noted, report serious damage to the crop, and this information served to exert a bullish influence in speculative circles. There developed fair buying by shorts to cover contracts, and there has also been a moderate amount of buying for investment account. The advance from the low prices touched on Saturday was about 60 points. The improvement, however, was not fully main-

tained. Lewisohn Bros. took advantage of the upturn to prices and were steady sellers of December and the more distant deliveries, presumably as a hedge against their recent heavy purchases of September. The sales by Lewisohn Bros. the past week, it is figured, amount to about 200,000 to 250,000 bags.

Aside from the frost reports there have been no developments of an encouraging character. The available supply of coffee in sight is enormous, and with the full movement of the Brazil crop during August the indications are for a world's visible supply on September 1 of close to 12,000,000 bags.

GRECIAN CURRANT CROP.

A statement concerning currant shipments and the prospects for the new currant crop has just been received from C. Ceroni, Patras, dated August 4. The total shipments for the year ending July 31, 1902, amounted to 121,600 tons net, compared with 49,350 tons during the preceding year and 122,800 tons during the season of 1899-1900. These shipments were divided up as follows:

	Tons.
Liverpool.....	28,500
London.....	27,400
Holland.....	23,700
New York.....	17,700
Germany.....	10,300
Australia.....	5,000
Outports.....	4,000
Canada.....	1,400
France.....	900
Belgium.....	900
Sundries.....	1,800

Total.....121,600

The stocks remaining in Greece are estimated at from 4,000 to 5,000 tons, all of which is of a more or less inferior quality. Two steamers were at the time of writing on the seas with cargoes of about 800 tons altogether.

As regards the condition of this year's crop the writer says: "Fruit cutting is now progressing everywhere, as the weather is favorable. The quality promises to be good or very good in some districts, provided that no rain comes to damage the fruit before it is housed. It seems that in some districts the crop will fall below the estimates recently made. We are not in a position to give an exact estimate, but would simply mention the figure of 160,000 tons."

NEW SMYRNA FIGS SHIPPED.

New York Journal of Commerce, of August 25, said: "According to private advices received here the first shipment of the new crop Smyrna figs destined for this market left Smyrna to-day. The shipment is made via Liverpool, and the fruit is expected here on or about September 15 next.

The receivers here, it is stated, have made no opening prices on the shipment, but are taking open orders for the same subject to a price on arrival."

CANNED TOMATOES IN THE UNITED STATES.

Just at present the weather conditions throughout the United States are generally favorable, although the condition of some of the canners' crops is not all that could be desired, and there is danger of a considerable slump in the supplies of staple articles, which at present are keeping the packers busy. These various influences have caused fluctuations again in the value of tomatoes in tin; and the question now before all interested parties is what is likely to be the fall and winter price in the average of No. 3 standard.

The market conditions respond with extreme alacrity to the crop and packing conditions in all parts of the country. Thus the variation in values of tomatoes on the Atlantic coast has induced the Pacific coast packers, through their association in San Francisco, to suspend all quotations on tomatoes, which means that the sudden drop in values of canned tomatoes in the east has put a virtual stop to the views of tomato packers in California. We do not think that the Californian pack, no matter what its extent of tomatoes this year, can do any possible harm in the market; as we feel assured that the eastern moiety of the United States will not secure enough canned tomatoes to nearly supply their requirements.

We have maintained that the recent drop in the value of tomatoes was unnecessary and unnatural. The packers who sold at such prices were just throwing away opportunities, and we repeat once more that we believe \$1 per doz. for standards to be the fall and winter value of goods, and by value we mean the quotation price.—The Trade, Baltimore, Md.

CALCUTTA TEA SALES.

At the Calcutta tea sale on July 12, 15,750 packages were sold. There was a full attendance of buyers, and a brisker tone than last week. Really good teas were keenly competed for, and good mediums were firm. Common, flavorless, thin sorts were out of favor and sold at 3 pies lower. There was a good demand for the colonies. One hundred and six chests—about 8,465 lb.—of Manabarie green teas were sold—the highest at 6 annas 1 pie; and the lowest at 4 annas 6 pies—Planting Opinion, Madras, July 19.

Among the exports from Canada to the United States last week was 27,000 lb. of "Salada" Ceylon tea.

Something New For High-Class Trade.

"ANCHOR" Preserves

BRAND

RASPBERRY and STRAWBERRY

IN HANDSOME 15 AND 20-OZ. GLASS JARS.

GUARANTEED ABSOLUTELY PURE.

NOTHING FINER PACKED.

SEE OUR TRAVELLERS FOR SAMPLES AND PRICES.

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

WHOLESALE GROCERS

TORONTO.

BARGAIN DAY IN CANNED SALMON.

THE PROVINCE, Vancouver, of August 16, says: "Five hundred cases of talls for \$905. It was bargain day at Steveston on Saturday, and Mr. J. E. Macrae got salmon cheaply. They were cheaper than 5c. fish, and a lot of trouble was saved, besides.

"This cut-rate business happened at the Star Cannery, one of the properties of The Canadian Canning Co. Provisional Tax Collector Fagan sold the fish to settle up an old score of the Government. The claim was one for \$1,165 for personal property tax, on which a rate of three-quarters of 1 per cent. now goes.

"Payment was resisted by the company on several grounds. While objecting strenuously, however, a tender of \$890 was made, but the claim covers several years of taxes, running back, in fact, to 1894. So the olive branch was refused, and Bailiff Foster and distress stepped on the scene. Two steamers, the Bermuda and Fraser, were attached for \$125. This amount was paid, and the boats plied on in the fishing business. Then a big pile of this year's

pack caught Mr. Fagan's eye, and that was promptly collared and sold as above stated.

"The Canadian Canning Co., however, are not satisfied with the deal, and to-day its solicitors, Russell & Russell, issued a writ in the Supreme Court claiming \$5,000 from Collector Fagan and his bailiff, and the merits of the whole question, which has been a bone of contention for some time past, will now be sifted in open court.

"This morning, too, the Government is reported to have made a refund of a small part of the profits of the sale."

ANOTHER NEW BANK.

Another new bank is likely to be in existence before a great while. It is to be called the "Crown," and its prospectus is in circulation. It is understood that the promoters have met with a great deal of encouragement, a large sum of money having already been subscribed, and that by well-known capitalists. The head office of the "Crown" will be in Toronto.

This appears to be a time of development of the chartered bank system of Can-

ada; but this is the natural concomitant of the industrial development of the country.

PERSONAL MENTION.

Mr. H. H. Clarke, general merchant, Haliburton, was in Toronto last week. He reported business good and the crop outlook bright.

Mr. W. L. Crighton, advertising agent of the Intercolonial Railway, Moncton, N.B., is in Toronto in charge of the display of illustrations at the Industrial Exhibition showing the many picturesque points on the Government railway system.

Mr. Wm. Crowley, who has been in the employ of The Pure Gold Manufacturing Co., Limited, during the past 15 years, has resigned to take a position as bookkeeper with Geo. J. Foy, wholesale wine and liquor merchant, Front street east, Toronto.

Mr. Zepherin Hebert, of Hudon, Hebert & Cie, accompanied by his wife and daughter, returned on Monday, August 25, from a holiday at Old Orchard Beach. Mr. Hebert has much benefited by the change, and is receiving many compliments on his good color.

ATTENTION !!!

During **Toronto Exhibition**, from Sept. 1st to 13th, you will find our travelers at our new sample rooms, **88 Bay Street, (Opposite Telegram Office)**, where they are showing a complete line of China, Crockery, Glassware and Lamp Goods, Etc. They will be pleased to have you call and see our exhibit.

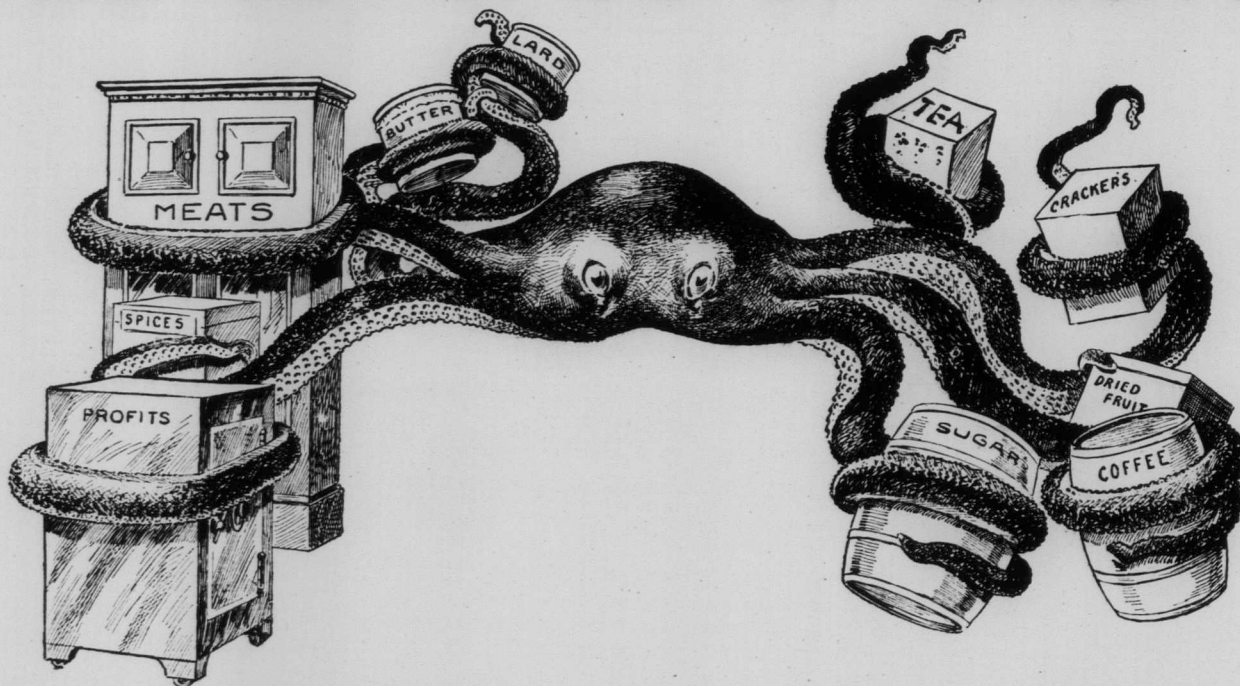
Thanking you for past favors, we are, yours respectfully,

The JOHN L. CASSIDY CO., Limited

Represented by J. G. Wallace,

— MONTREAL.

THE OCTOPUS OF WASTE



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

The Moneyweight System will rescue you from this vampire.

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164 KING ST. WEST, TORONTO, ONT.

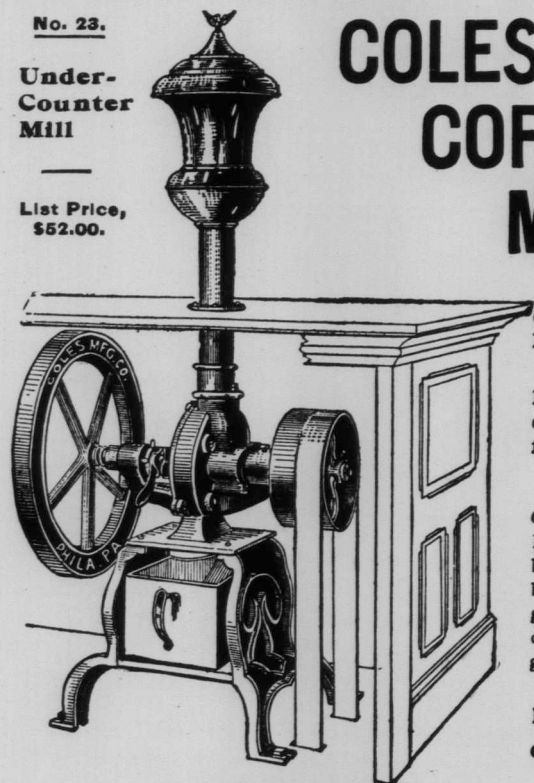
MANUFACTURERS OF . . .

**DAYTON COMPUTING SCALES
MONEYWEIGHT SCALES.**

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**Under-
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Mill**

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

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

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

**A GREAT
LABOR-SAVER.**

Our Grinders
wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA,
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Every retailer should
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pay him.

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CESTER SAUCE** sells
well and pays you. Better
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THE CANADIAN GROCER

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co. Limited

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

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

PROMISES AND PROMPTNESS.

"BE sure and send them before 6 o'clock to night, Mr. Grocer."
"Oh! yes, Madam. They'll be sent up right away."

And then, about 5 minutes after 6, when the head of the house will shortly be home for his dinner, Madam has to walk down to the grocer's and remind him that the butter and some other things haven't come yet, and they must have them for dinner.

We leave the grocer to make his own excuses. But no matter how good they be, a promise has been broken, and a continuance of this sort of thing is apt to make customers feel a little shaky in their faith in the grocer. It might have been impossible to get the goods up before 6. That is not the grocer's fault. His fault, however, lies in promising to send them when he knew it couldn't be done. This is a bad habit, of which we have heard more than a few customers complain.

In many localities, where people deal with the nearest grocer, the merchant is apt

to think that he has the trade well in his hand, and there is little danger of losing it unless another merchant starts in business near him. But he should not be so confident about the matter. People like promptness, and they like also to do business with a merchant upon whom they can rely. If there is a grocer a little further off, they commence to go, one by one, until he of the promise-breaking proclivities has ample time in which to be prompt with the remainder.

It is no doubt very annoying for a customer to drop in a few minutes before 6, when all the delivery carts are on the jump around town, and want things delivered right away. There are people who appear to always make a point of doing this. They are the same people, by the way, who drop into the store just as the clerks are closing up at night, and keep them there for half an hour longer. But to promise these people that they will have their goods in as short time as they ask for them, besides being a bad thing for the grocer when the promise cannot be kept, only tends to encourage them in giving these short notices. If they were told that it was impossible to make deliveries on time under such circumstances, it would not be very long before they began to look out for their own interests and come around to do their buying earlier in the day. Sometimes it is unavoidable with the customer; but the grocer always knows "who's who" among his trade, and can act accordingly. An extra spurt can often be made to oblige some particularly valuable customer. The other kind can be "educated" up to the proper standard.

GRAND TRUNK STOCK.

SUCH steady progress has been made by the Grand Trunk Railway within the last few years that there is some prospect that a dividend on the third preference stock will be declared shortly. As it is, a larger distribution than ever before was made on the second preference stock, while a comparatively small balance of some £2,600 was carried forward for future needs. The smallness of this sum shows how optimistic is the English board of the continued prosperity of the road. Were it otherwise, a smaller dividend would have

been declared and a greater grant to the future would have been made. But in order to distribute even a dividend of 1 per cent. on the third preference stock, it would require £71,680. Financiers in Britain feel confident that a few years will show such increased earnings that this result will be possible. Meanwhile there is but little prospect of dividends for years to come on the £22,500,000 of ordinary stock.

The result of increasing the dividend on the second preference stock has been to cause a rise of prices on both first and second stocks. The first preference, which two years ago stood at 83, has risen slowly but surely to 108, and there are many who believe it will reach 115. At 108 it is yielding 4½ per cent. on its money. The second preference stock is now at 93¾, having advanced from 44½ in 1899 and a still lower figure in preceding years. As it returns 5½ per cent. to the purchaser, it would appear to be a fairly good though somewhat risky investment.

AN INSULTER OF BUSINESS MEN.

JUDGE MEAGHER, of Sydney, N.S., did not add to the dignity of himself or of the judiciary when he insulted the members of the Maritime Board of Trade who had assembled at the Court House steps by calling them blackguards.

If members of the judiciary want to be considered not as other men they must act differently from other men. When they become insulting to respectable and honored citizens they must expect to be treated as any other man would be who forgot that he was a gentleman among gentlemen.

The men who had assembled at the steps of the Court House were representative of the best class of business men in the Maritime Provinces, and were there not as trespassers, but as the guests of the municipal authorities. If anyone should have treated them with courtesy it should have been a judge, whom we have been taught to look upon as the embodiment of all that is courteous and dignified.

When our idols are shattered it is only natural that we should lose faith in them, and desire to reprimand them when they offend. Judge Meagher offended, and he is entitled to the severest censure.

A SHORT SALMON PACK.

THERE does not appear to be any doubt as to the smallness of the pack of salmon on the Pacific Coast. With the single exception of the northern rivers of British Columbia, the pack is not only a great deal smaller than last year, but it is below the average of some years.

At the northern canneries the season is over, and while on the Fraser River a few fish are still being packed, most of the canneries have closed down for the year.

The pack of sockeye salmon on the Fraser River is officially stated to be 262,482 cases, the quantity put up by the different canneries being as follows :

Cannery.	Cases.
Atlas	4,412
Albion	7,056
Alliance	3,245
Acme	3,389
Anglo-American	5,204
Brunswick	5,135
Brunswick	8,858
Canadian Pacific	6,349
Celti	3,426
Cleeve	3,347
Colonial	3,831
Currie & McW.	5,723
Delta	7,156
Dinsmore	4,819
Ewen's	11,307
Greenwood	3,782
Hume	4,315
Imperial	5,370
Pacific Coast	6,372
Provincial	3,048
Terra Nova	7,042
Westminster	4,390
Britannia	5,726
British America	3,730
B. C. Packing Co.	2,000
Capot Pass	2,823
Phoenix	5,965
Wadhams	5,228
English Bay	6,501
Gulf of Georgia	15,908
Scottish-Canadian	14,808
Star	11,084
Fraser River	5,768
Vancouver	6,145
Beaver	6,556
Richmond	5,600
Federation	2,903
Great Northern	5,371
St. Mungo	9,200
Eagle Harbor	3,500
Industrial	4,500
Deas Island	5,500
B. C. Packing Co.	8,000
Total	262,482

With one exception, this is the smallest pack of sockeye salmon on the Fraser for 10 years, as will be seen by the following figures :

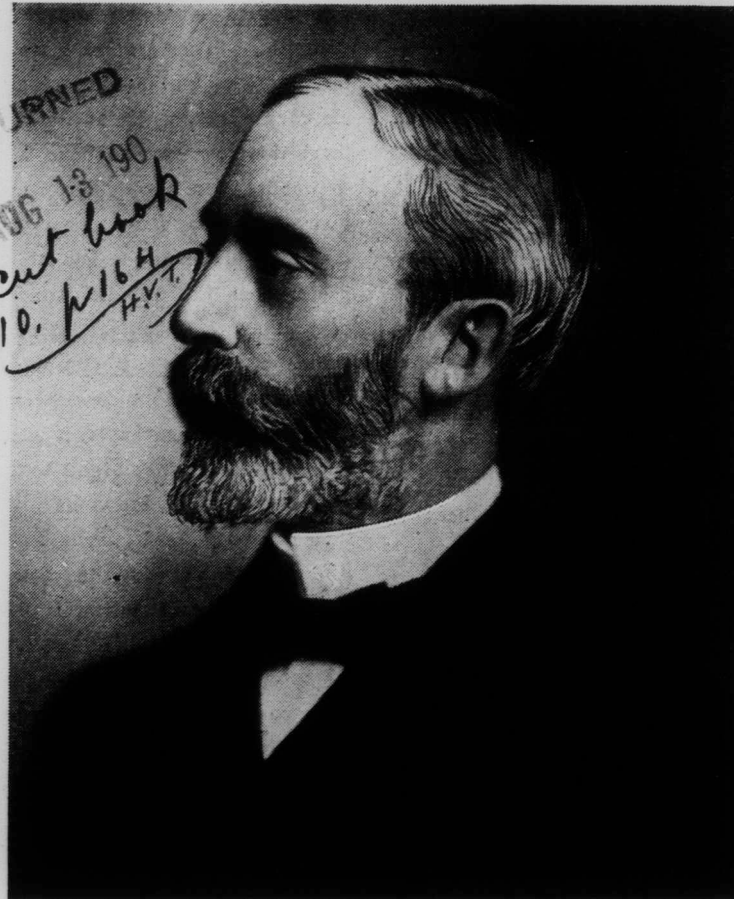
Year.	Cases.
1893	457,797
1894	363,967
1895	400,368
1896	356,984
1897	860,459
1898	184,685
1899	331,361
1900	527,396
1901	990,252
1902	262,482

It is significant that the pack in the whole of British Columbia and at the Puget Sound

canneries is less by some 200,000 cases than the pack on the Fraser alone last year. In fact, the pack on the Fraser in 1900 was larger than that in the whole Province this year.

In view of the short pack of sockeye salmon we may expect a firm market for canned salmon during the year, and this in spite of the fact that an effort will no doubt be made to put up all the cohoes and humpbacks procurable.

Meanwhile nothing is likely to be gained by delaying purchases, for it must be remem-



Mr. Horace Haszard, Charlottetown, P.E.I., President of the Maritime Board of Trade.

bered that besides a short pack the situation is largely controlled by the combination.

While in Great Britain the past season has not been a satisfactory one, the market there is, at the moment, in a healthier condition, and as, in spite of a recent advance, spot parcels in London and Liverpool are showing the best value for some years, we may expect rather liberal buying there now that a short pack is assured for the present season.

A TEA MYSTERY.

A PECULIAR case has come to light regarding a car of tea consigned from exporters in the United States to a Toronto broker. The car was supposed to contain 366 half-chests of China and Japan teas, each weighing about 55 lb. The total amount involved is in the neighborhood of \$5,000. Mr. C. W. Irwin the well-known Customs House broker had the passing of the entry. Shortly after the car arrived in Toronto the exporters telegraphed asking that its contents be destroyed.

It was stated that during a passage of over three months from Japan and China

the water had got into the hold of the vessel and damaged the tea. But before burning the chests the Customs House officials examined their contents, and, to their surprise, found a lot of old rubbish, cans and rags, and not a single pound of tea. The whole affair is a mystery, and it looks as if a gigantic fraud was attempted to be perpetrated. It is understood that the authorities are taking action to sift the matter to the bottom.

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THE MARITIME BOARD OF TRADE.

The Annual Convention at Sydney—Fast Atlantic Service, Steel Shipbuilding, South-African Trade, and other Live Topics discussed by the Business Men of the Maritime Provinces.

THE passenger service of the I.C.R. on the line to Sydney was taxed to its utmost capacity to accommodate the large number of delegates who attended the eighth annual convention of The Maritime Board of Trade. Upwards of 100 delegates were in attendance and came from all parts of the Provinces. The members of the local board who kindly extended the invitation to hold this year's convention in Sydney had no conception that the magic word "Sydney" would draw such a crowd. Every effort was made to properly accommodate the visiting delegates, but unfortunately the capacity of the hotels was entirely inadequate and several of the fine new business buildings were converted for the moment into hotels, and thus all the delegates were properly housed. An amusing incident on the arrival of the delegates was the race for rooms. The fastest teams were engaged and a furious drive up the hill commenced, and a desperate scramble to get names on the hotel registers, only to find that others had secured places in advance by use of the telegraph.

The first session of the Maritime Board of Trade opened in the County Council Chamber of the Court House at 10 a.m. on Wednesday, August 20. The total number of delegates who were reported from the various districts amounted to the goodly number of 81, which is much the largest number of any meeting of the Maritime Board of Trade since the organization meeting held eight years ago. The following is a list of the delegates:

THE DELEGATES.

Kentville—
A. E. Calkins, Pres. Board of Trade.
H. B. Webster, M.P.
Howard Harris.
M. G. DeWolfe, Ex Pres. Maritime Board.
Mayor Yould.
Robt. Harrington.
B. A. Dodge, M.P.P.
E. B. Newcombe.

Sackville—
Senator Wood.
Geo. E. Ford.

Halifax—
W. A. Black, Pres. Maritime Board.
Chas. M. Creed, Secy. Maritime Board.
Geo. S. Campbell, Pres. Halifax Board.
J. E. DeWolfe.
Capt. J. Taylor Wood.
Geo. E. Faulkner.
Andrew McKinley.
J. C. Stewart.
W. L. Kane.
J. P. Longard.
J. E. Shofford.
Fred. J. Clarke.
E. D. Adams.

O. N. Payne.
J. Scott Chisholm.
J. W. Pilcher.
F. A. Marr.
C. T. Burns.
J. W. Devere Stevens.
M. Dwyer.

Moncton—
Senator McSweeney.
C. W. Robinson.
Josiah Peters.
J. E. Masters.
D. J. Welch.

Truro—
J. M. O'Brian.
C. E. Bentley.
Dr. Bligh.

Amherst—
N. A. Rhodes.
S. A. Everett.
John A. Laws.
W. A. Filmore, Sec. Board of Trade.

St. John—
Thos. H. Summerville.
E. L. Rising.
R. G. Haley.
E. A. Scofield.
Jas. A. Seeds.
John E. Wilson.
T. O. Allison, Sec. Board of Trade.
W. S. Fisher.
W. M. Jarvis.
J. N. Sutherland.

New Glasgow—
A. C. Bell, M.P.
Wm. Mackintosh, Pres. Board of Trade.
Harvey Graham.
H. D. Sutherland.
S. T. McCurdy.

Wolfville—
J. C. Hales, Sec. Board of Trade.
C. R. H. Starr.
Geo. E. DeWit, M.D.
R. E. Harris.
S. B. Benjamin.

Yarmouth—
Robert Caie.
E. K. Spenny.
Augustus Cann, Pres. Board of Trade.
G. Blake Burrill.

Windsor—
A. F. Armstrong.
J. B. Black, M.D.
W. H. Roach.
J. M. Blanchard.

Louisburg—
D. A. Morrison.
D. J. Kennelly.

Gloucester—
Chas. McKay.

Charlottetown—
Horace Haszard.
Jas. Paton.
J. A. Messery.
J. A. Matheson.

Sydney—
Dr. McGillivray.
E. A. Mackee.
E. C. Hanrahan.

North Sydney—
W. A. Smith.
G. H. Dobson.

The chair was taken by the president, W. A. Black, of Halifax, and the vice-chairs by the vice-presidents, W. S. Fisher, St. John; and H. Haszard, Prince Edward Island. The president, in calling the meeting to order, said it was a matter for congratulation that so large a number had attended and accounted for

it to a large extent by the fact that the city of Sydney had a great interest for all who were interested in the progress of Canada.

After the calling of the roll of delegates, the president introduced the mayor of Sydney, W. Crowe, who, in a few pleasant words, extended to the Convention the hearty welcome which the local members of the Board of Trade and the council and citizens of Sydney extended to the Maritime Board of Trade.

COMMITTEE ON RESOLUTIONS

The appointment of a Committee on Resolutions of one member from each board was adopted, and the following members were elected and asked to report:

Halifax, Geo. W. Campbell; St. John, Wm. Jarvis; Truro, C. E. Bentley; Yarmouth, A. Cann; New Glasgow, W. A. MacIntosh; Kentville, A. E. Calkin; Windsor, J. W. Blanchard; Charlottetown, J. A. Messery; Moncton, J. Peters; Sackville, Senator Wood; Sydney, E. C. Hanrahan; Glace Bay, Chas. McKay, Louisburg; Dr. Morris, Kings County, P. Innis; Amherst, John Laws; North Sydney, P. A. Smith; Pictou, Robt. Fraser; Wolfville, Dr. De Wit; Middleton, Geo. Armstrong.

SECRETARY-TREASURER'S REPORT.

To the President and Members of the Maritime Board of Trade.

Gentlemen,—Your secretary-treasurer begs herewith to hand you his report for the current year. After the close of the annual meeting held at Chatham on the 21st and 22nd of August last, and on receipt from the late secretary of one book and papers; also the balance of cash on hand, \$69.75, I commenced preparing all the various resolutions, etc., passed at the annual meeting and forwarded them to the Dominion and Local Governments and to the members of the same where needed, as also to all the various boards of trade in the Upper and Maritime Provinces, and in many cases with good results. The correspondence connected with the same is too voluminous to read as also is the correspondence with the boards for the year. The correspondence with each board is separate and are now both on the table for the inspection of members.

Later in the year I commenced a systematic course of notices to the boards, both affiliated and unaffiliated, and have to report most satisfactory results. I found many boards which it was supposed were affiliated and indebted to the institution had never affiliated, although delegates from those boards attended the annual meetings; also that a number of affiliated boards, indebted for four years, had ceased to exist. As a result of this special canvass I have the pleasure to re-

port that ten boards have affiliated, viz.: Annapolis Royal, Moncton, Louisburg, Canning, Amherst, North Sydney, Yarmouth, Sackville, Pictou, Glace Bay. Six of which have paid their per capita tax. Four have answered they will pay at the annual meeting. I have collected all the back dues from five boards, thus, this year, commencing with a clean sheet.

I have also thoroughly ascertained the feelings of all unaffiliated boards and have reason to believe that during the ensuing year many of those boards will be on the membership.

The boards of trade in the Maritime Provinces are as follows:

Nova Scotia (24 Boards)—Amherst, Annapolis, Berwick, Bridgewater, Canning, Dartmouth, Digby, Halifax, Kentville, Kings Co., Lunenburg, Liverpool, Middleton, New Glasgow, Parrboro, Pugwash, Pictou, Stellarton, Springhill, Truro, Windsor, Wolfville, Westville, Yarmouth.

Cape Breton (4 Boards)—Sydney, North Sydney, Louisburg, Glace Bay.

Prince Edward Island (3 Boards)—Charlottetown, Souris, Summerside.

New Brunswick (9 Boards)—Chatham, Fredericton, Moncton, Newcastle, St. John, Sussex, Sackville, St. Stephen, Woodstock.

Total Affiliated Boards 13 (Nova Scotia)—Amherst, Annapolis, Canning, Digby, Halifax, Kentville, Kings Co., New Glasgow, Pictou, Truro, Windsor, Wolfville, Yarmouth. Doubtful 5—Berwick, Middleton, Stellarton, Westville, Parrboro.

Cape Breton 4—Sydney, North Sydney, Glace Bay, Louisburg.

Prince Edward Island—Charlottetown.

New Brunswick 5—Chatham, Moncton, St. John, Sackville, St. Stephen. Doubtful 2—Newcastle, Sussex.

The year now closing has been a banner one with this board with regard to its financial situation, and the receipts will nearly double those of any previous year. The various boards have taken a more live interest than ever before in the endeavor to place the Maritime Board in a first-class position amongst the deliberative commercial institutions of the Dominion.

CORRESPONDENCE.

I would beg leave to impress upon secretaries of boards the great necessity of answering correspondence promptly. When it remains unanswered the business is sure to lag. Correspondence quickly answered is the life and vitality of trade and all institutions.

PERMANENT SECRETARY.

This is a most important office and the yearly change of secretaries has been in a great measure the cause of the board's loss of vitality.

EXECUTIVE COUNCIL MEETING.

A meeting of the Executive was held at Truro on June 14. The business transacted there is contained in the minutes which will shortly be read.

In conclusion, I beg to say that during the year I have had the interests of the board fully at heart and have industriously worked for the benefit of the institution, at the same time doing all in my power to assist your worthy president, in which I had the very able assistance of our late lamented fellow-member, James A. Chipman, M. C. De Wolfie, of Kentville, and W. S. Fisher, of St. John, one of our vice-presidents, who did excellent work corresponding with many of the boards.

ACCOUNTS FOR THE YEAR.

The accounts for the year are all prepared, but as several boards will pay

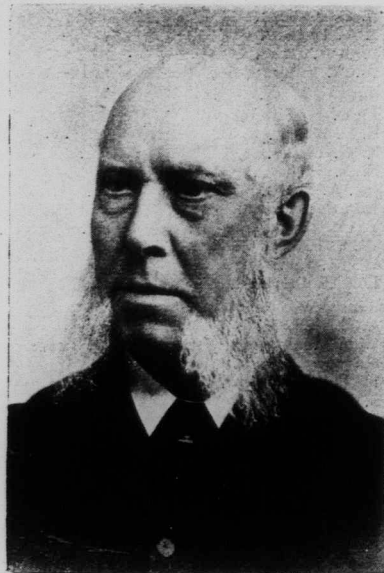
their capita before the close of this day's meeting, they will be presented to-morrow for your approval and audit.

CHARLES M. CREED,
Secretary-Treasurer.

W. H. Roach, seconded by G. De Wolfie moved a vote of thanks to the secretary-treasurer. Mr. De Wolfie in his remarks said the meeting was the best meeting he had ever attended but one and that was the meeting of the Canadian Manufacturers' Association at Halifax. He spoke in warm terms of appreciation of the energy and work done by the secretary, and although an old man he was better than men much younger.

The president also spoke feelingly of the valuable services rendered by the secretary.

In reply, Mr. Creed, the secretary, said he was not a public speaker but a



Chas. M. Creed, Halifax, the Permanent Secretary.

worker, and as reference had been made to his age, he felt as young as he used to be, and he was proud to say he had doubled the finances of the board this year.

The vote was given with loud applause.

There were no communications to the board except letters of regret from the Montreal and Toronto boards of trade; also the Manufacturers' Association, that they could not attend.

While waiting for the report of the committee, the president took the opportunity to thank the mayor and council of Sydney for their hearty welcome and for the magnificent programme provided by them for their pleasure and entertainment during their stay in Sydney.

THE PRESIDENT'S REPORT.

To the President and Members of the Maritime Board of Trade:

Gentlemen,—It affords me unfeigned pleasure to greet you at the eighth annual Convention of the Maritime Board of Trade in such a rapidly growing cen-

tre of industrial activity as Sydney. On the western portion of this continent we have become more or less accustomed to the rapid rise and continuous progress of localities previously comparatively unknown to the world at large, but the development of the flourishing city in which we are now assembled in the brief space of three years is without a parallel in either hemisphere. The important interests with which the two Sydneys are now identified have made their names familiar as household words in all the great centres of trade, and the Maritime Board of Trade may certainly regard it as a subject of congratulation that its deliberations are being held at a vantage point destined, in the very near future, to enhance the status and prestige of the Maritime Provinces of the Dominion in a marked degree.

The last annual meeting held at Chatham, under the presidency of W. S. Loggie, was well attended and full of interest even to its closing hours.

CORONATION OF EDWARD VII.

The great event of the past year has undoubtedly been the Coronation of our Monarch in the chair of St. Edward, which notable Imperial ceremony has at length taken place, shorn of some of its splendor in consequence of the King's illness, but significant still in its grandeur of the power and might of the great Empire of which we form a part. The termination of the war in South Africa added lustre to the occasion, and the eyes of all are now turned in the direction of restoring harmony in that desolated portion of King Edward's Dominions and substituting the blessings of peace for the horrors of war.

TRANSPORTATION.

A period of seven years has elapsed since the formation of the Maritime Board of Trade at Halifax. It may be of interest to take a brief retrospect of the aims and objects, the solution of which led to a concentration of efforts on the part of local boards in the three Provinces. The leading question advanced in the address which I had the honor of presenting to your notice in August, 1895, was "Transportation," and it may, with truth, be admitted that it is still the most important subject with which we have to deal. The tariff, cold storage, local assessment and arbitrary fire insurance rates were also subjects brought forward at the inception of this board. One or two of these matters have been so far regulated as to render further agitation of them needless.

The transportation question, however, is always with us and it seems probable that in those Provinces by the sea it will, at all times, be the first on our programme. A certain amount of progress has been made in railway transit facilities during those seven years, but much remains to be accomplished. While it may be beside the mark to attribute eastern railway progress to any special efforts of this board, there can be little doubt that the mere fact of the existence of such an organization has acted as a beneficial stimulus for the promotion of legitimate railway enterprise. The Maritime Provinces, in common with the other Provinces of the Dominion, right away across to the shores of the Pacific, undergo the same experience as the result of continuity to the United States border, and it is not uncommon in some

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localities to find a run to the land of our great neighbors more easy of accomplishment than a corresponding journey of the same relative length within our own limits. In the Island of Cape Breton, both internal and external rail and steamship communication have obtained a more satisfactory impetus within a recent period; the advantages resulting must prove of great ultimate benefit in modifying the disposition to seek fresh fields of endeavor and possibly diverting the stream back to our own channels in Nova Scotia, New Brunswick and Prince Edward Island.

SUBSIDIZING PARALLEL RAILWAYS.

Public attention has been drawn in the Upper Provinces of late years to the absolute necessity of calling a halt in the policy of subsidizing parallel lines of railway, but a few miles apart, in districts already amply provided for. Nothing of this kind has ever taken place in the Maritime Provinces, where, as a rule, a contrary policy has unfortunately prevailed, resulting in hampering and restricting the proper development of their resources on modern lines. A change is being gradually brought about in this vital matter, and the Ottawa authorities are beginning to recognize that the prosperity of the whole Dominion is largely interwoven with the contingency of doing justice to the east as well as to the west. Before passing from railways and in looking forward to a fast service on the Atlantic it would be, I think, desirable that this board urge on the Minister of Railways and the Government that serious consideration be given to the shortening of the Intercolonial road, reducing the grades and double-tracking where necessary.

MARITIME UNION.

The South Shore Railway of Nova Scotia has taken tangible form since our last annual meeting and the work of construction is on the eve of being vigorously started. That five of the earliest settled and most flourishing counties in the Maritime Provinces, so favorably situated (geographically) for extensive business operations, should have been obstructed for so many years from securing adequate railway facilities emphasizes the need of Maritime Union from a political point of view in the clearest manner.

IMPROVED SERVICES.

The Midland Railway, serving Hants and Colchester in Nova Scotia, has been opened since our last meeting, and it is understood that the negotiations in progress for the Musquodoboit Valley Railway eastward to Guysboro' and the Strait of Canso are nearing a satisfactory conclusion.

In the Province of New Brunswick the leading feature is the proposed transfer of the Canada Eastern Railway to the Canadian Pacific Railway and its incorporation with that company's system.

The railway conditions in Prince Edward Island show no special feature of new interest, communication by both land and sea being reasonably adequate.

Local transit by steam vessels on the Atlantic coast of the Dominion (almost wholly within the limits of the Maritime Provinces) is admitted to be on a fairly satisfactory basis, although much criticism has been directed at the substitution

of the ss. Lunenburg for the ss. Prince Edward on the route between Halifax and Yarmouth.

UNSATISFACTORY ATLANTIC SERVICE.

As regards communication between the Maritime Provinces and the Motherland the unsatisfactory conditions which have obtained ever since Confederation was brought about, remain in full force. The Atlantic mail service, which, if properly conducted at the nearest points to Europe in the Maritime Provinces, might be made one of the most efficient in the four corners of the globe has gone from bad to worse, and it has come to knowledge that the credit of one of the Maritime Provinces recently ran the risk of being seriously jeopardized in consequence of the remittances for the interest on its bonds in London having been entrusted to one of the subsidized apologies for mail steamers that carry His Majesty's mails across the Atlantic at the same rate of speed in vogue 62 years ago, at the inception of trans-Atlantic navigation. It has long been known in the Maritime Provinces that this backward state of affairs in the important matter of mail communication with England is largely the result of the divided phase of ocean navigation during the summer months by the St. Lawrence route. It has been borne patiently by the good people of Canada down by the sea, although not without unceasing protest, for a period of well nigh 30 years, the fact being well understood that improved mail and passenger communication with the Old Country formed essential conditions of the terms of union. The deterioration of the Atlantic mail service and the spasmodic experiences of permitting cattle steamers to "drift" across the Atlantic with the mails, affords an exhibition of public indifference and resignation in sharp contrast with the complacent language in which Canadians generally indulge when conning over the lavish expenditure of Dominion funds to further other great public requirements. At the seat of Government, in the very kernel of the Dominion, it is necessary for the postmaster to warn merchants and citizens in the official Post Office Time Table that if they wish their correspondence transmitted by the National Canadian Subsidized Atlantic Mail Service, such correspondence must be "specially" addressed "Via Canadian Route," otherwise it will be transmitted by the United States. No one phase of the transportation question is of greater significance to these sea-girt Provinces than the Fast Atlantic Service, and, as usual, it will be one of the principal subjects for your consideration, and there should be no uncertain sound as to the class and speed of the service, nothing inferior to the best and fastest crossing the Atlantic should receive Government recognition; in fact, to use a familiar forcible expression, Canada should go one better! Adopt a Maritime, port all the year round, then the one-fifth of the population of this fair Canada would have the speedy service to which they are entitled and the four-fifths would not suffer by the delay of one single hour but would rather be the gainers.

In connection with the transportation interests and in direct touch therewith, the item of

STEEL SHIPBUILDING

is fraught with unlimited possibilities for the Maritime Provinces, and it will doubt-

less appear on the list of subjects for your deliberations. The results achieved on the Clyde, the Tyne and the Mersey by means of this far-reaching industry are familiar to you all. It should be remembered, however, that the industry has been long established in those quarters and it will be well to derive our lessons from more recent developments. A considerable revival of the art of shipbuilding on the modern lines, consequent on the substitution of steam for sail, has taken place in the neighboring Republic, but Germany affords the most striking object lesson for our Maritime Province people in this regard. The following extract from the April number of The German Export Review, published simultaneously in Stuttgart and London, is well worthy of thoughtful consideration:

As late as 1890 more than one-half of all the ships required by German shippers were still being built in England. Hamburg and Bremen had extended their connections to all parts of the globe, and also other German seaports prospered, but our dockyards could not keep pace with the requirements (a state of things fully discussed at the time in the book of Director Haack and Admiralty Counsellor Busley). In 1895, however, the latter was in a position to report on most substantial successes by our shipbuilders, but England still remained in the first rank with our fast steamers *Lucania* and *Campania*. The last bar was duly scaled and in 1898 the German shipbuilding industry won the laurel with the famous steamer *Kaiser Wilhelm der Grosse*, built by The Vulcan Company at Stettine, for the North-German Lloyds. On her first voyage she displayed in prominent letters on either side the significant words "Made in Germany," and thus distinguished she entered New York harbor. Tecklenborg's dockyard had previously carried off the palm in the sailing line with the five-masted sailing ship *Potosi*. M. Schichau since the nineties, with his torpedo boats, has also conquered the first place in the markets of the world.

The Maritime Provinces, and even Canada as a whole, it may be admitted, can hardly venture to enter the lists seriously with Germany, but the deductions are obvious. The *Deutschland* has since converted the *Kaiser Wilhelm der Grosse* into a back number, and more recently still the German Emperor honored with his presence the launching of a record-breaker designed to eclipse the *Deutschland*.

The subsidiary industries connected with steel shipbuilding are so numerous and varied that a well-known authority has designated the shipbuilding industry as one of the grandest within the compass of modern effort.

CONFERENCE OF COLONIAL PREMIERS.

The Conference of Colonial Premiers which has just been brought to a close in London has had under consideration a number of highly important subjects, some of which have special interest for the Maritime Board of Trade. I have already referred to the Fast Atlantic Service and the question of a direct line from the Maritime Provinces to Capetown and Australia may also come up for your deliberation. These questions were prominent at the Toronto Conference of Canadian Boards of Trade which was attended by numerous delegates from Maritime Province Boards, whose voices

and influence are frequently with us at meetings of this board. It seems impossible to doubt that these assemblages of active and energetic business men on both sides of the Atlantic are certain to produce results of permanent benefit to the commerce of the group of nations forming the British Empire.

FIRE INSURANCE RATES.

Much feeling has been aroused throughout the Provinces because of the decisions of the boards of underwriters to largely increase rates. Protests have been set up and strenuous efforts have been made to counteract this determination of underwriters without any good results.

In our business relations it is always desirable that the best of feeling exist, but I fear that in many cases, at least, this feature, once so universal, does not now prevail.

If it be true that the fire insurance business of the Maritime Provinces has been profitable to those engaged in it, then the money exacted for advanced premiums must be absorbed by losses in the western sections. We should continue our protests and agitate until more moderate rates are granted.

One new Provincial company, The Nova Scotia Fire Insurance Company, launched since our last meeting, deserves hearty support.

MARINE INSURANCE.

Marine insurance is a subject which has agitated the minds of the business people of the Maritime Provinces for years past, and I regret to say that apparently no progress has been made towards removing what was admitted even by individual underwriters on the floor of Lloyds to be not only unfair and unjust, but grossly so. There is no justification for the excessive rates of premium applicable to Maritime Province business rates, 20 to 50 per cent. in excess of those charged on United States business and in some cases in excess of those applicable to the St. Lawrence.

I will not further occupy your time with this subject, but in leaving it express the hope that this board will again protest in unmistakable language against this indefensible discrimination by underwriters.

WEST-INDIAN TRADE.

There has been during the past few years a growing interest in this branch of the trade of Canada. Farm products and manufactured goods once foreign to those Southern markets are growing in favor and things Canadian are sought after. The prejudice which has existed for years against Canadian flour is now almost wholly overcome. Facts are stubborn things and the West-Indian consumer has realized this one, namely, that a barrel of Canadian flour is superior to a barrel of American flour, costing the same money, consequently a better loaf is obtained. On a recent trip through the Islands a representative of one of Canada's milling companies sold about 25,000 barrels of flour, something that could not have been accomplished in five seasons previous to 1895.

It seems fitting that mention should be made of the energetic efforts of so influential a body as the Canadian Manufacturers' Association to bring the West-Indian markets prominently and forcibly

before the beehives of Canada in sending its president and secretary to the various West-Indian Islands. This delegation was most painstaking, making inquiry into every detail of the trade, and I would commend the report which it submitted to its Association to your careful perusal. The result has been an awakening of widespread interest in these markets throughout the Dominion and the representatives of manufacturing firms are to be found on almost every West-Indian liner.

At its meeting in Halifax last week resolutions bearing still further upon West-Indian trade were unanimously passed, which should receive hearty endorsement by this board.

CANADIAN COAL IN THE WEST INDIES.

Some thousands of tons of coal have been sent from these waters to the West-Indian coaling stations, and for the first time in the history of Canada Canadian steamers are this year buying Canadian



W. A. Black, Halifax, Past President.

coal in the West Indies. The by-products of the coal treated not far from us as we sit here have also been sold there for the first time this year. I must not, however, specify any particular articles of manufacture that may find purchasers in the South, but will risk the broad statement that all and everything which is manufactured in Canada, as well as the products of our lands, can find buyers.

It is a matter for congratulation that prosperity in a marked degree prevails throughout the Maritime Provinces; in fact, over our whole Dominion.

TOURIST TRAVEL.

is supremely important to the Maritime Provinces and each and every board throughout the land should use its utmost endeavors to encourage the same.

It would be presumptuous for this board to take credit for more than lending assistance towards directing the destiny of our common country, still, whilst small, comparatively speaking, we represent varied and important interests throughout the Maritime Provinces and our in-

fluence has been felt in support of reforms and working out much of our country's benefit.

STEAMSHIP SERVICE TO SOUTH AFRICA.

I will simply mention as two important subjects upon which the board has passed judgment, the South-African Steamship Service and the Fast Line (so-called). The former would appear from reports which have reached us since penning reference to this line in the earlier part of this address to be an accomplished fact. The latter project has received an impetus which we now believe it will not lose until all difficulties have been overcome.

THE LATE J. A. CHIPMAN.

By the death of the late Mr. Chipman the Maritime Board of Trade is called upon to mourn the absence of one who had taken a whole-souled interest in all our proceedings ever since its foundation. He has attended, we believe, nearly every one of our annual gatherings, and his presence and invaluable counsel will be greatly missed on the present occasion. On questions of freight rates, especially in connection with flour and grain, our lamented fellow-member was an admitted authority, and a deep interest was also shown by him in transportation matters, of which he took a broad view at all times, although stoutly maintaining Maritime Province rights.

In conclusion, I congratulate you, gentlemen, upon the flourishing state of your board. Never have there been so many affiliated boards—27 in all—and in good standing, never so financially easy, never so large and enthusiastic a meeting. This prosperity is largely due to our aged (although retaining all the energy of youth), Secretary C. M. Creed, who has been untiring in his efforts on behalf of the board during the past year.

I feel that I have trespassed too long upon your time, and in closing beg to thank you for the confidence reposed in me in having elected me to the responsible position of president of the Maritime Board of Trade.

W. A. BLACK,
President.

Mr. Blanchard, Windsor, moved the adoption of the address, which was seconded by M. G. De Wolfe, and carried by a rising vote.

SUBJECTS FOR CONSIDERATION.

Peter Innis, of Kentville, reported the result of the Committee on Resolutions, and the following were adopted at the instance of M. G. De Wolfe:

1. Halifax.—"Forest Preservation."
2. St. John.—"The Development of Transportation Facilities."
3. Sydney.—"Subsidizing Steel Shipbuilding."
4. Truro and Halifax.—"Better Country Roads."
5. North Sydney, Halifax and New Glasgow.—"The Union of Canada and Newfoundland. Better Trade Relations with the British West Indies."
6. Glace Bay.—"Reopening of the harbor and the building of a public wharf."
7. Windsor.—"The Route of the South-Western Railway."
8. Yarmouth.—"The urgent necessity of

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9. Wolfville.—"Better Steamboat and Mail Service on Minas Basin."

10. Kentville.—"In what manner can the efficiency of the Maritime Board be increased?"

11. Pictou.—"Government Ownership of the Fast Atlantic Line."

12. Kings Co.—"Is not the Fast Atlantic Service an absolute necessity in the development of the Maritime Provinces?"

13. Louisburg.—"Extension of the I. C. R. to Louisburg and Glace Bay."

14. Moncton.—"The encouragement of insurance on stocks of goods by small country traders."

15. St. John.—"South-African Trade."

16. Yarmouth and Digby.—"The desirability of daily steamship communication between St. John and Digby throughout the year."

17. "Discrimination of Marine Insurance Companies against Canadian Ports."

18. "Portage."

A discussion then took place as to the advisability of having the resolutions printed after they were selected by a Committee of the Council. Several members were spoken to on the subject, but the matter was finally allowed to stand for further consideration.

FOREST PRESERVATION.

The first subject, "Forest Preservation," was then taken up and introduced by Geo. E. Faulkner, Halifax. He said when we consider the vast importance of the lumber trade and the pulpwood industry of this country, it was well for us to reflect on the value of the forests we possess. The Governments of Europe are paying close attention to this subject; so also are those of the United States and Ontario. He suggested that it was time the Legislatures of the Maritime Provinces should take up this subject, especially as Canada was so rich in its forests. He stated that while Britain had only 14 different woods and Europe, 35, the Dominion of Canada possessed no less than 121 kinds. The following resolution was introduced:

Whereas, the subject of forestry has in recent years engaged the attention of the Governments of many countries of the world, and some of the Provincial Governments of Canada have taken action looking to the preservation and care of their timber reserves,

Therefore, resolved, that in the opinion of the board the time has arrived when laws should be made for the protection of the timber limits of the Maritime Provinces, in the direction of securing as far as possible immunity from the ravages of fires, for a more careful and scientific practice as regards the cutting of lumber and also as far as may be practicable the encouragement of the replanting of forests.

J. E. De Wolfe, Halifax, seconded the resolution and said it was desirable that something should be done at once to-

wards the preservation of our forests in the Maritime Provinces. He referred to the interest the United States were taking in this subject by sending 30 students to Germany to study the question. He thought the cut should be restricted and better fire protection given the forests. S. B. Benjamin, Wolfville and Geo. S. Campbell, Halifax, also spoke to the resolution, and it was carried unanimously.

DEVELOPMENT OF TRANSPORTATION FACILITIES.

W. S. Fisher, St. John, introduced the next subject, "The Development of our Transportation Facilities." He said there is no more important question before the people of Canada than transportation. It applied to the railway and to the steamship. With the rapid growth of the Northwest our facilities for transporting were entirely inadequate at the present time. What would it be when the country was fully developed and the crops were four times the size of the present production? He called attention to the fact that the vast expansion of shipping over United States railways and American ports was marked. While in 1897 we imported through United States ports to the value of \$16,000,000, in 1901 it had increased to \$21,000,000. Notwithstanding this increase of imports through United States ports, the exports of Canadian products through United States ports and over United States railways showed a still greater increase, amounting in 1897 to \$16,000,000 and in 1901 to \$36,000,000. It behooved Canada to take some steps to bring about a change in this condition of affairs. His resolution read:

Whereas the rapidly developing resources of Canada have rendered the transportation question one of the most important to the future prosperity of this country, and

Whereas, it is most desirable in the national interest that every effort should be made to have the import and export trade of Canada carried on over Canadian routes and through Canadian seaports, and

Whereas, to carry this out most effectively, it is necessary that our national waterways and ports be so thoroughly protected and equipped that the traffic may be carried on with the greatest possible safety and rapidity and at the least possible cost. Therefore,

Resolved, that this board expresses its approval of the action the Government have already taken to bring about this result, and the further hope that no effort will be spared to assist in placing our ports and lines of communication in a position to secure the bulk of Canadian commerce in summer and winter.

Further resolved, that a copy of this resolution be sent to each member of the Dominion Government and to each Canadian board of trade.

Senator Woods, Sackville, seconded the resolution in a thorough review of the

development of transportation, both by water and land. Senator McSweeney, Moncton, also spoke on the subject and suggested that if the Canadian railways would reduce their rates to compete with the United States railways, the question of using all-Canadian routes would be settled.

Harvey Graham, New Glasgow, asked that the resolution should be more specific as it would then call attention and create discussion. He advocated the approval of greater expenditure of money by the Government to improve transportation.

J. P. Longard said he approved of the extension of the Intercolonial to the Great Lakes and would ask the Government to do so.

Other speakers who took part in the discussion were Mr. Spinny, Mr. Hazzard, P.E.I.; Mr. Paton, P.E.I. It was then referred to the committee to amend.

The delegates, on adjournment for lunch, were photographed on the steps of the Court House.

BETTER COUNTRY ROADS.

C. E. Bentley, Truro, introduced the next question for consideration in the following resolution:

Whereas, the country roads of the Maritime Provinces are to a large extent in a very deplorable condition, notwithstanding the large amounts granted by the respective Governments as well as the statue labor performed on them, and

Whereas, this Maritime Board of Trade is satisfied that the present system of disbursing the large amounts voted for road purposes does not produce the best results; and,

Whereas, the aforesaid bad condition of these roads is a serious menace to the growth and prosperity of the country.

Therefore, resolved, that this Maritime Board of Trade would strongly recommend that each Province appoint a competent instructor in road-making, to instruct country or district supervisors, and to generally oversee the construction and maintenance of public roads.

Mr. Bentley, in introducing the resolution, said he considered this a better subject than subsidizing steel shipbuilding; the subject was not good roads, but better country roads. For cities and towns had roads should be relegated to the age of primitive field culture. And how many farmers want to go back to those times? He found that next to education the largest item is the amount voted to spend on roads. In Nova Scotia, for the year 1901 the sum of \$117,644.97 was voted to be spent on the roads. Add this to statue labor and the amount is enormous. It is safe to say that not less than \$400,000 was spent, including statue labor, by the Province of Nova Scotia last year. The roads are the arteries of our agricultural commerce,

and are left to the tender mercy of men, who, in most cases, have no practical knowledge of road making. The Province should appoint a practical road-maker, the same as has been done in the Province of Ontario. He also said that the county councils had spent large sums of money in purchasing road-making machines, but far better work would be done if a practical road-maker was at the head of affairs.

F. O. Allison, of St. John, seconded the resolution, and said it was only too true that better roads were needed. The resolution passed by an unanimous vote.

UNION OF CANADA AND NEWFOUNDLAND.

The union of Canada and Newfoundland and better trade relations with the British West Indies was the next subject discussed by the meeting, and was ably presented by D. H. Smith, of North Sydney, who read the following resolution:

That, whereas closer trade relations with all the British colonies within the Empire is desirable, and

Whereas, the union of Newfoundland with the Dominion of Canada has long been a subject of interest in both countries, and,

Whereas, the trade between Canada, Newfoundland and the West Indies is capable of great expansion, and should be on a basis of the greatest benefit to all. It is,

Therefore resolved, that in the opinion of this board it is desirable that the Government of Canada should endeavor to establish closer relations with Newfoundland and the British West Indies, whether by Federal or commercial union.

Mr. Smith said it was a subject of vital importance to the whole of Canada. In the past year there had been carried between North Sydney and Newfoundland 20,000 people and about 15,000 tons of freight. All the products of the Maritime Provinces found a market in Newfoundland, although they met with a heavy duty. This could be overcome by a union of the colonies. Newfoundland's debt of \$18,000,000 was quite heavy, but as an offset to this debt she had very rich mineral deposits. Under federation it would give to Newfoundland a free breakfast table of which Canadians were so proud. Regarding our relations with the West Indies, he suggested that we required many of their products, and already our products found a good market there. The condition of the people there presented some obstacles, but the solution was closer trade relations with Canada.

J. Devere Stevens, Halifax, seconded the resolution in an able speech, giving his personal experience on this island.

A. C. Bell, New Glasgow, also spoke to this resolution. He said they held the gateway of Canada, and there was a pressing necessity to compel Newfoundland to attach herself to Canada. "We

can none of us fail to recognize the fact that Newfoundland is a necessity to Canada. Give them good terms and they would come in." The resolution carried by a unanimous vote.

James McKay, Glace Bay, proposed the following resolution, but as it was not seconded it was laid on the table:

Resolved, that the Maritime Board of Trade views with favor the decision of the Government to spend \$10,000 for the placing of Glace Bay harbor in such a condition that it will be of service to the mercantile community.

ROUTE OF A RAILWAY.

"The Route of the South Western Railway," was a subject that was introduced by Dr. Black, of Windsor, who showed by map and chart the route he thought it should take. This resolution created considerable opposition from the Halifax members. The resolution read:

Resolved, that it is desirable that the route of the South Western Railway, so-called, be such that it shall be of the greatest service to the largest amount of trade and commerce of Nova Scotia proper, Cape Breton and Prince Edward Island.

Dr. Bligh, of Truro, seconded the resolution in a strong speech.

Messrs. Stevens and J. E. De Wolfe, of Halifax; Robert Caie, of Yarmouth, and Mr. Longard, Halifax, spoke strongly against the resolution and at the suggestion of M. G. De Wolfe it was withdrawn.

In order to save time, resolutions Nos. 8 and 17 were coupled and Augustus Cann, Yarmouth, handed the board the following resolution on "The urgent necessity of better aids to navigation on the Atlantic seaboard":

That in view of the patriotic determination of our Government to have a Canadian freight and passenger steamship service equal to the best, this board respectfully urges upon the attention of the Government the necessity for better aids to navigation upon the Atlantic seaboard and the Bay of Fundy.

Mr. Cann stated that in view of the great losses of ships on the coasts it was needed that the boards of trade agitate for better aids to navigation. While the inland lake navigation was well protected, the sea coasts needed more powerful fog signals, better pilots, closer and more frequent examinations as to the ability and disability of the pilots.

Senator Wood seconded the resolution in an able speech on the subject, and the resolution was passed unanimously.

At this stage of the proceedings the president begged leave to say that he had just heard that J. E. De Wolfe, vice-president of the Halifax Board, had been arrested by the sheriff at the instance of Justice Meagher. This created great excitement and many members left the chamber. When order was restored M. G.

De Wolfe presented the following subject for discussion: "In what manner can the efficiency of the Maritime Board be increased?":

Whereas, the efficiency of the Maritime Board is one that appeals to the loyalty of each affiliated board of trade and each member thereof, and whereas much difficulty is experienced by the president and secretary of the Board in getting local boards to respond to correspondence, etc., in making their arrangements for the annual meetings.

Therefore resolved, that we in session assembled do pledge ourselves to do all we can to assist in every way the overcoming of all local obstacles that tend to detract from the object and aims of the board and to facilitate the progress of business in our annual meeting.

Mr. De Wolfe urged on the members of the various boards to take a more personal and active interest in their local boards, to attend the meetings of the boards and see that the membership be kept alive by creating interest in the many important subjects that are constantly being brought to the front. Mr. De Wolfe said he was the father of many local boards that he had created, but many of them had ceased to take a proper interest in the boards, which he much regretted.

The following resolution was then introduced by H. G. Harris, of Kentville, for E. C. Hanrahan, Sydney, and seconded by H. G. Harris.

Whereas, it is desirable in order to further increase the usefulness of the Maritime Board of Trade that the organization should make arrangements with a proper trade journal to publish an official report of its annual gathering and throughout the year to be a medium for the dissemination of information and official notices of the board to its members, and,

Whereas, that in the past journals of Upper Canada have more or less been regarded as the organs of the Maritime Board and that it is desirable that the official organ should be published in the Maritime Provinces.

Therefore, resolved, that a committee be appointed to look into the question of an official organ of the board and that said committee make proper arrangements for this purpose, reporting back to the board the action taken.

Mr. Harris named J. C. Studart, of Halifax, as one of the committee, but he refused to act. The resolution was carried and referred to the incoming Executive Committee.

INSURANCE ON STOCKS IN COUNTRY STORES.

The encouragement of insurance on stocks of goods by small country traders was introduced by Mr. McSweeney and seconded by J. Messery, and was carried without discussion. The resolution read:

Whereas, many merchants in the country districts, towns and cities are not in the habit of insuring their stocks of mer-

chandise and business premises sufficient-ly, or not at all, and,

Whereas, it is highly important and most desirable that all merchants should keep their property well insured.

Therefore resolved, that the Maritime Board of Trade takes this opportunity of directing attention to this important matter and recommends merchants to seriously consider their position in relation to this question.

SOUTH AFRICAN TRADE.

South-African trade was next brought up by W. H. Fisher in the following resolution:

spoke very strongly on the subject and against the new postal arrangements. The matter was also discussed by J. E. De Wolfe, Mr. McKinley, J. E. Stewart, Mr. Robinson, Moncton, and Capt. Taylor Woods. It was finally decided to defer action. The resolution read:

Whereas, the new regulations of the Post Office Department put in force July 1, 1902, whereby the postage on circulars, catalogues, books, samples, and many other items under the bags of 3rd and 4th class matter, have been doubled, and have placed a serious bur-

were appointed the previous evening to investigate the Judge Meagher episode. The report read:

To the Maritime Board of Trade:

The committee appointed to inquire into the circumstances connected with the commitment of J. E. De Wolfe, vice-president of the Halifax Board of Trade and a delegate from that board to the Maritime Board of Trade, to the custody of the sheriff of the county of Cape Breton by Mr. Justice N. H. Meagher of the Supreme Court of Nova Scotia, have to submit the following report:

see end book of Maritime Board of Trade page 144



A HISTORICAL GROUP—The Group of Members of the Maritime Board of Trade at Sydney that offended Judge Meagher.

Resolved, that the Maritime Board of Trade heartily approves of the action of the Dominion Government in establishing steamship communication with South Africa, and desires to emphasize the importance of extended intercommunication between Canada and South Africa, the West Indies and other British colonies.

The resolution was seconded and carried without discussion.

POSTAGE RATES.

W. S. Fisher, of St. John, moved a resolution in regard to postal rates, and

den upon the mercantile classes (while the tendency of such increased rates is not to augment the revenue), and for which there seems to be no justification.

Therefore, resolved, that the board memorialize the Government requesting that the former rates be restored, and,

Further resolved, that copies of this resolution be sent to every board of trade in Canada.

FRIDAY'S SESSION.

THE JUDGE MEAGHER AFFAIR.

The first business before the meeting was the report of the committee who

That the circumstances under which the commitment of Mr. De Wolfe was made appears to have arisen from Mr. De Wolfe resenting certain language used by Judge Meagher regarding members of the Maritime Board of Trade.

That the interview between Mr. De Wolfe and Judge Meagher appears to have taken place on the steps of the county court house, rooms in which had been placed at the disposal of the board through the courtesy of the municipal authorities, or in the vicinity thereof.

That as far as the committee could ascertain Mr. De Wolfe, in the course of the interview, stated to Judge Meagher,

See. W.P.C.

that he, the judge, had used disgraceful language, and that Mr. De Wolfe was therefore committed to the custody of the sheriff as aforesaid.

That upon Mr. De Wolfe expressing his regret that he had used the word disgraceful the commitment was canceled.

That the committee do not feel called upon to express any opinion as to Judge Meagher's conduct or language.

All of which is respectfully submitted.

WM. JARVIS,
G. S. CAMPBELL,
HORACE HASZARD,
G. E. DE-WIT.

Sydney, N.S., August 21, 1902.

The report was adopted, but several members spoke strongly in terms of disapproval of the Judge's action.

BETTER MAIL AND STEAMBOAT SERVICE.

The next subject was "Better Steamboat and Mail Service on Minas Basin." Dr. G. W. E. De Wit, who presented the resolution, spoke strongly in its favor, and the seconder, M. G. De Wolfe, ably supported him. The resolution, which read as follows, was carried unanimously:

Whereas, it is realized expedient to establish a steamship and daily mail service between the ports of Wolfville, Kingsport and Parrsboro' on the Basin of Minas.

Whereas, under existing conditions, two days are consumed while the mails are en route from Wolfville to Parrsboro' or from Parrsboro' to Wolfville, and,

Whereas, the whole of the Annapolis Valley and the western counties of the Province feel the necessity of a shorter and more direct mail service to Parrsboro' and all sections of the country east of Parrsboro', and,

Whereas, the proposed route across the Basin of Minas is 20 miles and the route now travelled by the mails from Wolfville to Parrsboro' is 200 miles, the latter route necessitating the detention of the mails overnight at Halifax, and,

Whereas, the time occupied by steamship across the Basin would be one and a half hours and would bring mail matter and passengers directly in touch with the D. A. R. at Wolfville and thus avoid the delay over night at Halifax, and,

Whereas, the tourist travel has greatly increased within the past two years in the towns of Wolfville and Parrsboro', and,

Whereas, the said travel would greatly increase with a daily service and become a strong factor in the financial support of the steamship companies.

It is resolved that it is the opinion of the Maritime Board of Trade that a daily mail and passenger service between the ports of Wolfville, Kingsport and Parrsboro' would be of immense value and advantage to the western and eastern counties of the Province and to the public generally. It is

Further resolved, that the Dominion Government be asked to grant a subsidy or a daily mail service on the Basin of Minas, between the ports of Wolfville, Kingsport and Parrsboro', and that a copy of this resolution be forwarded to the Dominion Government by the secretary of the Maritime Board of Trade.

STEEL SHIPBUILDING.

One of the most important subjects before the board was then taken up. This had been deferred until to-day at the request of the Sydney and Halifax boards. The subject was "The Subsidizing of Steel Shipbuilding." E. A. Mackee, of Sydney, moved the resolution, which read:

Whereas, it is most desirable that Canadian products should, as far as possible, be carried in Canadian-built ships, and,

Whereas, the establishment and operation of large shipbuilding plants in Canada would prove to be of immense advantage to the whole country, and,

Whereas, other Maritime centres have either directly or indirectly given liberal financial assistance to their merchant marine, and prospective Canadian builders are therefore seriously handicapped in competing with the old-established yards of Europe and the United States.

Therefore, resolved, that the Federal Government of Canada be asked to grant a tonnage bounty large enough to enable Canadian builders to compete in this industry and have it extended over a term of years sufficiently long to secure the permanent establishment of this industry, which is vitally important to the business interests of the country.

Mr. Mackee said every member of this board is thoroughly convinced of the fact that steel shipbuilding is of the greatest importance; also every person knows that any nation that has attained fame and supremacy in the world owes it to the building of ships. He then referred to the ancients who succeeded each other by their superiority in the building and possessing of ships. England's enviable position as a maritime power was owing to an Act of Parliament, which gave bonuses to shipbuilders. It is a matter for us in Canada to consider whether we should or should not take up this great industry. "We are here as the fairyland and we should seize the opportunity to put ourselves to the front. It would be very remiss, indeed, if we do not do so."

Geo. E. Campbell, Halifax, seconded the resolution. He endorsed the building of steel ships as one of the national industries of these Provinces. "The Local Government have granted a bonus of \$100,000, but we must have yards built on a large scale; we must import skilled labor, and the Federal Government should give a bounty of so much per ton for a number of years. A united effort in this direction will result in a bounty. Every board of trade is directly interested in this question, and should pass strong resolutions this fall before the meeting of the Federal Parliament, and, if successful, and no doubt it will be, it would be on an enormous scale."

M. E. G. De Wolfe, said Mr. Campbell's remarks were the key note to the situa-

tion and they would get what they wanted if they would work together.

The resolution passed unanimously.

FAST ATLANTIC SERVICE AND MARITIME PROVINCES.

"Is not a Fast Atlantic Service an absolute necessity in the development of the Maritime Provinces?" was a subject introduced by Capt C. O. Allen, Kentville. He said that England was anxious to promote a Fast Atlantic Service and we had everything to gain and nothing to lose. A consideration of the transportation question from our grain belts shows a vast field for improvement. In one shipping season alone, out of 6,000,000 barrels of flour and 200,000,000 bushels of cereals, the greater bulk of which came from the Northwest, 5,850,000 barrels of flour and 170,000,000 bushels of wheat were carried through United States channels, while only the comparatively small quantity of 150,000 barrels of flour and 30,000,000 bushels of wheat and corn passed through the channels of Canada. It is estimated that 21,000,000 tons of freight that should have gone through Canadian ports, passed through the waterways to Buffalo, thence through the Erie canal to New York and were finally placed on the markets of the world as the product of the United States, thus keeping our own country in obscurity and building fame for our border competitors.

It was pointed out only last month by James Osborne, general superintendent of the Atlantic Division of the C.P.R., that \$46,000,000 worth of our own exports were handled by other ports because of our lack of proper facilities.

An at present minor product of Ontario, the cheese export, shows that a large quantity of this article, which the consumers supposed was purely of United States manufacture, coming as it did through New York, was really Canadian which had passed over Suspension Bridge into the ports of the adjoining Republic.

Capt. Allen strongly urged the meeting to see that every influence be brought upon the legislators of the Maritime Provinces to earnestly entreat the Federal Government to carry out this Fast Atlantic Service. "Heavy subsidizing by a Government to promote a new trade is open to controversy, as particular concerns would reap the benefits and handicap outside competing lines," he continued, "Canada's present situation is vastly different, for we have the trade but not the means, and consequently our transporting is being conducted and carried through another country. There is no doubt that if the Canadian Government will assist in operating a fast line for ten years, the country will be in such a state of prosperity that the subsidies can then be withdrawn, when the trade

QUAKER BRAND

 VERY TENDER
SUGAR PEAS.



TRADE MARK

QUAKER BRAND

FANCY QUALITY CANNED GOODS

PACKED BY

BLOOMFIELD PACKING CO.

LIMITED.

BLOOMFIELD, ONT.

FRENCH PEAS
QUAKER BRAND
PETIT POIS.
BLOOMFIELD PACKING CO.
 (LIMITED)
 PACKED AT BLOOMFIELD, ONT.



TRADE MARK

FRENCH PEAS

QUAKER BRAND
PETIT POIS.



"QUAKER" BRAND Canned Goods



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

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

Recognizing that it was an ideal spot for a canning factory, two years ago the Bloomfield Packing Co. erected a plant and factory in this locality, at an expense of \$40,000.00, solely for the purpose of canning fruit and vegetables. This is recognized as the most complete canning factory in Canada, and pronounced by visitors, conversant with the canning business in the United States, the equal of anything in that Country. One of the first things we did in starting was to register the word "QUAKER" as a trade mark, so that consumers could, under this label, find canned goods that would be known as the standard in quality from one end of the Dominion to the other. No expense has been spared in procuring the most experienced and practical men for the packing and management of the business, so as to insure perfection in the class of goods placed before the public.

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

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

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will offer its own inducements to carry out the requirements, and Canada will forge ahead by leaps and bounds, similar to the prosperity the border Republic enjoyed during the period between the years 1870 and 1891, when its population increased 24,000,000 in 21 years, while this vast Dominion with as great possibilities was standing virtually still.

"If we review what other nations have been doing along this line, we will find that their commercial prosperity has been built up by Government assistance.

"The Canadian blue book shows \$200,000 subsidy paid to trans-Atlantic steamship companies. At the Colonial Conference held at Ottawa some years ago, it was pointed out by the Postmaster-General that this amount was inadequate and far below what was actually required for the rapid handling of mails. At present the merchants of Liverpool stamp on their mail matter 'via New York' on the very day that the Canadian mail boat leaves Liverpool via Moville or Rimouski, preferring to have it go by the circuitous and indirect route to Southampton, where the United States mails leave during certain days of the week, thence to New York and finally over the long-rail route to Montreal, Sydney or Halifax. Experience has proven that owing to slow Canadian mail boats and subsequent delays around the Grand Banks and Gulf of St. Lawrence, the mails will actually reach their destination with much more certainty.

"It appears unnecessary for a Government to grant a large subsidy to a fast freight line. We have been striving for a long time to secure a fast mail service, and even in trying for this why should we weaken our hand by asking too heavy a subsidy, such as would be required to carry out both the mail and freight services? The three or four boats required to complete the mail service would carry all our perishable freight. The greater bulk of our freight, which is not perishable, could go by slower and less expensive boats.

"The speed of Atlantic mail boats is increasing every year, it being only a question of the trade paying the price. Let not Canada's interests be sacrificed, but let us have a line not only as fast as any now afloat, but as fast as any now building on the stocks in Europe. The North-German Lloyd boat, now under construction, is to be a full knot faster than any at present in commission.

"The Allan line, trading up the St. Lawrence, lost eight ships in as many years, besides many other accidents, entailing loss of life and property, owing to these steamers running through a region abounding in ice, where the percentage of fog reaches the maximum,

threading up a long and dangerous Gulf into the narrow and shifting channels of the river. Against this let us compare the record of the Cunard boats, plying between Liverpool and New York, where they have run an unbroken record of 62 years without losing a life, and nearly as long without the loss of a letter.

"The St. Lawrence, from its geographical position, with its long pent up channel, has had in the past so many serious accidents, which have unfortunately given a bad name to the whole Canadian waters. Only during the brief period of three months that navigation has been open in the Gulf there have been calls on the underwriters amounting to three-quarters of a million dollars.

"The Hydrographic Office at Washington has just issued charts, dated July, 1902, taking data from the past three years, 1898 to 1901, which show that during the month of July a region at about 320 miles south of Cape Race, fog exists 17.6 days during that month, when only 60 miles further south there are only 1.8 days of fog. Around this latter spot the White Star, Cunard and North-German Lloyd ships pass, and so must the fast Canadian mail boats, no matter where the terminus may be. Through a region like the former the mail boats would have to go under a greatly reduced speed."

The resolution read:

Whereas, public opinion in Canada has pronounced emphatically in favor of a fast service between Canada and the United Kingdom, equal in speed and appointment to any crossing the Atlantic;

And whereas, we are of the opinion that full advantage should be taken of the ports of the Maritime Provinces, which are hundreds of miles nearer the commercial centres of Europe than the inland ports of Canada, and especially as ocean routes can be followed to these ports which are quite as safe and shorter than those taken by the fastest ships out of New York;

Therefore resolved, that the representatives of the Maritime Board of Trade here assembled urge the Government to take immediate and definite action on this question by granting the necessary subsidy to insure the inauguration of such a service with the least possible delay;

Further resolved, that ocean routes to be followed by steamers of the line should be such as would enable them to run as nearly as possible at full speed from port to port, with the least risk of danger or detention by fog or ice;

And further resolved, that in the opinion of this Convention the terminus in Canada should be the nearest available port to Europe, where ships of such large size can come and go with safety and despatch at all seasons of the year.

The resolution was seconded by M. G. De Wolfe, of Kentville, who said he had always strongly favored a fast Atlantic service, and believed we should go about

this matter with great earnestness. He referred to the late Mr. Chipman as having done a great deal in bringing this matter to the attention of the Maritime Board.

G. H. Dobson, of North Sydney, depreciated the adoption of a 20-knot service, and considered that it would be a waste of public money. "We must have the very fastest steamers afloat," he said. He also insisted that the port of Sydney must be a port of call.

G. S. Campbell, Halifax, agreed with the previous speakers. He said a great change of sentiment had taken place in Canada in regard to the fast Atlantic service, and the West were now strongly in favor of it. Nova Scotia had always been in favor of a first-class service. The time had now come to consider the details and the terminus of a fast Atlantic service. The ports available were Montreal, Quebec, Sydney, Halifax, and St. John. The questions to be considered were the speed of the ships, safety of the route, and the most available port all the year. He considered that it would be to the best interests of all for the line to call at one port all the year round.

Jas. Paton, Charlottetown, P.E.I., considered the Quebec route the back door to Canada, and thought that Halifax should be the all-year port.

H. C. V. LeVatte, Louisburg, took exception to the previous speaker's remarks, and stated that if the nearest port was selected then Louisburg was the nearest port to Europe.

Dr. De Wit: The nearest and safest port?

Mr. LeVatte: That answers for Louisburg.

Wm. Jarvis, St. John, said it was unwise and unfortunate to specify any particular port, and suggested that the selection of the port should be left with the company or companies who intend operating such a line. The question of speed was of the greatest importance, and he did not think the present subsidy sufficiently large to maintain a speed which would make the service valuable.

W. H. Fisher, St. John, said he was heartily in favor of the resolution. In his opinion it would be well if Canada adopted a 20-knot service, and afterwards make it equal if not superior to the best crossing the Atlantic. "Let us take a step at a time in trying to compete with the great people to the south of us," he said.

J. E. De Wolfe, Halifax, said: "This is a question of a slow or fast line, and I doubt if a 20-knot-service could be called a fast line. This is the point to decide. Do we want a fast line? Let us ask for it."

Senator Wood, Sackville, favored the adoption of a service equal in speed and

appointments to any crossing the Atlantic. We want the greatest route on earth. The resolution was carried unanimously.

EXTENSION OF THE I.C.R.

H. C. V. LeVatte, Louisburg, introduced the resolution for the extension of the I. C. R. to Louisburg and Glace Bay. It read :

Whereas, freight carried by the I. C. R. for points south of Sydney, connected by the Sydney and Louisburg Railway (except in carloads) is at present stored at Sydney, but reshipped on the Sydney and Louisburg cars, thus causing expense and delay, and,

Whereas, passengers travelling west by the first express train of the I.C.R. from Louisburg and all points south of Glace Bay, and by the fast express on all points south of Sydney, are compelled to remain in Sydney overnight, and,

Whereas, the mail service is very unsatisfactory on account of the said railway service,

Resolved, that this Maritime Board of Trade believes that it would be to the material interest of the people living between Sydney and Louisburg on the line of the Sydney and Louisburg Railway, comprising a large percentage of the population of Cape Breton county, and also the mercantile and travelling community at large that the I.C.R. express and freight trains should run to Louisburg over the Sydney and Louisburg Railway track, connecting as it would with the great mining districts.

Further, resolved, that a copy of this resolution be forwarded to the Minister of Railways at Ottawa.

S. E. Landry seconded this resolution, and after a short discussion it was passed.

WANT BETTER FACILITIES.

E. H. Spiny, Yarmouth, introduced the next subject, namely, "The desirability of a daily steamship communication between St. John and Digby throughout the year." He pointed out that now for only about four months in the year they have a daily service, and it was necessary that they should have a daily service all the year round. He presented the following resolution :

Whereas, the increased requirements of commerce in the south-western section of Nova Scotia, coupled with that of the Annapolis Valley, demand greater transportation facilities ; therefore,

Resolved, that the Maritime Board of Trade urge the Government to encourage such increase of steamboat service between St. John and Digby by granting such subsidies as will accomplish that object.

The resolution was seconded by J. W. Blanchard, of Windsor, who said it affected the entire western portion of Nova Scotia. The resolution was passed unanimously.

THANKS TO THE MACLEAN PAPERS.

W. H. Fisher, St. John, asked permission of the chair to say a few words and asked the meeting to pass a vote of thanks to The MacLean Publishing Com-

pany for having been good enough to send down each year, at a great expense to them, a representative to report the meetings of this board, and he therefore moved that a vote of thanks be passed.

M. G. De Wolfe, Kentville, seconded the motion. He said he had the interest of the Maritime Board of Trade at heart and he regretted that the resolution which was passed yesterday had not been reconsidered, but it was brought in during a time of great excitement while most of the members were absent, and, in fact, it was "railroaded through"—you know what that means? He said that the board highly appreciated the service rendered by "The Canadian Grocer" and "Hardware and Metal" in so freely reporting the meetings.

J. C. Stewart, Halifax, said the resolution brought in the day before was a complete surprise to him, and he promptly declined to serve on such a committee. He considered that it was a reflection on The MacLean Company's papers which should not have been made. "I strongly favored the encouragement of all trade journals publishing the proceedings, and especially those which were so widely circulated as the papers published by The MacLean Publishing Co. The resolution was passed unanimously.

The secretary's report was then read. He reported having collected the sum of \$261.75, and expended \$31.

It was moved that the secretary be granted \$100 for his services, and Mr. Paton moved the adoption of the report, which was seconded by Mr. Dobson and carried.

FIRE INSURANCE RATES.

J. E. De Wolfe, Halifax, introduced the following resolution :

Whereas, it is reliably stated that fire insurance in the Maritime Provinces has been very profitable during the past 20 years ;

And whereas, the rates have recently been increased in many places by the tariff companies without any justification for the same ;

Therefore resolved, that we ask our members to unite in giving business to and assist in the promotion of non-tariff companies that are willing to take risks on their merits independently of any combination, and that the secretary be authorized to send a copy of this resolution to every board of trade in the Maritime Provinces.

In speaking to the motion Mr. De Wolfe said the question of insurance rates had become one that needed the consideration of this board. He then read the following resolution passed by the Bridgewater Board of Trade :

At a special meeting of the Bridgewater Board of Trade, held on Tuesday evening, the 12th inst., the following resolutions were passed :

Whereas, the Nova Scotia Board of Fire Underwriters has imposed a rating

taking effect on the first day of March inst., increasing the heretofore existing rates for fire insurance more than one-third in the business district of this town ;

And whereas, the aforesaid district, subject to the increased rates, was rebuilt after the fire of January 12, 1899, in accordance with the advice and ideas of a representative of said board, who stated that if such plans were adopted the fire insurance rates would be materially reduced ;

And whereas, by incurring the expenditure of \$25,000 for expropriating the water front so that no buildings could be erected thereon, thereby providing an easy and effective means of procuring water for fire protection purposes in said district, and the laying out of a cross street in said district and two others widened for fire-breaks ;

And whereas, all wooden buildings in said district were restricted to two stories in height and were also required to be built with flat roofs ;

And whereas, a water service with a reservoir a great elevation above La Have River is to be installed this year at an expenditure of \$10,000, a prime consideration in incurring such expenditure being to give greater protection from fire to said district ;

And whereas, the rate now imposed is unjust, oppressive and unfair in consideration of the facts here recited ;

Therefore resolved, that the Bridgewater Board of Trade in meeting assembled, protests strenuously against the imposition of the increased fire rates and respectfully requests the Board of Fire Underwriters to carefully consider this resolution and the facts it contains, and in view thereof to revoke the increased rates imposed on March first inst. ;

Further resolved, that copies of this resolution be sent to the Nova Scotia Board of Fire Underwriters and also to the Maritime Board of Trade, the Halifax Board of Trade, and to C. E. L. Jarvis and F. W. Butcher, insurance adjusters, requesting their co-operation, and that the local agents be requested to bring to the notice of their respective companies the injustice and inequality of the increase and the danger of loss of business thereby.

Mr. Stevens said that the merchants had been paying unduly high rates in some instances to make up for losses elsewhere, and he considered there should be some remedy for it.

G. E. Faulkner spoke on behalf of the insurance companies, and said the question of insurance was entirely a business proposition. He said the companies must charge enough to warrant them doing a safe business. It was not true that the rates were fixed so that burned districts had to pay all the losses the companies sustained in them.

W. H. Roach, Windsor, said the premiums paid by Nova Scotia amounted to \$600,000 and to non-tariff companies, about \$35,000. He considered the non-tariff companies should be encouraged, and as far as paying losses were concerned, he knew they always paid promptly. He called attention to the fact that dur-

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ing this summer the tariff companies had raised their premiums 50 per cent.

Wm. Jarvis, St. John, said there was really a great misunderstanding in the matter. He, as an insurance man, had done everything possible to moderate the rates. He said that two of the largest companies who had done business in New Brunswick had gone out of business there on account of the unprofitable business they had done. It was the disposition of the companies to act fairly with all.

Thos. H. Summerville, St. John, opposed endorsing non-tariff companies, as the tariff companies might withdraw from the Provinces. "We want the best companies to carry our risks," he declared.

Mr. Campbell, Halifax, favored the encouragement of the non-tariff companies as much as possible in the Provinces, because there was a combine among the tariff companies to fix rates. He had no doubt fire insurance companies had made money. The resolution passed.

ATLANTIC MAIL SERVICE AND MARITIME PROVINCES.

Geo. Dobson, North Sydney, moved the following resolution:

Whereas, the usefulness of the Canadian subsidized English mail service between Montreal, Quebec and Great Britain is seriously restricted in the delivery of mails, particularly to the Maritime Provinces, by the use of Rimouski, an inland port, as the first port of call, delaying the mails to the Maritime Provinces from two to three days, and,

Whereas, improved transportation is of vital importance to the large and growing industries of these Provinces by the sea, therefore,

Resolved, that the Dominion Government be urged to give its immediate consideration to the selection and use by all Canadian subsidized mail lines plying between Montreal, Quebec and Great Britain of an Atlantic port of call that will afford these Maritime Provinces equal or better despatch for mails, etc., with the other Provinces of the Dominion.

The resolution was seconded by P. Innis and adopted.

COMPANY STORES.

W. H. Chisholm, of Glace Bay, brought up the question of company stores in the following resolution:

Whereas, it is a fact that the wages of many workmen employed by large industrial corporations in the Province of Nova Scotia are paid in merchandise through or by means of company stores, and,

Whereas, the system of paying labor in supplies, commonly known as the "truck system," instead of in the coin of the realm, is inimical to the progress of the community, checks economy, impairs the self-reliance of the workmen in business, and diminishes the purchasing power of the work of the laborer, and,

Whereas, the said system places barriers on trade, withdraws money from circulation, directly tends to the stagnation of enterprise within its immediate influence, and technically injures the com-

mercial life of the country in general; be it therefore,

Resolved, that the Maritime Board of Trade recommends the amendment of the present Cash Payment Act of Nova Scotia, so as to embrace the provisions of the English Act on the subject.

The resolution was seconded by D. D. Mackenzie, M.P.P., and passed unanimously.

VOTE OF THANKS TO SYDNEY BOARD.

On motion of G. S. Campbell and W. H. Fisher a vote of thanks was unanimously tendered the Sydney Board of Trade for its hospitality.

H. C. V. LeVatte responded for the country. He said: "We pride ourselves on treating our visitors well, and we regret the unfortunate occurrence of yesterday. We trust you will all come again."

Horace Haszard, Charlottetown, wished to return thanks to the citizens of Sydney and to the local board of trade on behalf of himself and Prince Edward Island delegates as well as the Convention for the reception they had received. He was glad to witness the wonderful progress that Sydney had made. "I am also bound to refer to one unfortunate incident, as I feel I have been insulted and propose to move a resolution and I feel that we should put ourselves on record that we resent the insult given our members." He moved the following resolution:

That before leaving Sydney the members of the Maritime Board of Trade wish to express their sense of the courtesy shown to them during their visit with one unfortunate exception: that they desire to disclaim any intentional discourtesy towards a member of the judiciary of the Province, who is personally unknown to very many of them; that they were greatly surprised at the attempt made to push through those of their numbers who were grouped on the steps of the court house building—rooms in which had been placed at their disposal by the municipal authorities—and still more so at the language made use of on that occasion. And they desire to place on record their regret at an occurrence for which they feel that they have been in no wise to blame and their opinion that the language used towards members of the board was entirely unjustified.

P. R. Rentley, Sydney, seconded the resolution and regretted the occurrence. The Sydney Board were anxious that all should have a good time, and no doubt the unfortunate occurrence had put a damper on every one.

The resolution then passed unanimously.

NOTICE TO AMEND BY-LAWS.

G. E. Faulkner gave notice of the following resolution:

Resolved, that By-law No. 3 be repealed and the following substituted therefor:

Subjects for consideration at the annual meeting, and resolutions dealing with such subjects shall be forwarded to the secretary at least 30 days prior to date of annual meeting and the council of the board shall arrange the order in which the various subjects presented for consideration shall be taken up and shall have the list of subjects, with resolutions to be offered in connection therewith, printed and distributed to the affiliated

boards at least ten days before the date of the annual meeting.

NEXT PLACE OF MEETING.

Invitations to meet next year were received from Moncton, Yarmouth, Charlottetown and St. John. Charlottetown was decided on as the next place of meeting.

NOMINATING COMMITTEE.

A nominating committee to select officers for the ensuing year, composed of the following, was chosen by the chairman: M. G. De Wolfe, Wm. Jarvis, A. M. McKinley, Jas. Paton, Robt. Caie, E. C. Hanrahan, Dr. De Wit and Peter Innes.

Peter Innes, chairman, reported the following as the selection of the committee, and they were elected:

OFFICERS ELECTED.

President.—Horace Haszard, Prince Edward Island.

Vice-President (for Nova Scotia)—J. E. De Wolfe, Halifax.

Vice-President (for New Brunswick)—D. H. Walsh, Moncton.

Secretary-Treasurer.—C. M. Creed, Halifax.

Corresponding - Secretary.—E. T. Higgs, Charlottetown.

Auditor.—F. O. Allison, St. John.

J. E. DE WOLFE'S ACTION ENDORSED

The following resolution was moved by Alexander Stephens, seconded by P. R. Rentley, and unanimously passed:

Whereas, J. E. De Wolfe, of Halifax, a delegate from the Board of Trade of that city, worthily upheld the dignity of the members of this board, in resenting gross insult offered them by Justice N. H. Meagher, and,

Whereas, Mr. De Wolfe in so doing was placed in a most unenviable position;

Therefore resolved, that the board express its confidence in Mr. De Wolfe, and thank him for having pursued the course he did, thereby maintaining the reputation and dignity of the board.

Mr. De Wolfe, in reply to the resolution of thanks, thought the report of the committee a weak one, and certainly if no further action had been taken in the matter, he would have considered it his duty, in self-respect, to resign from the board. He was glad, however, that he still had their confidence when they selected him vice-president for Nova Scotia.

VOTE OF THANKS TO MR. BLACK.

M. G. De Wolfe moved a hearty vote of thanks to the retiring president, W. A. Black, and complimented him on the interest which had grown so large under his presidency. He referred to the meeting as being the largest held during the existence of the board.

J. E. De Wolfe, of Halifax, seconded the motion, which was carried amid loud applause.

W. A. Black, the retiring president, responded and thanked the members for the assistance they had given him and was pleased to see the interest taken in the meeting. He also spoke feelingly of the able work done by the secretary-treasurer, C. M. Creed, who had done hard work in the interests of the boards of trade.

After singing "God Save the King," the meeting adjourned sine die.

THEY HAVE COME

As expected, the short crop and the consequent advances in prices of 2nd and 3rd Crop Teas of Japan. We are now almost at the end of the 3rd Crop with a further advance of 1c. per lb. Cup quality as good, but leaf rougher than last year. **Buy now your 25c. retailing line while you can get good teas of last season.**

I HAVE 250 HALF-CHESTS, extra good values, at **19c.** Sun-dried or Olive color—good, bright, strong liquor. This lot was not overlooked by me (as some people would tell you). I had my eye on it all the time, and have kept it to give you a bargain now. Other Japans I quote from **16 to 40c.**

Your last chance on my leaders at the following prices :

2nd Crop "Condor" XX,	at	- - -	19c.
2nd " " XXX,	"	- - -	20
June Pickings "Condor" XXXX,	"	- - -	23½
May " " V,	"	- - -	25

Note the difference on same teas just coming in Ex. Str. Athenian :

53 Half-Chests "Condor" V,	"	- - -	26½
146 " " XXXX,	"	- - -	25

Ex. Str. Empress of China :

189 Half-Chests "Condor" XXX,	"	- - -	21½
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New Siftings, early liquor, large leaf, **8c.** New Nibbs, small shotty, early liquor, **18½c.**

CHINA GREEN—Last private report to me says : "Lower grade 'Imperials' we shall not be able to buy at even 20% advance. Country teas have opened at quite 30 to 40% higher than last year, and are eagerly bought."

I have a full assortment at **15c. to 45c.** New Pea Leaf, at **22½c. and 25c.** New Pin Head, at **30, 32½ and 35c.**

JUST IN STOCK—126 Catties Medium Pea Leaf Gunpowder—a beauty—at **18½c.**

56 half-chests new season Sow Mee Points—the very finest—at **24c.**

CEYLON GREEN—I have 3 small lines especially selected for their good liquoring qualities, at **15, 17½ and 20c.** With **350 Packages on the way from Ceylon.**

Who says we are not patriotic, and not handling British-grown teas? Yes! We are like all good Englishmen, loving their money, we buy the best value no matter where it comes from.

CHINA BLACK—Not many of these sold, but lovers of good tea still want those fine Ning Chow Lapsang Souchong and Pecco Congous. I have New Crop Monings, at **15c. to 45c.**

I have New Crop Lapsang Souchong, at **30c. and 40c.**

I have New Crop Pecco Congous, at **15c. to 30c.**

and looking up especially for good kinds I

CHINA BLACK—Not many of these sold, but lovers of good tea still want those fine Ning Chow—Lapsang Souchong and Pecco Congous. I have New Crop Monings, at **15c.** to **45c.**
I have New Crop Lapsang Souchong, at **30c.** and **40c.**
I have New Crop Pecco Congous, at **15c.** to **30c.**

CEYLON AND INDIAN BLACK—Prices of them are low but firm, and looking up—especially for good kinds. I quote them from **12½** to **45c.** A beautiful Darjeeling Ring Tong, at **45c.**
A choice Darjeeling Ting Ling, at **35c.**

JUST IN FROM COLOMBO—50 half-chests, my own special brand, "BUFFALO," a fine Orange Pekoe of rich liquor, at **20c.**
FROM THE ISLAND OF FORMOSA—A small lot of new choicest Oolong, at **40c.**

My Special Lines—I am not the only one to tell you that they are the very best—thousands of others say so, and increase their orders each time. **This is the good sign.**
Why not try them yourself?

Madam Huot's Coffee—The gem of all coffees. Pure, creamy, delicious—a true Parisian blend. In tins only, 1-lb., at **31c.**, 2 lb. at **30c.** per lb.

"Nectar" Tea—The perfection of Ceylon and Indian blends. Rich and fragrant, at **20, 25, 35** and **45c.**, 1-lb. fancy tins, at **32½, 42½** and **50c.**

"Condor" Mustard—Absolutely pure, strong and flavory. The best of all mustards. 12-lb. boxes, ¼-lb. tins, at **35c.**, ½-lb. tins, at **33c.**, 1-lb. tins, at **32½c.** per lb.

"Condor" Vinegar—Pure, distilled, strong, bright as crystal, at **25c.** per gal.

"Condor" Baking Powder of high quality—2 doz per case, per doz, 1-lb. tins, **\$2.25**, ½-lb. tins, **\$1.35**, ¼-lb. tins, **80c.**

"Old Crow"—Scientific blend of black teas in useful bronzed tins, at **17½, 20, 25** and **35c.** per lb.

"Old Crow" Vinegar—Pure, distilled, clear as water from a spring, at **20c.**

"Old Crow" Baking Powder—The very best at the price. 2 doz. per case, per doz, 1-lb. tins, at **\$1.25**, ½-lb. tins, **70c.**, ¼-lb. **45c.**

EMD Baking Powder of pure Cream of Tartar, as good as the best imported. 2 doz. per case, per doz, 1-lb. tins, at **\$3.25**, ½-lb. tins, at **\$1.75**, ¼-lb. tins, at **\$1.20.**

EMD Vinegar—Pure, distilled. The highest quality, at **30c.**

Speciality of High-Class Teas, Coffees, Spices and Vinegars—Wholesale.

E. D. MARCEAU,

281-285 St. Paul Street

 **MONTREAL.**

INCONTROVERTIBLE facts and figures proving the decline in consumption of Japan Teas can now be had from the Government Statistical Department at Ottawa.

"SALADA" Natural Green Teas of Ceylon, by their superiority in strength, flavor, purity, and value, are dealing sledge-hammer blows at the adulterated Japanese product.

Imports of Japan Tea to Canada have declined 5,931,262 lbs. since SALADA Ceylon Green Tea was first introduced.

We specially desire correspondence from those who claim to know "something" about Japan Teas, yes, and if a little skeptical, it makes no odds, we can soon convince you, "or at least we think so."

"SALADA," TEA CO., Toronto and Montreal

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

Cultivating WEEDS

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time-wasting devices. Look here—



If a Man Wants Credit

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

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C. O. Beauchemin & Fils, Montreal.

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

LILY WHITE GLOSS STARCH

In 6-lb. Toy Trunks with real locks and keys.

This beautiful and useful package will be appreciated by every householder.

Try a case or two with your next ten-box order.

The Brantford Starch Works,
LIMITED,
Brantford, Ont.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, August 28, 1902.

GROCERIES.

BUSINESS in wholesale groceries this week has been fair for the season, but the markets are quiet as they usually are during August. The wholesale jobbers are making preparations for a big trade in September and the months following. In the canned goods market the situation in salmon is the feature most important. Reliable reports from the Coast estimate the pack of this year some 1,750,000 cases short of what it was last year and the latest quotations from the Coast have maintained the advance of 30 to 40c. per case on British Columbian salmon. Some orders have been placed for new crop tomatoes at open prices, the uncertainty prevailing as to the crop of this year making it impossible to settle on a fixed quotation. In teas the demand for Ceylon greens has been probably increased by the scarcity and dearness of Japans, and if the high prices of the latter continue buyers will be more inclined to turn their attention to the former. Ceylon blacks on the local market still show good value and the trade in them continues good. Coffees are quiet with a little call for green Rios. Rice and tapioca are in moderate demand.

CANNED GOODS.

Peas and corn have been quite active and a number of orders have been placed for this season's tomatoes at open prices, the uncertainty of how this year's crop would turn out making it impossible to buy them in any other way. Stocks of these three vegetables in the hands of the local jobbers are light and the market will likely be bare of stocks of these during the year to come. We quote: Tomatoes, \$1.15 up; corn, 80c. up and peas, 82½c. up. The amount of trade doing in meats has not been of much account. There is now an active demand for salmon as dealers have come to the conclusion that it is unwise for them to delay any longer in booking their orders, as there will be no lowering of prices on this year's pack. Reports from the Coast all confirm the earlier advices regarding a shortage in the pack of this season on the Fraser River. In a letter to the trade here J. H. Todd & Co., of Victoria, B.C., say that there will be a very short pack of Fraser River salmon this season, and that a heavy advance in prices may be looked for in canned

salmon. The total pack on the Sound and Fraser River in 1901 was about 2,200,000 cases. This year the total pack, they say, will not exceed 500,000 cases, leaving a shortage of 1,750,000 cases this year.

COFFEES

The local coffee market is quiet in tone and the bulk of the trade continues in green Rios. There have been sharp advances on the outside markets, where the buying has been active, owing to reports of damage done to the crop in Brazil by recent frosts. One cable stated that 30 per cent. of the young trees were destroyed, while another estimates the loss at about 100,000 to 150,000 young trees. We quote: Green Rio, No. 7, 7½c.; No. 6, 8c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

NUTS.

The tone of the local nut market continues quiet and prices are unchanged. On the outside markets Brazilian nuts are higher and filberts are strong, with

See pages 49 and 50 for
Toronto, Montreal, St. John
and Halifax prices current.

little disposition to move at the prices at present offered.

RICE AND TAPIOCA.

Trade in rice and tapioca is of a moderate nature on the local market. The outside rice market is reported quiet with prices reported sagged, especially for the new crop Honduras grades, which were offered with increased freedom. The new crop in the South will not begin to move, according to the latest reports, until after October 1. Our quotations are now as follows: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3¾ to 4c.; tapioca, 3¼ to 3½c.

SYRUPS AND MOLASSES.

Quietness continues in syrups and molasses and the prices are unchanged. Blackstrap on the outside markets was fairly free, but the demand was moderate, causing the market to show an absence of tone.

SPICES

In spices little business is as yet being experienced by local jobbers, and the market is unchanged. Cable advices from the East continue to report firm markets for pepper.

SUGAR.

Business in sugar continues to hold back on the local market, but an active demand is expected in a few days, as soon as the canneries get in full operation. A slightly easier market for beet sugar is reported from London, Eng., by recent cable advices, and prices showed a partial decline. In the United States raws are steady and refined holds firm in tone with a fairly full volume of business. Refiners are from three to five days behind in their shipments of assorted orders, and some even were reported from one to two weeks late in their shipments. The receipts of raws for the week in the Republic amounted to 31,376 tons and the meltings were 45,000 tons, leaving the total stock in the four ports 137,515 tons, as against 148,139 tons last week and 190,616 tons last year. The prices of raws are expected to rule steady as there is no probability of any great quantity being placed for sale in the immediate future, and the indications are that although large arrivals are expected within the next few weeks, that such unsold sugars as may yet come can be readily placed on a basis of 2 for 96 deg. test. Holders of sugar in Cuba are not offering freely. Large shipments of Java sugars will be made, which should arrive in the United States in February, March and April next year, in time to compete with the next Cuban crop. It is calculated on later data that the total crop of the Island of Cuba will probably reach 810,000 tons.

TEAS.

On the local market the demand is at present principally for the black teas of India and Ceylon. There is also some demand for Ceylon greens, which has probably been increased on account of Japans keeping so high and scarce. Ceylon blacks show good value. Cables from London, Eng., say that the better qualities of orange pekoes there were a little dearer, and from China cables report a slight easing off in the prices of young hysons, but figures are still stiff from 10 to 15 per cent. higher than last season. On the London, Eng., markets Ceylon teas met with a fair demand. A rather large selection of this growth of Java teas met with a steady demand, and a few parcels of medium Indian tea sold rather cheaply. A cable this week from Calcutta reports a firmer market.

FOREIGN DRIED FRUITS.

CURRANTS.—The local demand for currants is easing off a little. Some

lower quotations on this season's crop arrived at the end of last week, but cables this week report considerable damage to the growing crop by rains, and a hardening of prices. About one-third of the crop is reported to be cut and on the drying grounds, and any rains would seriously damage the fruit after it is cut. We quote: Filiatras, 5 $\frac{3}{4}$ to 6c. and Patras, 6 $\frac{1}{4}$ to 7c.

VALENCIA RAISINS.—These are almost out of the market. We quote as follows: Selects, 8 $\frac{1}{2}$ to 9c.

DATES.—Very little business is doing in dates. We quote: Dates, in bulk, 4 $\frac{1}{2}$ c. and in packages, 6 $\frac{1}{4}$ to 6 $\frac{1}{2}$ c.

PRUNES.—This line continues quiet and unchanged. Prices of all lines of prunes on the Coast are firmly held. We now quote: Californian prunes, 100-110's, 5c.; 90-100's, 5 $\frac{1}{2}$ to 6 $\frac{1}{4}$ c.; 80-90's, 6 $\frac{1}{2}$ to 7c.; 70-80's, 6 $\frac{3}{4}$ to 7 $\frac{1}{4}$ c.; 60-70's, 7 $\frac{1}{2}$ to 8c.; 50-60's, 8 to 8 $\frac{1}{2}$ c.; 40-50's, 8 $\frac{3}{4}$ to 10c.

CALIFORNIAN EVAPORATED FRUITS.—Quotations for Californian figs are now on the market, but they are not attracting the serious attention of the trade, as Californian figs have not the quality of Smyrna fruit and are not likely to seriously compete with the Turkish figs until the quality of the Californian fruit is considerably improved. Our quotations are now: 11 to 14c. per lb. for peaches and 13 to 17c. for apricots. New Santa Clara apricots are quoted f.o.b. the Coast at 7c. in 50-lb. boxes, and 7 $\frac{1}{2}$ c. in 25-lb. boxes in carload lots.

GREEN FRUITS.

With the advance of the season the arrivals of apples, peaches, plums and pears on the local market become heavy and prices settle on a more solid basis. The receipts of tomatoes are quite free, but the prices are not much lower than they were a week ago. The first Canadian grapes were offered on the market this week and sold fairly well. Crabapples are also coming in. The watermelon season will soon be over. Huckleberries are becoming scarce and a better quality of peaches has begun to arrive. Peaches, ordinary, 18 to 25c. and best, 75c. to \$1.25 per basket; plums, 30 to 50c.; pears, 25 to 50c.; apples, 10 to 15c.; muskmelons, 40c.; huckleberries, \$1.10 to \$1.25; grapes, 50c.; crabapples, 25c.; peppers, 25 to 40c.; watermelons, \$17 to \$25 per 100; Californian plums, \$1.50 per case; ditto pears, \$2.25 per case; ditto peaches, \$1.25 to \$1.50 per case; ditto grapes, \$2.50 per case; Californian late Valencia oranges, \$5.50 to \$5.75; Messina lemons, \$1.50 to \$2.50 per case; and bananas, \$1.25 to \$2.25 per bunch.

VEGETABLES.

Business in vegetables continues to be slow. Corn is more plentiful and has dropped 5 to 7c. per dozen. Cabbage and celery are plentiful and are moderately active. We quote: Green onions, 8 to 30c. per dozen; rhubarb, 20 to 30c. per dozen; lettuce, 20 to 25c. per dozen; radishes, 20 to 25c.; mint and parsley, 20 to 25c.; turnips, 30c. per dozen; cauliflower, 50c. to \$1.50 per dozen; cabbage, 30 to 50c. per dozen and \$1 per barrel; carrots, 15c. to 20c. per dozen; beets, 15c. per basket;

new potatoes, 50 to 60c. per bush; beans, 20c. per basket; celery, 50 to 75c. per dozen; vegetable marrow, 75c. per doz.; corn, 8 to 15c. per doz.; squashes, \$1 to \$1.50 per doz.; egg plant, 75c. to \$1 per doz.

COUNTRY PRODUCE.

EGGS.—The arrivals of these are still large and receipts continue to show a large shrinkage. The local demand for strictly fresh gathered has improved and the prices are firm. The second grades are a little easier. We quote: Strictly fresh, 15 to 16c. per doz.; ordinary candled, 14 to 14 $\frac{1}{2}$ c.; and low grades and checks, 11 to 12c.

BEANS.—Trade in these is not heavy, but shortages in the crop have induced holders to advance prices. Handpicked are quoted at \$1.50 to \$1.60 and prime, \$1.50 to \$1.60 per bushel.

HONEY.—The new crop has turned out better than anticipated and as it is now on the market prices have taken a drop of 2 $\frac{1}{2}$ to 3c. per lb. Quite a large stock of this produce has been carried over from last year. We quote: Honey, in 60 lb. tins, 7 to 8c.; in less quantities, 8 to 9c. and combs, \$1.40 to \$1.60 per dozen.

POULTRY.—The demand is good for poultry in general. Live chickens are much wanted. Young chickens are worth 50 to 60c.; old, 40 to 50c. and ducks, 60 to 65c. per pair. Turkeys, dry picked, are quoted at 11 to 12 $\frac{1}{2}$ c. per lb. and live chickens, 50 to 55c. per pair.

POTATOES.—The market for these continues steady at 35 to 45c. per bushel.

BUTTER AND CHEESE.

The butter market is inactive. Large quantities are being offered at country points, and although the prices are weak very little business is being done. Only goods of the best quality are meeting with attention. Some inquiry continues for choice creamery for export. We quote as follows: Choice 1-lb. rolls, 15 to 16c.; selected dairy, tubs, 15c.; store packed, uniform color, 13 $\frac{1}{2}$ to 14c.; low grades, 11 to 12 $\frac{1}{2}$ c.; creamery prints, 19 to 20c. and solids, 18 $\frac{1}{2}$ to 19c.

CHEESE.—Business in cheese is a little unsettled. The make continues large and the exports to date from the port of Montreal alone show an increase of over 250,000 boxes over the same period last year. The local demand is now good. The finest is now quoted at 10 $\frac{1}{4}$ to 10 $\frac{1}{2}$ c. and seconds and culls, 9 $\frac{1}{4}$ to 10c. per lb.

FISH.

The demand for whitefish and trout exceeds the supply. Trade in other lines continues brisk and Lake Erie herring are meeting with good sales. The prices all round are firm. We quote: Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; trout, 9c.; and pike, 6c.; British Columbian salmon, 20c.; whitefish, 9c.; blue fish, 15c. per lb.; mackerel, 15 to 20c.; rock bass, 4c.; speckled trout, 25 to 30c.; halibut, 15c.; Niagara whitefish, 9c. per lb.; blue pike, 4c. per lb.; live lobsters, 25c. per lb., with very few offering.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—There has been no change in the prices of Manitoba and Northern wheat, nor is there likely to be any until the new crop is ready for the market. Very little of the old crop is left. We quote: Manitoba No. 1 hard, 85c. per

bush; No. 1 Northern, 84c. and No. 2 Northern, 82c. per bushel. On the local market the arrivals of all kinds of grain have been light. We quote: Oats, new, 36 $\frac{1}{2}$ c. per bush.; old, 47c.; white wheat, 75 to 79c.; red wheat, 70 to 75c.; rye, 50c. and barley, 47c.

FLOUR.—There has been a decline of 10c. per bbl. in the prices of Ontario patent flours. Trade is steady with no special demand. We quote as follows: Ontario patents, in bags, \$3.50 to \$3.65; Hungarian patents, \$4 to \$4.10; Manitoba bakers', \$3.70 to \$3.85; straight roller, \$3.30 to \$3.40 per bbl. in Toronto.

BREAKFAST FOODS.—There has been quite an improvement in the demand for rolled oats, and dealers throughout the country have commenced to stock up for the fall trade. Rolled wheat is selling freely and trade in the other lines is fair. Our quotations are as follows: Oatmeal, standard and granulated, in carlots on track here, \$5.20; standard rolled oats in carlots on track here, \$4.90 per bbl.; in wood, 10c. extra; broken lots are 20c. per bbl. extra; rolled wheat, \$2.50 in 100-lb. bbl.; cornmeal, \$4; split peas, \$4.75; pot barley, \$4.25 in 196-lb. bbls.

HIDES, SKINS AND WOOL.

HIDES.—There is a fair demand for hides, and stocks are bought up well. The market is steady. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 9c.; No. 2 green, steers, 8c.; cured, 8 $\frac{1}{2}$ to 9c. per lb.

SKINS.—Trade in skins is fair and the stocks are readily bought up. We quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; shearlings, and lambskins, 40c.

WOOL.—The market for this article is inactive and prices are steady. Fleece wool is quoted at 13 $\frac{1}{2}$ c. and unwashed, 7 $\frac{1}{2}$ c. per lb.

TALLOW.—There is a good demand for tallow and prices are firm. We quote 6 $\frac{3}{4}$ to 7c. per lb.

MARKET NOTES.

Ontario patent flours have gone down 10c. per bbl.

There has been a decline of 2 to 2 $\frac{1}{2}$ c. per lb. in honey.

The bean market is firm and prices are up considerably.

There has been an advance of 30 to 40c. per case on British Columbian canned salmon.

To Commission Agents.

An old-established firm of Sauce Manufacturers require the services of Commission Agents to push the sales of their goods in Canada. Only those with first-class references and who can influence trade need apply to "Prize Medal," care CANADIAN GROCER."

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

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

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

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Write us if you want a snap.
We solicit consignments—Eggs, Butter, Honey, Poultry Live and Dressed.

SMITH & CARMICHAEL
70 COLBORNE ST., TORONTO.

Butter Cheese
Eggs Poultry

Consignments Solicited.
Highest Prices. Prompt Returns.

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

EGGS—BUTTER

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

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
68 Front Street East, Toronto.

The _____
DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

CLEMES BROS.

Wholesale
Fruit and Commission Merchants.

Special attention given Mail and Telephone orders.

Your consignments, produce and fruit carefully handled.

WRITE US FOR PRICE LISTS.

QUEBEC MARKETS.

Montreal, August 28, 1902.

GROCERIES.

THE week in wholesale grocery circles has been an active one. Although a number of changes of interest to the trade, which are here given, are reported, there has been no striking feature during the week. Among the quotable changes are Upton's jams, jellies and marmalade, in glass jars and pails. They have been reduced, the jars now being quoted at 95 to 97 1/2 c. per doz., and in pails the new price is 6 1/4 to 6 1/2 c. per lb. Cornmeal has weakened somewhat, and is now quoted at \$1.80 per bag. Pearl barley has advanced from \$4.25 to \$4.75 in sympathy with the recent weakness in the fresh meat market. Clark's corned beef and ready lunch has been reduced to \$1.55 for 1-lbs. and \$2.75 for 2-lbs. Jones' pork has again advanced, and is now \$25.25. Canadian bottled pickles have become scarce. Some lines are entirely out of the market.

SUGAR.

No new feature of importance has developed in the Quebec sugar market since last week. Trade continues fairly active, both local and country buyers buying freely. But although business with jobbers is of this satisfactory nature, refiners report things quiet. New York reports give the market for raw sugar as still firm. Locally, prices are \$3.65 for granulated sugar, and \$3 to \$3.55 for yellows.

TEAS.

Jobbers report an increased demand from country points for teas. The market for Japans is quiet, but somewhat firmer. It is doubtful if any old Japan teas are left in first hands. As to the third crop, which is now occupying the attention of buyers, it is felt that prices will be well maintained. It is reported that although the cup quality is good, the leaf is not as nice, as there was less care in preparing it. A recent cable states that it will be difficult to fill Canadian orders. Ceylon green teas are 1/2 c. higher and are firmer at the new price. Blacks are also stronger. In China greens the market has also declined on highest grades, but the liquor is not as fine. On medium teas prices are higher, if anything.

SYRUPS AND MOLASSES.

Business in corn syrups is not of a very active character, and the market is featureless. No notable changes occur and prices are as follows: 3 1/2 c. in bbls.; 3 3/4 c. in 1/2-bbls.; 3 1/4 c. in 1/4-bbls.; \$1.60 in 38 1/2-lb. and \$1.20 in 25-lb. pails. As to Barbados molasses, the market has not, as yet, improved at all. Business in small lots continues to be about all there is doing

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The AMERICAN TOBACCO CO. OF CANADA, Limited

Are sold by all the Leading Wholesale Houses:
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OLD OHUM,
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OLD GOLD.

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RICHMOND STRAIGHT CUT,
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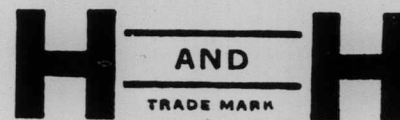
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SEND YOUR NAME if you have, or will get,



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

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... PRODUCES ...

Finest Peaches, Cherries, Grapes, Early Tomatoes, Cucumbers, Cabbage, Melons, Leaf Tobacco, Etc.

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Correspondence Solicited from
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WINNIPEG, MAN.

in this line. The price is 23 to 24c. In Antigua and Porto Rico molasses there is very little doing. The former is quoted at 24c., while Porto Rico molasses is worth 38c. for finest grade.

SPICES.

There is no quotable change to report this week. Trade continues brisk, and the market is steady on all lines. Our quotations are as follows: Nutmegs, 35 to 55c. 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 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

RICE AND TAPIOCA.

These lines continue to be in fair demand at unchanged prices. We quote: B rice, in bags, \$3.02½; in ½ bags, \$3.07½; in ¼ bags, \$3.12½; in pockets, \$3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, \$2.92½ in bags; \$2.97½ in ½ bags; \$3.02½ in ¼ bags, and \$3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb., and tapioca, 3½c.

CANNED GOODS.

Business in canned goods is of a most satisfactory nature. In spot goods there is no change in prices. In tomatoes to arrive, however, it is reported that in view of the prospects for a small crop, many canners have withdrawn prices. Jobbers have felt that the situation warrants them in advancing prices, which they have accordingly done. For future delivery we now quote: Tomatoes, \$1.05 to \$1.10; corn, 80 to 85c.; peas, 80c. to \$1.20; string beans, 80 to 85c.; strawberries, \$1.45 to \$1.60; raspberries, \$1.45 to \$1.60; gooseberries, \$1.45 to \$1.60; pears, 2's, \$1.60 to \$1.70; 3's, \$2.10 to \$2.15; peaches, 2's, \$1.65 to \$1.70; 3's, \$2.50 to \$2.75; 3-lb. apples, 85 to 90c.; gallon apples, \$2.10 to \$2.20; 2-lb. sliced pineapples, \$2.20 to \$2.30; grated pineapples, \$2.50; pumpkins, 95c. to \$1; spinach, \$1.50; sugar beets, 95c. to \$1. We quote spot goods as follows: Peas, 82½c. to \$1.15; corn, 82½ to 85c.; tomatoes, \$1.12½ to \$1.17½; gallon apples, \$2.50; salmon, pink, 92 to 95c.; spring, \$1.25; Rivers Inlet red sockeye, \$1.30; Fraser River red sockeye, \$1.40.

FOREIGN DRIED FRUITS.

CURRENTS—On the local market no change is reported. A fair demand continues at the following prices: Fine Filiatras, 5½ to 5½c. in ½ cases; cleaned,

5½ to 9½c.; 1-lb. cartons, 6½ to 7c.; finest Vostizzas, 6¼ to 7c.

VALENCIA RAISINS—Practically no spot stock exists. In sympathy with the market in Spain some sales of 1902 crop have been effected at higher prices.

SULTANA RAISINS—The price quoted is 9½c. per lb. Opening prices on 1902 crop have been made by one interest in Smyrna on a basis of 35 to 37s. per cwt. f.o.b., 3-crown grade.

CANDIED PEELS—There is no change. A fair business is doing. We quote: Citron, 15c.; orange, 11½c.; lemon, 10½c. per lb.

MALAGA RAISINS—All reports indicate a good crop in these raisins. A good demand still exists in the local market, and prices are: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; ¼'s, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$4.50 to \$4.60; ¼'s, \$1.30 to \$1.40.

DATES—In accordance with the state of the primary market dates have been advanced ½c. per lb., and Hallowees are now quoted at 5c.

FIGS—There is little doing in this line. Nothing further regarding new stock has been learned.

CALIFORNIAN EVAPORATED FRUITS—These are going as usual. The market is steady, and we quote: Pears, 10c.; peaches, 10½c.; apricots, 14½c.

CALIFORNIAN RAISINS—The demand in seeded keeps up very well. The market is steady. Seeded raisins are quoted at 9¼ to 10½c. per lb.

PRUNES—These are in good demand, with no new feature on the market. Quotations are: 8½c. for 40-50's; 8c. for 50-60's; 7¾c. for 60-70's; 7½c. for 70-80's; 6¾c. for 80-90's; 6½c. for 90-100's.

NUTS.

Tarragona almonds and shelled walnuts have both advanced. Other lines are steady, and a fairly active market prevails. We now quote: Walnuts, 10 to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 17½ to 18½c.; shelled almonds, 25 to 26c.; filberts, 9c.; pecans, 15 to 16c.

GREEN FRUITS.

Business during the week has been very good. Californian pears have advanced 25 to 50c. per box. Canadian basket tomatoes are now on the market, and are selling at 30 to 40c. per basket. New Messina lemons have appeared. They are quoted at \$3.50 per box. We quote: Jamaica oranges, in bbls., \$7.50, in boxes, \$4.25; Sorrento oranges, \$3.75 to \$4 per box; Messina lemons, \$3.50 per box; pineapples, 13 to 20c.; cocoanuts, \$3.25 per bag of 100; bananas, No. 1, \$1.25 to

\$2, and eight-hands, \$1 to \$1.50; cucumbers, 11c. per doz.; Canadian cabbage, 75c. per bbl.; potatoes, \$1.15 to \$1.30 per bbl.; watermelons, 25c.; muskmelons, \$3.50 per crate; blackberries, 5 to 7c. per box; peaches, \$1.25 per box; plums, \$1.25 to \$1.75 per box; pears, \$2.50 to \$2.75 per box; limes, \$1.50 per box; Canadian peaches, 30 to 35c. per basket; plums, 40c. per basket; blueberries, \$1.50 per box; Canadian apples, in barrel, \$1 to \$1.50, in baskets, 20 to 30c.; egg plant, \$1.10 per basket; Canadian basket tomatoes, 30 to 40c. per basket; Canadian pears, 40c. per basket; Spanish onions, \$1 per crate, \$3 per case.

FISH.

Haddies are a little higher this week, but otherwise prices are unchanged. A fair business is doing in the general list of fresh fish. We quote: Haddies, 7½c.; smoked herrings, 9 to 10c. per box; fresh haddock and cod, 4 to 4½c. per lb.; whitefish, 8 to 8½c.; dore 8 to 8½c.; pike, 6 to 6½c.; halibut, 12c.; salmon, 16c.; trout, large and medium, 8½ to 9c.; No. 1 herring, Nova Scotian, \$4.75 to \$5.25 per bbl., and \$2.50 per ½ bbl.; No. 1 Holland herring, \$6.50 per ½ bbl.; No. 1 Scotch herring, \$6.50 per ½ bbl., and 95c. per keg; Holland herring, 75c. per keg; No. 1 green codfish, \$5 per bbl.; mackerel \$12.50 per bbl.; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, \$4.74 per 112-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces, and in barrels \$12.50; No. 1 British-Columbian salmon, \$6 per ½ bbl., and \$12 per bbl.; standard bulk oysters, \$1.50 per gallon; Marshall's kippered herring, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian ¼ sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

BUTTER AND CHEESE.

BUTTER—Nothing of particular importance has taken place in the butter market. Trade has been rather quiet, but prices, on the whole, have been well maintained. We quote: Fancy Townships creamery, 18¾ to 19¼c.; finest Ontario creamery, 18 to 18¼c.; dairy, 15½ to 16c.

CHEESE—The market is reported a little easier this week. The demand is not large, but although offerings are fairly good, stocks have not accumulated to any great extent. Finest Ontario, white and colored, is quoted a little lower, being now 9½ to 9¾c. Fines Townships, white and colored, 9½ to 9¾c.; finest Quebec, white and colored, 9½ to 9¾c.

COUNTRY PRODUCE.

EGGS—No quotable change is reported in this market. Business continues fairly



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

The fable of the Lion and Mouse shows that our most dreaded enemy may be the smallest thing. It is the daily discomforts, the martyrdom of trifles which ruin health and temper. The cure is not medicine, nor a week's rest, but it is a prevention of the wear and tear, by getting the daily "lift" which comes with drinking **Chase & Sanborn's Coffee** at breakfast. It is a powerful invigorator.

CHASE & SANBORN, Importers,
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Factory of Christie, Brown & Co., Limited, Manufacturers of FINE BISCUITS.

Coffees

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

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Telephone orders receive prompt attention.

NEW BRUNSWICK MARKETS.

Office of THE CANADIAN GROCER.

St. John, N.B., August 25, 1902.

BUSINESS has shown rather an improvement during the week, and with the opening of September a much increased volume of sales is expected. The buying of dried fruits is a matter of interest. The outlook is for higher prices than last year. The outlook is that Malaga loose muscatels will be quite freely sold this season. In pork and beef, barrelled, Chicago quoted rather lower prices, but stocks are light. Cream of tartar is held very firm at the advanced price. The stock held here is light. The meeting of the Maritime Board of Trade at Sydney, during the past week, was attended by quite a number of our leading business men.

OIL—In burning oil increased business is being done. There is also the booking of fall orders, which is about completed. Prices have favored buyers and are unchanged. In paint oils, prices are also unchanged. Lubricating oils continue to have a large demand. The season has been exceptionally good. Cod oil is quite freely received. The lower prices are unchanged.

SALT—In Liverpool coarse salt, there is a continued large sale. Stocks are lighter than usual at this season. There is quite a quantity afloat for here. Prices are held

firmer at full figures. Those in want should have their orders in so as to have shipment from ship's side. In fine salt, there is good, steady sale. A small stock of English mineral salt is always held here. We quote as follows: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.75 to \$2.85 per bbl.; 10-lb. bags, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 22 to 23c. 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. While new peas are about the only vegetable received, they are held firm at full figures. There is very little stock of old tomatoes here. Our dealers have bought quite freely, and at right figures. At present prices have been withdrawn by packers. Fruits have little sale. Dealers have largely placed their orders. The feeling in gallon apples seems firmer for local packed than earlier in the season. Spot market is bare. Salmon are higher, and a further advance is looked for. Dealers have not bought full stocks. Meats are less in demand. Oysters are rather higher. Domestic fish, such as haddies, herring and sardines, are freely offered.

GREEN FRUITS—Business is very active. The first car of Ontario fruit is to hand,

consisting of plums, pears and peaches. Prices are quite low. The Georgia peaches are the best we receive. Californians are quite low this season, as are pears, and the quality of the latter is particularly good. Barrelled pears are freely offered. Bananas have been rather scarce. In oranges, Jamacias are freely received, and the stock is good. Lemons are rather lower. The sale has been light, as the season has been cold. Apples are rather firmer, but with New Brunswick stock right to hand prices will be lower. American grapes are here and Ontarios are expected shortly. Native tomatoes are now offered. Melons are low and about out of season.

DRIED FRUITS—There has been considerable interest in raisins during the week, and in Malagas, both layers and loose muscatels have been bought. Dealers are put at a great disadvantage by the prices on Californians not being named till so late. It is said Valencias will be quite high. Spot loose and seeded are higher. Stock is light. In currants, prices are rather lower. New cleaned will be imported direct this season. Prunes have little sale. While new will be late, prices will be low. New evaporated apples are quoted. Prices are quite high. In dates, package goods have a light sale. Onions keep high.

DAIRY PRODUCE—Eggs are rather higher. Prices have ruled at full figures all through the summer. Butter is but a fair sale, and

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Blue Ribbon Ceylon
packed and sold by
Blue Ribbon Tea Co.
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only best stock has prompt movement. Cheese is rather firmer.

SUGAR—The sale is large, and, while prices are unchanged, the market is quite firm, so that dealers keep fully stocked.

MOLASSES—In this line there is but a fair demand. The competition has been keen, and the retail trade has been kept fully stocked. Porto Rico has the market.

FISH—Business is rather light. Fresh fish are scarce, even such stand-bys as cod and haddock. A few halibut are seen and some mackerel. Dry cod are being received, but the demand is not active. Pollock are also quiet. In finnan haddies there is little sale and but few are offered. Smoked herring are rather easier owing to quite a quantity coming on the market this week. Pickled herring are dull at easy figures. Pickled shad are very scarce. We quote as follows: Haddies, 4½ to 5c.; smoked herring, 6 to 6½c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$1.75 to \$1.85 per half bbl.; dry cod, \$3.40 to \$3.55; halibut, 11 to 12c.

FLOUR, FEED AND MEAL—In Manitoba flour prices are unchanged and the market easy. In Ontario flours lower prices are expected with new wheat. Feed is still scarce and high. Oats and oatmeal have a fair sale, and prices are firmly held. Beans are rather easier. Cornmeal is unchanged. Barley is in fair supply. Peas are scarce. We quote: Manitoba flour, \$4.70 to \$4.80; best Ontario, \$4.30 to \$4.45; medium, \$3.95 to \$4.10; oatmeal, \$5.45 to \$5.50; cornmeal, \$3.30 to \$3.25; middlings, \$26 to \$28; oats, 56 to 57c.; hand-picked beans, \$1.75 to \$1.60; prime, \$1.65 to \$1.70; yellow eye beans, \$2.80 to \$3.00; split peas, \$5.15 to \$5.25; barley, \$4.40 to \$4.50; hay, \$10 to \$14.

ST. JOHN NOTES.

Jones & Schofield are making quite a specialty of cheese.

Mr. Gunn, of D. Gunn, Bros. & Co., called on THE GROCER last week.

The Exhibition, which opens next Saturday, promises to be one of the best we have ever had.

Pickling spice is now being largely sold. That packed by The Pure Gold Manufacturing Co. has a large sale.

Baird & Peters are actively pushing the sale of Christie's biscuits, and since they took over the business the sale has largely increased.

Wm. White, representing The Wm. Davies Co., is again in the city, making this his headquarters for Maritime trade. During the time Mr. White has been here for this house he has worked up a large connection.

Anybody could sell them

You don't need to be a fluent talker to sell

Clark's Pork and Beans in Chili Sauce

Just pile them up anywhere in sight with a 10c. ticket on them.

That's all!

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

ESTABLISHED 1861

HEADQUARTERS FOR FANCY FRUITS.

Send your orders for the very best quality of

ORANGES, LEMONS, BANANAS and PINEAPPLES.

HUGH WALKER & SON

P.S.—Prompt and special attention given to mail orders. GUELPH, ONT.



DO YOU HANDLE

Capstan Brand Baking Powder?

If not! why not?

It is the best seller in the market.

Try a sample case and be convinced of its high-grade quality.

Ask your grocer for it or see our travellers.

The Capstan Mfg. Co., - Toronto, Ont.



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

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

Correspond with

SCOTT, ASHTON & COMPANY, MORRISBURG, ONTARIO.

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

MANITOBA MARKETS.

WINNIPEG, August 25, 1902.

ANOTHER week of fine weather has added to the security of the crop, and, as the full of the August moon has been passed without frost, farmers and merchants are beginning to breathe more freely. Harvesting is general in Manitoba and will be so in the Territories by the end of another week. Harvesters continue to arrive by the hundred and the thousand, and still the West cries "more, more." Something under 5,000 have arrived up to date of writing, and the estimated need of the country is 20,000. The men coming this year are a very fine class, and a large proportion look like trained agriculturists. The British editors coming in the other day had a unique experience. Eighteen colonist coaches of harvesters were attached to the regular express, the Pullman being the last of 22 coaches, and they had the pleasure of seeing the harvesters disembark. It was a fine sight; and perhaps more than anything else gave our British visitors an idea of the needs and possibilities of the West.

Business is good and everyone is busy. Markets are steady in nearly all lines.

CANNED SALMON—One of the features of interest is the salmon market. Latest reports here give the Puget Sound pack at about one-quarter and the Fraser River one-third of last year. Quotations for new salmon are still withdrawn from this market, and last year's stocks have been advanced about 35c. per case, present quotations being: Cohoes, white, \$3.75; cohoes, pink, \$4.75, and sockeyes, \$3.75 per case.

CANNED VEGETABLES—The situation as to the reports of the corn and tomato pack shows an improvement for the week. Quotations are withdrawn, and all orders accepted subject to pack, only a very small percentage of deliveries being guaranteed. Peas and beans are higher in proportion than they should be, in sympathy with corn and tomatoes. There is an increasing demand here for canned asparagus, and this season the supply from California is not equal to the demand, not from any shortage of crop, but from the increased consumption. One or two houses here are importing asparagus from France.

DRIED AND EVAPORATED FRUITS—All reports now indicate that currants are a good crop, and that prices will be lower. Jobbers are not prepared to give the opening prices for new goods as yet. In the meantime the best grades of last year's goods, cleaned, sell at 7c. Reports of Valencia raisins continue to indicate a shortage in the crop owing to hot weather, and no quotations are given, but it is generally understood the advance will be from 10 to 15c.

THE COWAN CO., Limited, TORONTO

MANUFACTURERS OF CHOICEST

Coatings for Confectioners

DARK CHOCOLATES ARE

O.K., Beaver, Black Pearl and Ebony

LIGHT CHOCOLATES ARE

Triumph, Pearl and Empress

THESE GOODS EITHER WITH OR WITHOUT VANILLA

per box higher than the quotations given when the market opened. Sultanas are reported a heavy crop, and prices will rule about the same as last year. The crop of Californian muscatels is also large. In Californian evaporated fruits, the supply is large, and peaches, apricots and nectarines are offering freely. Apricots of choice quality and new goods sell at 10c. There are no peaches on the market. Some houses are offering a fine line of last year's goods at 7c.; white nectarines, 9c.; red nectarines, 8½c.; red pitted plums, 8½c. Reports of prunes indicate a good supply, but jobbers are not yet willing to quote prices.

COFFEE—There is a steady market, and prices are firmer. No. 5 Rio is worth 8¼ to 9¼c.

SUGAR—Demand is good and there is no change in price, extra standard granulated being \$4.35, and bright yellow \$3.75 per cwt.

FLOUR—Local trade is rather more active than at the close of last week, and foreign inquiry, especially from Australia, is increasing. Prices are without change: No. 1, \$2.05 per 98 lb.; No. 2, \$1.90; No. 3, \$1.75; No. 4, \$1.60.

CEREALS—This is always a slow market at this season of the year. The only line moving at all actively is rolled oats, the shipments being mainly eastward. Prices are without change: Rolled oats, 80c. to \$2.20; 40's, \$1.15; 20's, 60c.; granulated and standard, \$2.75 for the 98-lb. sack; split peas, \$2.90 for the 98-lb. sack; pot barley, \$2.25; pearl barley, \$3.50; cornmeal, \$1.80; white beans, \$1.85 to \$1.90 and liable to further advance.

BUTTER—The market is not a very satisfactory one at present owing to the weakness of prices at Montreal. Creamery butter is increasing in supply and quotations are slightly lower, 16½ to 17c. being about the top of the market. Dairy butter is not so plentiful this week owing to the increased

consumption in the country incident to harvest. This decline in supply has helped prices a little and 13c. Winnipeg is quoted for the best grade.

CHEESE—The market is firm with good demand. Offerings are rather light for the season. Prices are unchanged at 9 to 9½c.

EGGS—Supplies are still very light and dealers are offering 15c. Winnipeg for all fresh-gathered eggs.

INTERVIEW WITH MR. COWAN.

One of the visitors in Winnipeg this week was Mr. Cowan, of The Cowan Chocolate Co., of Toronto. Mr. Cowan is returning from his first trip to the Coast, having gone there by way of the Northern Pacific. In conversation with THE GROCER correspondent Mr. Cowan said: "I am very glad that I went out by the Northern Pacific, as I was so much better able to appreciate the fertility of our own Northwest, after the 1,000 miles or so of barren land we passed through on the Northern Pacific. It seems to me that much of the sage bush land in Montana, and even in Washington, can never be reclaimed, even by irrigation. The contrast was the more startling because they had had heavy rain in Alberta just before I came through, and as soon as one came to the foothills of the Rockies everything was green and fresh and one could see vast herds of sheep and fat cattle grazing, then on through the wheat fields of Assinboia and Manitoba.

"To be a Canadian is surely good enough for anyone. It is a great good country. I found business in the Coast cities much better than I had anticipated. There was no rush, but business appeared steady and satisfactory. I did not touch the Kootenay, as I had not time. Business in Winnipeg has also been satisfactory, and we shall devote ourselves more and more to the Western trade. One very pleasant feature of Western trade is the demand for high-class goods."

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

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

"GLOBE" METAL POLISH

Write for a supply of
Show cards and Advertising Novelties.

—WE SHALL BE PLEASED TO ANSWER ALL ENQUIRIES.—

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

LISTEN!



We are offering goods at the uniform Association prices.

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

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

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

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

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

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

WANTED—Two first-class representatives—one to represent us Toronto west—the other Toronto east. Must be A 1 men with experience and capable of handling specialties—no others need apply.

LUMSDEN BROS, TORONTO.

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

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

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



The THISTLE Brand

Are High-Grade

TOMATOES, CORN, PEAS, Etc.

GUARANTEED SECOND TO NONE.

BRIGHTON CANNING CO.

Fire Notice.

By reason of the very disastrous fire which occurred in our works on the 12th inst., we lost almost the whole of our Stock, and the Plant was damaged to a very considerable extent. However, we are putting forth every effort to get things in shape at the earliest possible moment, and will, in a very short time, notify our numerous customers and the trade generally when our factory will be in full running order again. Meanwhile we crave their indulgence.

While deeply regretting the great loss this fire has occasioned, we feel sure that the new machinery we will need to purchase will put us in a better position than ever to serve the interests of our many patrons throughout the Dominion.

Assuring the trade of our heartiest thanks for all past favors.

The **Toronto Biscuit & Confectionery Co.**

TORONTO

(Limited)

"Best in the World."

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

PURE ENGLISH

MALT VINEGAR

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

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

WE WILL BE GLAD 

to see any of our friends during Exhibition time.
Come and bring your friends.

The Canada Biscuit Co., LIMITED

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

KING and BATHURST STS., TORONTO.

This
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Eggs, ne

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Asparagi

Beets
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Blueberr
Beans, 2'

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Plums, g

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Strawber

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CURRENT MARKET QUOTATIONS

August 28, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 46.

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

	Montreal.	Toronto.	St. John, Halifax.
BUTTER, CHEESE AND EGGS			
Dairy, choice, large rolls, lb.	\$ 17	\$ 18	\$ 16
" " pound blocks	16	17	15
" " tubs, best	14	16	14
" " tubs, inferior	19	19 1/2	19
Creamery, boxes	20	19	22
" " prints	10	10	10
Cheese, new, per lb.	9 1/2	10	10 1/2
Eggs, new laid, per doz.	15 1/4	15	17
CANNED GOODS			
Apples, 3's	90	1 00	1 00
" " gallons	2 50	3 10	2 70
Asparagus	2 25	2 00	2 40
Beets	1 00	1 00	1 10
Blackberries, 2's	1 30	1 40	1 50
Blueberries, 2's	92 1/2	80	85
Beans, 2's	80	80	90
Corn, 2's	82 1/2	80	95
Cherries, red, pitted, 2's	2 25	2 30	2 10
" " white	2 25	2 30	2 00
Peas, 2's	82 1/2	85	82 1/2
" " silted	95	1 05	1 00
" " extra silted	1 05	1 15	1 20
Pears, Bartlett, 2's	1 50	1 60	1 75
" " 3's	1 90	2 00	2 00
Pineapple, 2's	2 00	2 40	2 25
" " 3's	2 25	2 40	2 50
Peaches, 2's	1 75	1 85	1 75
" " 3's	2 60	2 70	2 70
Plums, green gages, 2's	1 30	1 35	1 10
" " Lombard	1 20	1 25	1 10
" " Damson, blue	1 00	1 25	1 00
Pumpkins, 3's	85	85	90
" " gallon	1 40	1 50	2 10
Raspberries, 2's	1 50	1 50	1 60
Strawberries, 2's	1 50	1 75	1 60
Succotash, 2's	1 00	1 25	1 15
Tomatoes, 3's	1 12 1/2	1 17 1/2	1 15
Lobster, talls	2 75	3 20	3 25
" " 1-lb. flats	3 00	3 75	3 50
" " 1/2-lb. flats	1 75	1 85	1 75
Mackerel	1 00	1 10	1 15
Salmon, sockeye, Fraser	1 35	1 40	1 35
" " Northern	1 35	1 40	1 15
" " Horseshoe	1 47 1/2	1 50	1 25
" " Cohoes	1 00	1 15	1 00
Sardines, Albert, 1/2 s.	12	12 1/2	14
" " Sportman, 1/2 s.	20	21	20
" " key opener, 1/2 s.	11 1/2	12 1/2	12
" " P. & C., 1/2 s.	19	20	21
" " Domestic, 1/2 s.	9	11	16
" " Mustard, 1/2 size, cases	18	18 1/2	10
" " 50 tins, per 100	20	22 1/2	23
Haddles	27 1/2	30	33
Kipperd Herrings	4	4 1/2	4
Herring in Tomato Sauce	7	8	9
CANDIED PEELS			
Lemon, per lb.	10 1/2	10	12 1/2
Orange	11	11	12
Citron	15	15	18
GREEN FRUITS			
Oranges, Valencia, per case	3 75	4 00	5 50
" " Sorrentos	3 75	4 00	4 00
Can. Plums, per basket	0 40	30	50
Huckleberries	1 10	1 25	1 25
Cucumbers, per basket	20	25	25
Lemons, Messina, per box	2 00	3 00	3 50
Bananas, Firsts, per bunch	1 25	2 00	1 00
Apples, per bbl	1 50	2 50	3 50
Tomatoes, per basket	3 25	3 75	2 00
Pears	0 30	0 35	0 25
Peaches	0 30	0 35	0 20
Lawton Berries	0 05	0 06 1/2	0 05
Watermelons, per 100	17 00	20 00	30 00
Cantaloupes, per crate	3 50	3 50	3 00
California Peaches	1 25	1 25	1 50
" " Plums	1 25	1 75	1 50
" " Pears	2 10	2 75	2 25
Crabapples, per basket	0 20	0 30	0 25
Apples, per basket	0 20	0 30	0 15
Can. Grapes, per basket	0 50	0 50	0 50
SUGAR			
Granulated St. Lawrence and Red	3 65	3 75	3 75
Granulated, Acadia	3 60	3 68	3 75
Paris lump, bbls. and 100-lb. bxs	4 20	4 28	4 55
" " in 50-lb. boxes	4 30	4 38	4 65
Extra Ground Icing, bbls.	4 20	4 55	4 75
Powdered, bbls	3 85	4 30	5 50
Phonix	3 45	3 53	3 53
Cream	3 40	3 48	3 48
Extra bright coffee	3 55	3 68	3 68
Bright coffee	3 40	3 43	3 43
Bright yellow	3 35	3 43	3 45
No. 3 yellow	3 30	3 38	3 38
No. 2 yellow	3 10	3 18	3 18
No. 1 yellow	3 00	3 08	3 15

HARDWARE PAINTS AND OILS

Wire nails, base	2 55	2 35	2 35
Cut nails, base	3 00	3 00	3 50
Barbed wire, per 100-lb.	2 60	2 60	2 60
Smooth Steel Wire, base	5 87 1/2	5 87 1/2	6 80
White lead, Pure	82	80	83
Linseed oil, 1 to 2 bbls., raw	85	83	87
" " boiled	67	70	75
Turpentine, single bbls.	67	70	75
Benzine, in bbls., per gal.	17	17	19 1/2

SYRUPS AND MOLASSES

Syrups—	1%	30	32
Dark	2%	35	37
Medium	2%	35	37
Bright	3%	35	37
Corn Syrup, barrel, per lb.	3%	35	37
" " bbls.	3%	35	37
" " kegs	3%	35	37
" " 3 gal. pails, each	1 60	1 60	1 60
" " 2 gal. "	1 20	1 20	1 20
Honey	1 05	1 00	1 00
" " 25-lb. pails	1 05	1 00	1 00
" " 38-lb. pails	1 0	1 00	1 40
Molasses—	22	30	25
New Orleans, medium	22	30	25
Open kettle	22	24	32
Barbadoes	35	38	42
Porto Rico	35	38	42

CANNED MEATS

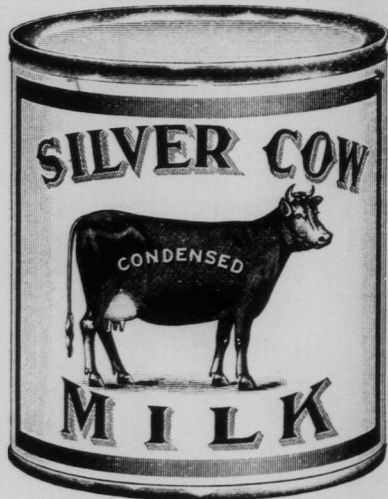
Comp. corn beef, 1-lb. cans	1 55	\$1 65	\$1 55	\$1 65
" " 2-lb. cans	2 75	3 00	2 85	3 00
" " 6-lb. cans	7 90	9 60	8 25	8 75
" " 14-lb. cans	16 50	23 00	19 50	20 00
Minced callops, 2-lb. can	2 75	2 75	2 60	2 50
Lunch tongue, 1-lb. can	3 00	3 90	3 00	3 00
" " 2-lb. can	6 00	7 90	7 00	6 80
English brawn, 2-lb. can	2 40	2 75	2 45	2 75
Camp sausage, 1-lb. can	2 50	2 50	2 50	2 50
" " 2-lb. can	4 00	4 00	4 00	4 00
Soups, assorted, 1-lb. can	1 15	1 50	1 50	1 50
" " 2-lb. can	2 40	2 45	2 20	2 25
Soups and Boull, 2-lb. can	1 75	2 50	1 80	1 75
" " 6-lb. can	3 50	5 85	4 50	4 25
Sliced smoked beef, 1/2 s.	1 65	1 70	1 65	1 70
" " 1 s.	2 75	3 10	2 80	2 95

FRUITS

Dried—				
Currants, Provincials, bbl.	5 1/2	5 1/2	6	6
" " Fillatras, cases	5 1/2	5 1/2	6	6
" " 1/2 cases	5 1/2	5 1/2	6	6
" " Patras, cases	6 1/2	6 1/2	7	7
" " 1/2 cases	6 1/2	6 1/2	7	7
Amalians	6 1/2	7	7 1/2	6 1/2
Vostizaa, cases	6 1/2	7	8	8 1/2
Dates, Hallowees	4 1/2	4 1/2	4 1/2	4 1/2
" " Sairs	3 1/2	3 1/2	4 1/2	4 1/2
Figs, Elemes	1 00	1 00	8	8
" " Mats, per lb.	3 1/2	3 1/2	3 1/2	3 1/2
" " Tapnets	3 30	3 30	3 30	3 30
" " Naturals	3 30	3 30	3 30	3 30
Prunes, California, 30's	9	9	10	12
" " 40's	8 1/2	8 1/2	10	9 1/2
" " 50's	8 1/2	8 1/2	8 1/2	8 1/2
" " 60's	7 1/2	7 1/2	7 1/2	7 1/2
" " 70's	7 1/2	7 1/2	7 1/2	7 1/2
" " 80's	7	7	7	7 1/2
" " 90's	6 1/2	6 1/2	6 1/2	6 1/2
" " 100's	6	6	6	6 1/2
" " Bosnia, A's	5	5	5	5
" " B's	5	5	5	5
" " U's	5	5	5	5
" " French, 50's	5	5	5	5
" " 110's	5	5	5	5
Raisins, Fine off stalk	7 1/2	8	6 1/2	7
" " Selected	7 1/2	8	6 1/2	7
" " Selected layers	6 1/2	7	6 1/2	7
" " Sultanias	9	9	8 1/2	12
" " California, 2-crown	5	5 1/2	5 1/2	6 1/2
" " 3-crown	7 1/2	7 1/2	7 1/2	8 1/2
" " 4-crown	7 1/2	7 1/2	7 1/2	8 1/2
" " 1's seeded, 3-cr.	9 1/2	10 1/2	8 1/2	10
" " Empire clusters	1 50	1 60	2 60	2 00
" " Black baskets	2 25	2 25	2 00	2 25
" " Extra clusters	3 35	3 35	3 00	2 50
" " Dehesa clusters	3 10	3 10	3 00	3 50
" " Royal B. clusters	5 00	5 00	5 00	5 00
" " Connoisseurs cl'str's	4 10	4 10	4 10	4 10
" " Excelsior clusters	11	11	11	11
Evaporated apples	10 1/2	10 1/2	10 1/2	10 1/2
Dried	6	6 1/2	6 1/2	6 1/2

PROVISIONS

Dry Salted Meats—				
Long clear bacon	12	11	11 1/2	11 1/2
Smoked meats—				
Breakfast bacon	15 1/2	14 1/2	15	15
Rolls	12 1/2	12 1/2	11	12
Medium Hams	14	13 1/2	14	15
Large Hams	13	12 1/2	13	13
Shoulder hams	13	11	11 1/2	11 1/2
Backs	15	14 1/2	15	15
Meats out of pickle l.c. less.				
Barrel Pork	23 00	21 50	21 50	22 50
Canadian heavy mess	21 50	22 00	23 00	24 00
" " short cut	12 50	13 50	15 00	16 00
Plate beef	11	10 1/2	11	11 1/2
Lard, tierces, per lb.	11 1/2	11 1/2	11 1/2	12 1/2
Tubs	11 1/2	11 1/2	11 1/2	12 1/2
Pails	11 1/2	11 1/2	11 1/2	13
Compounds	11 1/2	11 1/2	11 1/2	11 1/2



SWEETENED
 We are now prepared to furnish and ship promptly
Silver Cow Brand
Preserved Milk

Equal in purity to our famous **ST. CHARLES CREAM.**
 We respectfully solicit your orders for and co-operation in marketing this product. Address:
St. Charles Condensing Co., Factories—**INGERSOLL, ONT., and ST. CHARLES, ILL.**
ST. CHARLES, ILL., U.S.A.

By Special Appointment to His Majesty
 King Edward VII.

CANTRELL & COCHRANE,

DUBLIN and BELFAST.

C. & C.

C. & C.

C. & C.

"Ginger Ale"

"Club Soda"

"Royal Seltzer"

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

JOHN HOPE & CO., MONTREAL,

SOLE AGENTS FOR CANADA.



	Montreal.		Toronto.		St. John, Halifax.		Montreal.		Toronto.		St. John, Halifax.	
COFFEE												
Green—												
Mocha.....	24		28	28	25	30						
Old Government Java.....	27		22	30	25	30						
Rio.....	10		7	12	12	13						
Santos.....			9½	10½								
Plantation Ceylon.....	29		26	30	29	31						
Porto Rico.....			22	25	24	28						
Gautemala.....			22	25	24	26						
Jamaica.....	18		15	20	18	22						
Maracalbo.....	18		18	18	12	13						
NUTS												
Brazil.....	11½	12½	15	16		15						
Valencia shelled almonds.....	25	26	30	35	30	35						
Tarragona almonds.....	11			11½	12	13						
Formegetta almonds.....				10½								
Jordan shelled almonds.....	42		40	43								
Peanuts (roasted).....	8½	13	8	10	9	10						
" (green).....	6¾	7¾	7	9								
Cocoanuts, per sack.....	3 25			3 75	3 50	4 00						
" per doz.....				60	60	70						
Grenoble walnuts.....	10			10½	11	12						
Marbot walnuts.....	10		9½	10½								
Bordeaux walnuts.....	9			8	8½	9						
Sicily filberts.....	9		9½	10½								
Naples filberts.....					10	11						
Pecans.....	15	16	13	15	13	14						
Shelled Walnuts.....		18	18	23		25						
SODA												
Bl-carb, standard, 112-lb. keg	1 65	1 80	2 00	2 25	1 70	1 75						
Sal soda, per bbl.....	70	75	80	90	85	90						
Sal Soda, per keg.....	95	1 00		1 00	95	1 00						
SPICES												
Pepper, black, ground, in kegs												
palls, boxes.....	16	18		18	14	15						
" in 5-lb. cans.....	14	17		19	15	16						
" whole.....	15	17		19	12	13						
Pepper, white, ground, in kegs												
palls, boxes.....	26	27	26	27	24	26						
" 5-lb. cans.....	25	26	25	26	20	22						
" whole.....	23	25	23	25	20	22						
Ginger, Jamaica.....	19	25	22	25	20	25						
Cloves, whole.....	12	30	14	35	18	20						
Pure mixed spice.....	25	30	25	30	25	30						
Cassia.....	13	18	20	40	16	20						
Cream tartar, French.....	25	24	25	22	20	22						
" best.....	28	25	30	30	25	30						
Allspice.....	10	15	13	16	16	18						
WOODENWARE												
Palls No. 1, 2-hoop.....	1 65		1 55		1 90							
" 3-hoop.....	1 80		1 70		2 05							
" half, and covers.....	1 65		1 60		1 75							
" quarter, jam and covers	1 15		1 10		1 45							
" candy, and covers.....	2 50	2 90	2 40		3 20							
Tubs No. 0.....	10 00	10 15	8 50		11 00							
" 1.....	8 00	8 15	7 01		9 00							
" 2.....	7 00	7 15	6 01		8 00							
" 3.....	7 00	6 15	5 25		7 00							
PETROLEUM												
Photogene.....	14½	15½										
Canadian water white.....	16	17										
Sarnia water white.....	16	17	16½	17	16½	17						
Sarnia prime white.....	18	15	15½	16½	15	16½						
American water white.....	19	17½	18	17½	17½	18						
Pratt's Astral (barrels extra)	18½	19	17	17½	18½	19						
Black— TEAS												
Congou—Half-chests Kalsow.												
Moning, Paking.....	13	60	12	60	11	40						
Caddies Paking, Kalsow.....	17	40	18	50	15	4						
Indian—Darjeelings.....	35	55	35	55	30	50						
Assam Pekoes.....	20	40	20	40	18	40						
Pekoe Souchong.....	18	26	18	26	17	24						
Ceylon—Broken Pekoes.....	35	42	35	42	34	40						
Pekoe Souchong.....	20	30	20	30	20	30						
Pekoe Souchong.....	17½	40	17	35	17	35						
China Greens—												
Gunpowder—Cases, extra first	42	50	42	50								
Half-chests, ordinary firsts	22	28	22	28								
Young Hyson—Cases, sifted												
extra firsts.....	42	50	42	50								
Cases, small leaf, firsts	35	40	35	40								
Half-chests, ordinary firsts	22	38	28	38								
Half-chests, seconds.....	17	19		23								
" thirds.....	15	17	16	18								
" common.....	13	14	14	15								
Pinganeys—												
Young Hyson, ½-chests, firsts	28	32	38	32	30	40						
" " seconds.....	16	19	16	19								
" Half-boxes, firsts.....	28	32	28	32								
" " seconds.....	16	19	16	19								
Japans—												
½-chests, finest Maypickings	38	40	38	40								
Choice.....	32	36	33	37								
Finest.....	28	30	30	32								
Fine.....	25	27	27	30								
Good medium.....	22	24	25	28								
Medium.....	19	20	21	23								
Good common.....	16	18	19	20								
Common.....	13	15	17	19								
Nagasaki, ½-chests, Pekoe.....	16	22										
" " Gunpowder.....	14	15										
" " Siftings.....	16	19										
" " Siftings.....	7½	11										
RICE, MACARONI, SAGO, TAPIOCA.												
Rice—Standard B.....	3 00	3 10		3½	3 25	3 40						
Patna, per lb.....	4 25	4 50		4½	5	6						
Japan.....	4 40	4 90		5½	5	6						
Imperial Seeta.....	4 60	4 90		4½	5½	6						
Extra Burmah.....				4½	4	5						
Java, extra.....		5¼		6	6	7						
Macaroni, dom'ic, per lb., bulk	3¼	4¼		7½								
" imp'd, 1-lb. pkg., French.....	8	12		9	10							
" " Italian.....	8	10		11	12½							
Sago.....	3¼	3¾		3¾	4	5						
Tapioca.....		3¾		3¾	4½	5						

Afterthoughts

come to us all.



If after you have handled a trial lot of

“Marguerite” Cigars

you think some other kind would have done better, would have brought more trade, or satisfied your customers better, we'll pay you back again for the lot.

Fair, isn't it? We couldn't afford to make this offer to 5,000 grocers, if we were putting out cigars we weren't sure of.

But we are sure of “Marguerites.”

The Geo. E. Tuckett & Son Co., Limited, Hamilton



Schepp's Cocoanut

Quality first, then price.

Cocoanut is a luxury. Those that use it want the best (*Schepp's*). Cocoanut is used generally as a dessert; should therefore be the best in quality to give the dinner a pleasant finish (*Schepp's*).

L. SCHEPP CO., CANADIAN FACTORY:
TORONTO, CAN.

NEW YORK.

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

Gillard's Sauce

Gillard's Pickle

Is still the best and cheapest.

The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

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

Sole Proprietors:

GILLARD & CO., Limited, LONDON, ENG.

CANADIAN PRODUCTS IN ENGLAND.

A. F. MACLAREN, M.P., of Stratford, colloquially known as the "cheese king," is at the Walker House after a sojourn of several weeks in England.

"I was in London for 30 days," said Mr. MacLaren to The Mail and Empire last night, "and it was like a 30-days' trip around the world, such was the diversity of peoples assembled for the Coronation. With regard to Canada's relations with England, the fact that struck me most was that all the other parts of the Empire—Australia, New Zealand and India—were much better known in England than Canada. The average Englishman has just begun to wake up to the fact that there is such a country as Canada on the map."

"What about a preference?"

"Well, I think Canada can obtain a sentimental preference if she keeps her goods to the fore," said Mr. MacLaren. "Five years ago the English business man did not care a button whether he dealt with Canadians or Americans; in fact, the latter enjoyed the greater prestige. Now all that is changed; all things being equal, the Englishman is anxious to buy from Canadians in preference to Americans. I did not hear the question of a tariff preference very much discussed."

"To reap the full advantage of the sentiment to which I have alluded Canada must aggressively press her wares on the attention of the British people. Russia is making a desperate bid for the English market in dairy and agricultural products. Particularly is this the case with regard to butter and cheese. Canada at present sells to England 70 per cent. of the cheese she imports, but Russia is beginning to undersell us. In the matter of butter this is especially marked; the Russians are placing their butter on the market at 10s. on the cwt. cheaper than Canadians can do at the present time. To meet this competition we must have cheaper freight rates and cheaper insurance on the St. Lawrence route. Exporters are laboring under an immense disadvantage in this matter at the present time."

"We must have commercial agents in all the chief cities of England to press the interests of Canada, and we must deliver our products in better shape than we have been doing. There is a great market awaiting our fruits if some care is taken in this direction. The system of handling at the point of delivery must be improved. Cold storage transportation is valueless unless there are proper facilities for handling the goods at the other end. It would be the

duty of the commercial agent to look to this. Lord Strathcona is doing magnificent work to advertise Canada, but the High Commissioner's office cannot look to these matters.

"My idea would be to have an agent-general at London, who would appoint deputies at Bristol, Liverpool, Manchester, and other points. The whole staff could meet once a month and discuss measures to press Canada's wares. Their operations might be extended to Europe also. Some such measures are absolutely necessary if we are to make a showing in the race for business."

AUSTRALIAN TRADE.

In a report to the Canadian Department of Trade and Commerce, dated July 15, J. S. Larke, commercial agent for Canada in Australia, gives the statistics of Australian trade for the year 1901, the figures being as follows:

	Imports.	Exports.
New South Wales.....	\$26,928,218	\$27,351,124
Victoria	18,927,340	18,646,097
Queensland.....	6,386,208	9,249,366
South Australia.....	7,371,588	8,010,934
West Australia.....	6,454,171	8,515,623
Tasmania.....	1,969,577	2,916,656
Total Commonwealth.....	\$63,438,520	\$74,689,600
New Zealand	8,739,633	12,881,424
Total Australia	\$72,178,153	\$87,571,224

Last Year Australia's crop was less than the previous year by 12,300,000 bushels, or 22 4 per cent.

Mr. Larke says: "The sale of Canadian hard wheat flours is making progress in New South Wales and Queensland, but there is a considerable trade in inferior grades in the South Sea Islands, which as yet Canada has not touched. The trade is unaffected by duties."

THE WORD'S COMMERCE IN 1901.

The import and export commerce of all the countries in the world amounted in 1901, according to German returns, approximately to \$23,800,000,000, and was divided among the leading commercial nations as shown below in round numbers:

Country.	Value.
Great Britain	\$4,165,000,000
British colonies, total	2,618,000,000
Germany.....	2,468,000,000
United States.....	2,118,200,000
France.....	1,618,400,000
Holland.....	1,332,800,000
Austro-Hungary.....	856,800,000
Belgium.....	785,400,000
Russia and Siberia.....	642,600,000
Italy.....	571,200,000
Switzerland.....	380,800,000
Spain.....	282,400,000
China.....	305,000,000
Sweden.....	275,600,000
Argentina.....	283,000,000
Japan.....	233,000,000
Brazil.....	238,000,000
All other countries.....	4,624,340,000
Total	\$23,800,600,000

* According to United States Treasury returns, \$2,340,000,000.

COFFEE DRINKING IN GREAT BRITAIN.

It has often been urged in explanation of the large demand for tea, as compared with coffee, that there is an absence of push in connection with the latter product, and that there is scope for enterprise in connection with coffee, in which the planter might take a hand. One explanation offered as to the decline of coffee drinking in the British Isles is that genuine coffee has been superseded to the consumer by bottles of a concoction which may contain a proportion of coffee, which is thick and comparatively flavorless, but above all which is recommended for its ease and quickness of preparation. Never mind, if it is not so refreshing to the palate and suggestive to the higher instincts of the mind, in can be "prepared in one minute." Of course, really good coffee is a different thing, but it cannot be prepared in a minute, and tea can, or in three minutes. Whether it would pay to run any special growths of coffee or to advertise, say, the merits of Indian coffee in particular is a question that could only be decided by an expert. Anyway, a Californian company is experimenting in the direction of pushing the sale of coffee by issuing a booklet entitled, "What You Don't Know About Coffee," or "Or an Answer to the Decryers of the 'Intellectual Drink.'" In it is told all that needs to be known what coffee is, as a drink, its effect on the system, as a medicine, as a berry, and last and not least, how to make it.—Home and Colonial Mail.

GRAIN BY CANADIAN ROUTES.

The continued increase in the exports of grain via Canadian routes, as compared with New York, is the subject of a statement issued by the Canal Association of Greater New York. The statement is entitled, "Object Lesson No. 8," and shows that since the opening of navigation to August 1, over 6,000,000 bushels more wheat were shipped via the Canadian routes. The following figures give the total amount of wheat exported during May, June and July, this year, by the two routes:

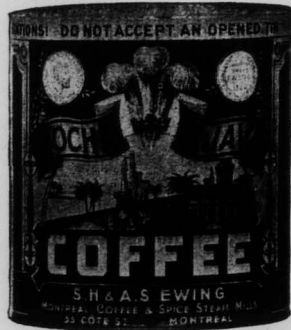
	Bushels.
Via Canadian routes	11,613,896
Via New York	4,899,371
Canadian excess	6,714,525
Canadian inc. over 1901.....	3,034,289
New York dec. from 1901	4,394,187

The growth of the Canadian shipments is attributed to the Dominion's activity in increasing and developing water transportation facilities. Attention is also called in the statement to the fact that the movement of grain through the port of Buffalo for July showed a decrease of nearly 200,000 barrels of flour and over 6,000,000 bushels in wheat, as compared with the same month last year, showing that the lake grain traffic is being diverted from Buffalo.

Established 1845.

MODERN MACHINERY. UP-TO-DATE METHODS.

Established 1845.



1 and 2-lb. Tins.

When you hear a man talk about the quality and reputation of "Ewing's Coffee" and "Ewing's Spices," just remember that they are "S. H. & A. S. Ewing's"—the perfected products of the old reliable house that has stood the test of 57 years. Try personally and be convinced of the superior aromatic flavor of S. H. & A. S. EWING'S High-Grade COFFEE. Compare the quality of S. H. & A. S. EWING'S High-Grade SPICES, and satisfy yourself that they are the best.

Handle S. H. & A. S. E. Mocha and Java, in 1 and 2-lb. tins (as cut), "Willison's Turkey Coffee," "Vienna Baking Powder," etc. Enquiries and mail orders solicited. Prompt shipment guaranteed.

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

*We extend a cordial invitation to our
friends visiting the Capital during the
Exhibition, August 22nd to 30th.*

F. J. CASTLE - - OTTAWA.

Cor. Queen and Metcalfe

Opposite Windsor Hotel.

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

COX'S GELATINE Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:

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

Established 1862.

E. THOMPSON & CO.

LIVERPOOL,

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

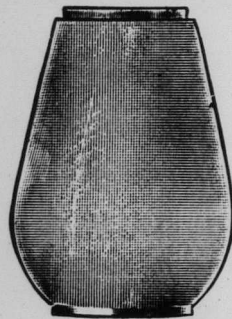
We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—

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

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

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

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

Toronto Fruit Merchants.

**McWilliam &
Everist**

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples
a Specialty.

CORRESPONDENCE SOLICITED.

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

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645.
Warehouse Phone Main 3394.

California Fruits

Canadian Peaches, Plums,
Tomatoes.

Fresh arrivals daily at lowest market prices.

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

**HUSBAND Bros. &
Co.**

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.

SEASON 1902.

**Butter
Tubs**

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

WALTER WOODS & CO.
HAMILTON.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of E. J. McChinchey, general merchant, Bruce Mines, Ont., have held a meeting.

W. L. Davis, grocer, etc., Kaslo, B.C., has assigned to R. F. Green.

Robert Hanna, grocer, Port Arthur, Ont., has assigned to H. A. McKibbin.

J. T. Dugas is curator of Alphonse Lapierre, grocer, etc., Joliette, Que.

P. Gagnon, general merchant, St. Flavie Station, Que., is offering to compromise.

J. T. Therien, general merchant, St. Gregoire, Que., is offering to compromise.

J. M. Lefebvre, general merchant and hotelkeeper, Shawinigan Falls, Que., has assigned.

Sabas & Co., general merchants, St. Francois Du Lac, Que., are offering to compromise.

J. P. McCann, grocer, Toronto, has assigned to J. A. McLean, and his estate is to be wound up.

C. H. Beauchemin is curator of A. Cote & Co., general merchants, St. Alexandre, Iberville County, Que.

Everist Vidal, Quebec, has been appointed curator of Eugene Rivard, cheese manufacturer, St. Casimir, Que.

The creditors of Malcolm & Windsor, Limited, salmon canners, Vancouver, B.C., are to file their claims before September 30.

S. C. Smith, general merchant, Fort Frances, Ont., has assigned to J. W. Humble, sheriff, and his creditors hold a meeting on August 30.

PARTNERSHIPS FORMED AND DISSOLVED.

A. Pilon & Frere, butter factory, St. Genevieve, Que., have dissolved.

On Hing & Bros., merchants, Victoria, have dissolved; Tong Ork continues.

SALES MADE AND PENDING.

Leonard W. Harvey, grocer, London, has sold out.

Wm. Hunter & Co., grocers, Nelson, B.C., are advertising closing out there.

W. J. Morgan, tobacconist, Peterboro', Ont., is advertising his business for sale.

Wm. G. Monet, grocer, etc., Port Perry, Ont., is advertising his business for sale.

J. A. Janes, cigar manufacturer, Barrie, Ont., has sold out and is leaving that place.

Robert Arnott, manufacturer of cheese boxes, Peterboro', Ont., is advertising his business for sale.

The business of The British Columbia Fish Glue and Oil Co., Limited, Vancouver, is advertised for sale by tender.

CHANGES.

J. T. Cadotte, fruiterer, Montreal, has registered.

George E. Sawyer, baker and confec-

tioner, Mitchell, Ont., has sold out to C. J. Moore.

Clark & King, traders, Montreal, have registered.

J. J. Smith, grocer, Ottawa, has disposed of his business.

The Western Bank of Canada is opening a branch at Elmvale, Ont.

Newby & Thomas, feed merchants, Vancouver, are out of business.

G. H. Backus, grocer, Simcoe, Ont., has sold out to The Potts, Clark Co.

Jobin & Frere, general merchants, Waterloo, Que., have registered.

J. W. Alles, confectioner, Tavistock, Ont., has sold out to Krushe Bros.

Chas. Neuman, tobacconist, Vancouver, B.C., is succeeded by J. J. Boettger.

C. Matthews, confectioner, Swan Lake, Ont., has sold out to W. F. Hartwell.

A. Campbell, general merchant, Olds, N.W.T., has sold out to Horn & Hill.

McCarthy & Munter, grocers, etc., Trail, B.C., are succeeded by J. E. McCarthy.

Mrs. Alphonse Goyer has registered for A. Goyer & Co., hide dealers, Montreal.

Alfred Hamelin has registered for Jos. Ayotte & Cie, traders, St. Raymond, Que.

T. M. Tennent, grain dealer, etc., Chatham, Ont., has sold out to Keith & Drew.

W. J. Crockett, confectioner, etc., Alberton, P.E.I., has sold out to G. N. M. Leard.

Fairley & Walker, general merchants, Ponoka, N.W.T., is succeeded by Fairley & Co.

Blain E. Dakin, general merchant, Sandy Cove, N.S., is succeeded by E. D. Morehouse.

Our item that appeared in THE GROCER,

of August 22, stating that Rodgers & Co., general merchants, Cannington, Ont., had sold out to John McKinstry, should have read: "Rodgers & Co., general merchants, Cannington, Ont., have sold out to McKinstry & Co."

Walter L. Belton, grocer, fruits, etc., Almonte, Ont., is succeeded by Robert Cochrane.

W. T. Shatford & Co., general merchants, Vernon, B.C., are opening a branch store at Hedley City.

Chas. Hubbard, general merchant, etc., Straffordville, Ont., has sold out to Mrs. Buckborough.

A. M. Brown, general merchant, Petitiocodiac, N.B., has sold his Anagauce branch to J. H. Brown.

The stock of Aut. Fortin, general merchant, Causapsal, Que., has been sold at 65c. on the dollar to Hudon & Co., St. Octave de Rimouski, Que.

FIRES.

D. M. Davidson & Co., bakers and confectioners, Port Arthur, Ont., have sustained loss by fire.

DEATHS.

John Miller, grocer and dealer in hides and wool, Belleville, Ont. is dead.

A man who had been arrested for murder, bribed an Irishman on the jury for \$100 to hang out for a verdict for manslaughter. The jury was out a long time and finally returned with a verdict for manslaughter. The man went to the Irishman and thanked him and asked if he had a hard time. "Yes," said the Irishman, "a deuce of a time." The balance all wanted to acquit you."

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

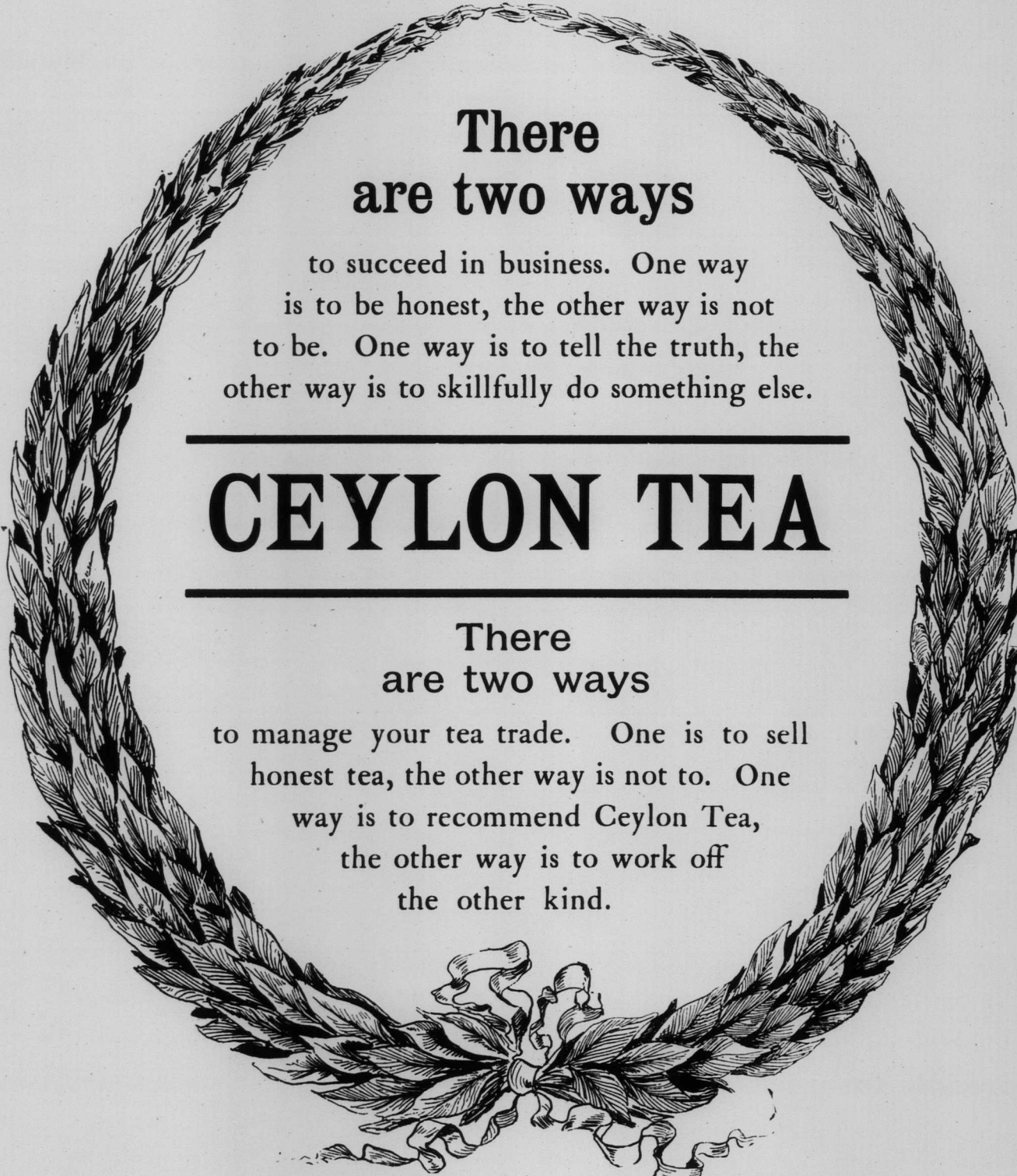
BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.



**There
are two ways**

to succeed in business. One way
is to be honest, the other way is not
to be. One way is to tell the truth, the
other way is to skillfully do something else.

CEYLON TEA

**There
are two ways**

to manage your tea trade. One is to sell
honest tea, the other way is not to. One
way is to recommend Ceylon Tea,
the other way is to work off
the other kind.



As to Mustard

You cannot give people who eat

Mustard

anything but the best.

That means
and that also means
Which is packed in

KEEN'S
D.S.F.
SQUARE TINS.

Current Market Quotations for Proprietary Articles

Aug. 28, 1902
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

BAKING POWDER.

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

Diamond— W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

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

MAGIC BAKING POWDER

Cases.	Sizes.	Per Doz.
4 doz.	5c.	\$ 40
4 " "	4-oz.	0 50
4 " "	6-oz.	0 75
4 " "	8-oz.	0 95
4 " "	12-oz.	1 40
2 " "	12-oz.	1 45
4 " "	16-oz.	1 65
2 " "	16-oz.	1 70
1 " "	2 1/2-lb.	10 40
1 " "	5-lb.	7 31
2 " "	5-oz.	Per case.
1 " "	1-oz.	\$1 55
1 " "	1c-oz.	

JERSEY CREAM BAKING POWDER

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

VIENNA BAKING POWDER.

1 lb. tins, 4 doz. in box.....	Per doz. \$ 25
1/2 lb. tins, 4 ".....	1 25
1/4 lb. tins, 4 ".....	75
3 oz. in paper, 4 doz. in box.....	70
5 " " ".....	35

BLACKING.
SHOE POLISH.
HENRI JONAS & CO. Per gross

Jonas'.....	\$9 00
Froments.....	7 50
Military dressing.....	24 00

BLUE.

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

BLACK LEAD.

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

OAK BROOMS
BOECKH BROS & COMPANY doz. net.

Bamboo Handles, A, 4 strings.....	4 35
" " B, 4 strings.....	4 10
" " C, 3 strings.....	3 85
" " D, 3 strings.....	3 60
" " E, 3 strings.....	3 35
" " G, 3 strings.....	3 10
" " I, 3 strings.....	2 85

BISCUITS.
CARR & CO. LIMITED.
Frank Magor & Co., Agents

Cafe Noir.....	0 15
Ensign.....	0 12 1/2
Metropolitan mixed.....	0 09

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

CANNED GOODS.
MUSHROOMS.
HENRI JONAS & CO.

Mushrooms, Rionel.....	\$15 50
" 1st choice Dubheil.....	18 50
" 1st choice Lenoir.....	19 50
" extra Lenoir.....	22 00
Per case, 100 tins.	

FRENCH PEAS—DELOREY'S
HENRI JONAS & CO.

Moyen's No 2.....	\$9 00
" No. 1.....	10 50
1/2 Fins.....	12 50
Fins.....	14 00
Fine fins.....	15 00
Extra fins.....	16 50
Sur extra fins.....	18 00

FRENCH SARDINES.
HENRI JONAS & CO.

1/4 Trefavennes.....	\$9 50
1/4 Rolland.....	9 50
1/4 Delory.....	10 50
1/4 Club Alpines.....	2 50

CHOCOLATES & COCOAS.
THE COWAN CO. LIMITED.

Cocoa—

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

Chocolate—

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

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

Mott's Broma.....	per lb. 0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homoeopathic Cocoa (1/4 lb).....	0 12
Mott's Breakfast Cocoa (in tins).....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracacas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 28
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate.....	0 28
Mott's Cocoa Nibbs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Stick, per gross.....	0 90
Mott's Confectionery Chocolate.....	0 21
Mott's Sweet Chocolate Liquors.....	0 19

Chocolate— FRY'S. per lb.

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

Cocoa— per doz

Concentrated, 1/4's 1 doz. in box.....	2 40
" 1/2's.....	4 50
" 1 lb.....	8 25
Homoeopathic, 1/4's 14 lb. boxes.....	
" 1/2 lbs. 12 b. boxes.....	

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

CADBURY'S.
Frank Magor & Co., Agents. per doz

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

CHOCOLATE-MENIER.
CROQUETTES and PASTILLES 20c. or per case of 108 doz.

Menier Breakfast Cocoa 1/4-lb. tins 13c. 1/2-lb. " 50c. 1-lb. " 90c.

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes.....	per lb. \$ 38
Vanilla chocolate 6-lb. boxes.....	47
German sweet, 6-lb. boxes.....	27
Breakfast cocoa, 1/2-lb. tins, plain; 6-lb. boxes.....	51
Cracked cocoa, 1/2-lb. pkgs. 12-lb. bxs.....	35
Caracacas sweet chocolate, 6-lb. boxes.....	37
Soluble chocolate (hot or cold soda) 1-lb. cans.....	45
Vanilla chocolate wafers, 48 to box, per box.....	1 56

CHEESE.

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



Mecca...
Damasout
Osiro...
Sirdar...
Old Dutel
"Old Crow"
"Condor"
15-year-old
hand-
48 tin
Madam H
100 lb. del
C
B
"Fudge"
"Gold Se"
"Petrie."
U
Clothes i
case,
4 doz. pac
6 doz. wa
COUP
For sale i
Limit
Fils,
\$1.4
In lots
books,
100 to 50
500 to 1,0
RE

“THE EDWARDSBURG BRANDS”

Starch

.. and Syrup

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

EDWARDSBURG STARCH CO'Y, Limited
Established 1858.

164 St. James St.,
MONTREAL.

Works:
CARDINAL, ONT.

53 Front St. East,
TORONTO.

COFFEE.

JAMES TURNER & CO. per lb.	
Mecca	0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2
S. D. MARCEAU, Montreal. per lb.	
"Old Crow" Java	0 25
"Mocha"	0 25
"Condor" Java	0 30
"Mocha"	0 30
15 year-old Mandheling Java and hand-picked Mocha	0 50
1 lb. Fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's Coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	

CONDENSED MILK.



Borden's Condensed Milk Co.
"Eagle" Brand

CLOTHES PINS.

UNITED FACTORIES, LIMITED.
Clothes Pins (full count), 5 gross in case, per case

COUPON BOOKS—ALLISON'S
For sale in Canada by—The Eby, Blain Co., Limited, Toronto O. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un-	Covers and
	num	Coupons
	bered	numbered.
In lots of less than 100 books, 1 kind assorted	4c.	4 1/2c.
100 to 500 books	3 1/2c.	4c.
500 to 1,000 books	3c.	3 1/2c.

Allison's Coupon Pass Book	
1 00 books	3 cents each
2 00 books	3 cents each
3 00 books	3 cents each
5 00 books	4 cents each
10 00 books	5 1/2 cents each
15 00 books	6 1/2 cents each
20 00 books	7 1/2 cents each
25 00 books	8 cents each
50 00 books	12 cents each

EXTRACTS.

HENRI JONAS & Co. Per gross.	
8 oz. London Extracts	\$6 00
2 oz. " (no corkscrews)	5 50
2 oz. " "	9 00
2 oz. Spruce essence	6 00
2 oz. " "	9 00
2 oz. Anchor extracts	12 00
4 oz. " "	21 00
1 oz. " "	36 00
1 lb. " "	70 00
1 oz. Flat	9 00
2 oz. Flat bottle extracts	18 00
2 oz. Square	21 00
4 oz. " (corked)	36 00
8 oz. " "	72 00
Per doz.	
8 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.

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

LYE (CONCENTRATED).

GILLET'S PERFUMED.	
1 case of 4 doz	\$3 40
3 cases	3 50
5	3 40

GINGER ALE & SODA WATER.

Cantrell & Cochrane's Imported	
Ginger Ale and Club Soda Water	\$1 40

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz	
Frank Magor & Co., Agents.	
Orange Marmalade	1 80
Clear Jelly Marmalade	2 00
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams, W. F.	1 55
Red Currant Jelly	2 75

Jams—	T. UPTON & CO.	
12-oz. glass jars, per doz		\$0 95
1 lb. glass jars 2 doz. in case, per doz		1 50
2 1/2-lb. tin pail, 2 doz. in crate, per lb.		0 09
5-lb. tin pails, 8 pails in crate, per lb.		0 16
7-lb. wood pails, 6 " "		0 06
14-lb. wood pails, per lb.		0 06
30-lb. " "		0 06

Jellies—	
1-lb. glass jars, per doz	\$1 50
7-lb. wood pails, per lb.	0 09
14-lb. " "	0 09
30-lb. " "	0 09

LICORICE.

YOUNG & SMYLLIE'S LIST.	
5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 15
"Ringed" 5 lb. boxes, per lb.	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes 40)	
per box	1 50
Tar, Licorice and Tolu Waters, 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 13
Dulce large cent sticks, 100 in box	

LIQUORS.

OGGNAO IN CASES.	
Ph. Richard.	
S.O. Quarts, 12s.	\$22 50
F.C.	15 00
F.C. 1-15 bottles, 180s.	2 00
V.S.O.P.	12 00
V.S.O.P. pints, 21s.	13 00
V.S.O.P. 1/2 pints, 48s.	14 00
V.S.O.P. 1-5 bottles, 180s.	20 00
V.S.O. quarts, 12s.	10 00
V.S.O. 1-15 bottles, 180s.	18 00
V.O. quarts, 12s.	8 50
V.O. pints, 21s.	9 50
V.O. 1/2 pints, 48s.	10 50
V.O. 1-15 bottles, 180s.	14 00
V.O. decanters, 12s.	0 5
V.O. " pints, 20s.	13 00
V.O. flasks, Imp. pints, with thumb-ls	9 75
V.O. " Reputed " 21"	10 50
V.O. " " 4s.	9 50
Chas. Couturier.	
Quarts, 12s.	7 00
1/2 bottles, 24s.	8 00
" 48s.	9 00
1-15 bottles, 180s.	13 50
Flasks, 24s.	8 00
1/2 Flasks, 48s.	9 00
Flasks Imperial pints, Copsule, 16s.	8 00

F. Marion & Cie.	
Quarts, 12s.	6 00
1/2 bottles, 24s.	7 00
" 48s.	8 00
Flasks, reput. 4 24s.	7 00
Flasks, 1/2 pints, 48s.	8 00
1-15 bottles, 180s.	12 50
Flasks, Imp. pints with thumb-ls, 16s.	8 00

C. Guac In Wood.	
Ph. Richard.	
Gals. Oct's. Oct's. Bbls. Hhds.	
Couturier... \$4 00 \$2 95 \$3 85 \$3 80	
Marion..... 3 75 3 60 3 50 3 40	
Ph Richard	
V.S.O.P. 5 50 5 25 5 25 5 00	
Richard	
V.O. proof. 4 55 4 10 4 00 3 90 3 80	
Richard 5 up	
proof V.O. 4 00 3 80 3 70 3 50 3 40	
Richard Fine	
champagne 6 00 5 90	
Gin—Pollen & Zoon, in Cases.	
Red, 15s.	\$10 00
Green, 12s.	5 00
Poney, 12s.	2 50
Gin Pollen & Zoon, in Wood.	

Gals. Oct's. Oct's. Bbls. Hhds.	
Gin, P. & Z. . \$3 15 \$3 05 \$3 05 \$3 00	\$2 95
Mitchell Bros. Limited Scotch.	
1 case, 5 cases	

Heather Dew, ordinary qts.	
12s.	\$ 7 00 \$ 6 75
Heather Dew, stone jars,	
Imperial, 12s.	12 50 12 25
Heather Dew, oval flasks,	
quart, 12s.	11 25 11 00
Special Reserve, oval pts. 24s.	11 75 11 50
" " ordinary qts.,	
12s.	9 00 8 75
Special Reserve, 1/2 bottles,	
pints, 24s.	10 00 9 75
Extra Special Liqueur, flagon,	
12s.	9 50 9 25
Extra Special Liqueur, ordn-	
ary bottles, 12s.	9 50 9 25
Heather Dew, flasks, 48s.	12 00 11 75
" " 1/2 flasks, 60s.	9 00 8 75
Mullmore, Imperial oval quart	
flasks, 12s.	10 00 9 75
Mullmore, flasks, Imperial	
pints, 24s.	10 50 10 25
Mullmore, flasks, ordinary	
pints, 24s.	7 75 7 50
Mullmore, 1/2 flasks, ordinary,	
48s.	9 00 8 75
Mullmore, ordinary quarts, 12s.	6 50 6 25
Mullmore, ordinary pints 24s.	7 50 7 25

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

Scotch Whiskey in Wood.
Table with columns: Gals., Oct's., Oct's., Bbls., 40gals.
Special Reserve \$4 50, Heather Dew 4 00, Extra Special 5 00, Liqueur 3 75, Old Scotch 3 75.

Whiskey in Cases.
Mitchell Bros., Limited—Irish
Cruikshank Lawn, stone jar, 12's. \$12 50
Old Irish, flasks, Imp. quarts, 12's. 11 25

Irish Whiskey in Wood.
Table with columns: Gal., 1/2-Oct., Oct., Bbl.
Mitchell, "Special Old" \$4 50, "Old" 4 00, "B" 3 50, "C" 3 00.

Champagne Wine in Cases.
Duc de Pierland, quarts, 12's. \$14 00
Cardinal, quarts, 12's. 12 50
Vve. Amiot Carte d'Or, quarts, 12's. 16 00

Blandy Bros Wine.
Blandy's Madira Wine, in cases.
Very Superior, quarts, 12's. 8 50
Special Selected, quarts, 12's. 10 00

Blandy's Malaga, in cases.
Pale Sweet Blue Label, quarts, 12's. 7 50
White Label, quarts, 12's. 10 00

Blandy's Sherry, in cases.
Manzanilla, quarts, 12's. 8 50
Morosa, quarts, 12's. 11 00

Blandy's Port Wine, in cases.
Good Fruity, quarts, 12's. 7 50
Invalid Special, quarts, 12's. 12 00

Blandy Bros. Wine in Wood.
Table with columns: Gal., Octave.
Madere, No. 1/2 \$3 50, No. 3/4 4 50, Malaga Pale Sweet 3 00.

Canadian Whiskeys. In barrels.
per gal.
Gooderham & Worts, 65 O.P. \$4 50

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

MUSTARD.
COLMAN'S OR KEEN'S.
D. S. F., 1/4 lb. tins, per doz. \$1 40

HENRI JONAS & Co. Per gross.
Pony size. \$7 50
Imperial, medium 9 00
Imperial, large 12 00
Tumblers 12 00

E. D. MARCEAU Montreal.
"Condor," 12-lb. boxes—
1/4-lb. tins per lb. 0 35
1/2-lb. tins " 0 33

"Old Crow," 12-lb. boxes—
1/4-lb. tins per lb. 0 25
1/2-lb. tins " 0 23
1-lb. tins " 0 22 1/2
4-lb. jars per jar 0 70

OLIVE OIL
per case
Barton & Guestiers quarts. \$8 00
pints 9 00

ORANGE MARMALADE.
T. UPTON & Co.
1-lb. glass 2 doz. case, per doz. \$1 00

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

SODA.—COW BRAND.
DWIGHT'S
Case of 1 lb. containing 60 pkgs. per box, \$3.00

EMPIRE BRAND.
Brunner, Mond & Co.
Case 120 1/2-lb. pkts. (60 lb.) per case \$2 70

SOAP
MAYPOLE SOAP
A. P. Tippet & Co., Agents.
Marseille Soap, colors \$10 30

GLORIOLA SOAP, per gross. 12 00
STRAW HAT POLISH, per gross. 10 20

EDWARDSBURG STARCH CO., LTD.
Laundry Starches—
No. 1 White or Blue, 4-lb carton 0 06 1/2

Culinary Starch—
Benson & Co.'s Prep. Corn. 0 07 1/2
Canada Pure Corn. 0 05 1/2

BEES STARCH.
Cases, 64 pkgs. 48's. \$5 00
1/2 Cases, 32 pkgs. 24's. 2 50

BRANTFORD STARCH WORKS, LIMITED.
Laundry Starches—
Canada Laundry, boxes of 40 lbs. \$0 05 1/2

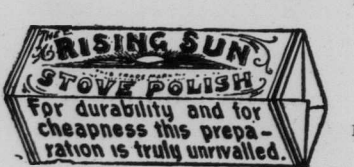
Finest Quality White Laundry—
3-lb. Canisters, cases of 48 lbs. 0 06 1/2
4-lb. " " " 0 06 1/2

Brantford Gloss—
1-lb. fancy boxes, cases 36 lbs. 0 08 1/2
Canadian Electric Starch—
Boxes of 40 fancy pkgs. per case 3 00

Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lbs. 0 05 3/4
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lbs. 0 07 1/4



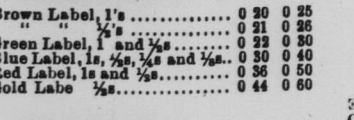
No. 4—3 dozen in case, per gross. 4 80
6—3 dozen in case, " " 8 40



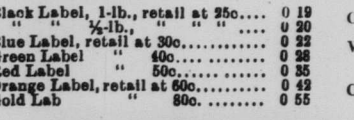
Rising Sun 6-oz. cakes, 1/2-gross lvs. 50
Rising Sun, 3-oz. cakes, gross boxes. 4 50
Sun Paste 10c. size, 1/2-gross boxes. 10 00



TEAS.
SALADA CEYLON.
Wholesale Retail
Brown Label, 1's. 0 20 0 25



Black Label, 1-lb., retail at 25c. 0 19
Blue Label, 1 1/2-lb., " 0 20
Green Label, retail at 30c. 0 22



Cases each 60 1-lb. 0 35
60 1/2-lb. " 0 35
80 1-lb. " 0 35
120 1/2-lb. " 0 36



Blue Label, 1's. 0 18 1/2 0 25
Orange Label, 1's and 1/2's. 0 21 0 20
Brown Label, 1's and 1/2's. 0 25 0 40

BROWN 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

Japan Teas—
"Condor" I 40-lb. boxes. 0 37 1/2
"Condor" II 40-lb. boxes. 0 36

Black Teas—"Nectar," in lead packets—
Green label, retail 0 26 at 0 50
Chocolate label " 0 35 " 0 25

LIPTON'S TEA (in packages).
Price per lb.
No. 1, cases 50 lb. (50 1/2-lb. pkgs.) \$1 15

THE EMPIRE TOBACCO CO., LIMITED.
Smoking—Empire, 3's, 5's and 10's. 0 39
Royal Oak, 2 x 3, 80 ace, 8's. 0 52

VINEGARS.
E. D. MARCEAU, Montreal.
3MD, pure distilled, highest quality. 0 30

MICHEL LEFEBVRE.
Bull Dog, quadruple strength, registered Lion "I" brand, registered, 0 55

WOODENWARE
UNITED FACTORIES, LIMITED.
Washboards, Leader Glo'e. 1 50
Improve'd Globe. 1 60

YEAST.
Royal yeast, 3 doz. 5c. 4 kg. in case. 1 00
Gillett's Cream yeast, 3 doz. 1 00

NIXEY'S REFINED BLACK LEAD

BY APPOINTMENT TO H. M. the KING OF THE BRITISH EMPIRE

ADVE will atten The F TH The Ne in Canad ing to dr their goc ment in Write fo " Clean Is H the Mak ness

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

A COMPARISON

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

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The "Wasp-Waist" Cheap chemical.

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

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Lowest prices on mantles, shades, chimneys, globes and sundries.
Write us if you are interested.
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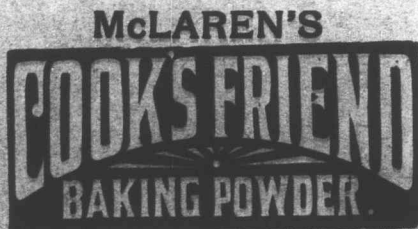
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We manufacture lamps and can suit you.



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MEAT



WETHEY'S CONDENSED MINCE MEAT is made of the very best ingredients. It is always good and sells all the time.

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Do you handle it?

If not it will pay you well to stock up right away.

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Pickles, Sauces, Jams and Preserved Provisions.

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