

PUBLISHED
EVERY
FRIDAY

CIRCULATES
IN EVERY
PROVINCE

THE CANADIAN GROCER AND GENERAL STOREKEEPER

**SELL
ONLY
THE
BEST!**



In Competition with the World
we have received the

**Highest Awards
Made. . .**

These substantiate our claim
that : : : : :

Colman's Mustard

IS THE BEST IN THE WORLD

A favorite already

PEEK, FREAN & CO'S
**FLORENCE
WAFER**

It is only a short time since we commenced the manufacture of this novelty, and it has become a favorite already. This is not altogether surprising, for it is a line which requires very little pushing, and generally sells easily wherever shown. We put up "Florence Wafers" in **three** different flavorings, namely, **Raspberry and Lemon (as-sorted)** and **also Coffee Flavor**. Don't miss sampling these for they are sure to be a very popular variety, and there's money for you in the handling of them.

Canadian Agent:

Chas. Gyde

St. Francois Xavier St.,

MONTREAL.

Peek, Frean & Co.

LONDON, ENG.

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Genuine Pre-
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England.

g Street

THE CANADIAN GROCER

**Corn
Brooms**

BROOMS
"Rose"
"Pansy"
"Thistle"
"Maple Leaf"
"Shamrock"
"Daisy"
"Tulip"
"Good Luck"

"GEM"
"WIRE"
"SNOW"
"GORKER"
"HEARTH"
"LA BELLE"
"BARBERS"
"TRAVELLER"
Wood, Bone, Mahoe, Silver
and Plain Handles
Large Variety. Low Prices.

STANDARD BRANDS

Always reliable
and as repute-
sented.

WHISKS
The H. A. Nelson &
Sons Co., Limited
59 to 63 St. Peter Street
MONTREAL
Wholesale Sample Room:
40 and 42 Front St. West

**Corn
Whisks**

DISPLAY THIS SIGN



IF BUYERS KNOW YOU
SELL

**Heinz
Condiments**

YOU WILL DO MORE
BUSINESS.

They are the Standard

The trade supplied by
H. P. Eckardt & Co., Hudson, Hebert & Co.,
Toronto. Montreal.

A Few Unassailable Facts.

We are the oldest established Salt makers in Canada.

Thirty-one years' experience is not to be despised.

We know how to make Salt, we know what the public require, and we can supply it.

Our customers ordering Salt know they can rely upon prompt service. We handle nothing but the best; and that is why we can say without boasting regarding our business connection, "What we have we'll hold."

Our Table and Dairy Salt—"Coleman" brand—is a good seller. It is a PERFECT Salt. Every crystal sparkles. Its marvellous purity is a guarantee it does not harden.

SEND FOR
SAMPLES AND PRICES.

R. & J. RANSFORD, Clinton, Ontario.

When undesirable goods accumulate, the wheels of business begin to clog.

Standard goods are best to handle---they are always saleable.

Fry's Cocoa

Absolutely pure—concentrated—easily soluble. Recommended by the highest Medical Authorities in England

for its general excellence. The finest flavor of the Cocoa is developed by the scientific process used in making it. Stock up with Fry's Cocoa and Chocolates for the holiday trade.

“Hand in Hand” Brand Bi-Carb. Soda

A standard seller—98⁵⁰/₁₀₀ of pure Bicarbonate of Soda in it. It has the greatest strength because of its unequalled purity, and the grade runs perfectly even in every pound.

Lazenby's Soup Squares

Used to the greatest extent where the quality is best known—at home, in London. Quick, convenient, delicious little soup makers. 13 varieties. Trade winners for the store—and trade keepers, too.

Lazenby's Jelly Tablets

For the holiday feasting—for the economical and particular housewife—for more business, these handy, highest quality, absolutely pure flavored Tablets are unequalled. 13 varieties. Used by the best families in Great Britain and the Colonies—Quality counts!

Sold by leading wholesalers everywhere.

Agents:

A. P. Tippet & Co.
Toronto.

F. H. Tippet & Co.
St. John, N.B.

There's
a vast
amount of
difference
in Teas.

Some are pure and cleanly, others are not. Some will please your customers, others will vex them. Some will make friends and bring new business to your store, while others will drive away what trade you already have. The "trade-winners" are, of course, the ones you must have. They are grown in Ceylon and India. These are the only countries that can produce them, their climates being peculiarly adapted for their culti-

vation. They need a warm, damp climate. They get it in Ceylon and India. They are cultivated under the direct supervision of British overseers. They are manufactured and cleaned by machinery, instead of the uncleanly hand treatment they receive in other countries. To have a good tea trade you must have a pure, cleanly, finely-flavored stock, to have this you must have "machine-made," to be "machine-made" they must come from

CEYLON or INDIA.

They're so good they can't be better.

Expenses
vs.
Profits.

Don't be discouraged—"it is always darkest before the dawn." Now try a line of good Cigars to retail for 5 and 10 cents—it is surprising how the profits you will make from them help to bear the burden of the expense account in running the store. Good Cigars as

A Side Line

are easy to handle—you can secure the good-will of the man of the house if you buy the line of Cigars that he wants, and Cigars that he can depend upon for unvarying quality. I believe that my 10c. "Pharaoh" and my 5c. "Pebble" exactly fill the bill. Write for samples of

Payne's Cigars.

J. Bruce Payne, Mfr.,
Granby, Que.

There is no test like
a trial.

GIVE

**CROWN
EXTRACTS**

a trial and you will be satisfied with
the test, and continue ordering.

The Greig Manufacturing Co.

456 St. Paul St., MONTREAL.



**Hudson's
Soap**

A FINE POWDER. IN PACKETS ONLY.

Will wash more clothes, and do more work in
much less time than any other Soap.

SOAK YOUR CLOTHES

with HUDSON'S, and the Dirt will
slip out with about half the
usual labour.

R. S. HUDSON,
30 Front St., East,
TORONTO.

Used in all the "Happy Homes of England."



"Come, gentlemen! here's a sauce for
the gods."

**It is Pickles
This Time.**

**"STERLING"
BRAND PICKLES**

Sell your customers "Sterling"
brand pickles—"made in Canada"
—and you please them and delight
all who use them.

Quality, purity and experience
are mixed in the manufacture of
these pickles. Only the best grown
vegetables are used—only the best
ingredients go into their manufac-
ture—skilled pickle manufacturers
put them up.

T. A. LYTLE & CO.

124-128 Richmond St. W., TORONTO, CAN.



"FAIRY BLEND"

SOMETHING YOU ARE INTERESTED IN—
OUR MEN CAN NOW SHOW YOU SAMPLES.
THIS IS ONE OF THE CATCHIEST THINGS
ON THE MARKET.



LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, all sizes; 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, Blow Pipes 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE
BROOKLYN, N.Y.

Established 1845.

**To give unconsciously is not
generosity, but wasteful and
ridiculous excess.**

Your customers do not thank you for the little extras you give them—they are as unconscious of your wasteful generosity as you are yourself.

We can cure you and your clerks of this habit. We have a system that will stop it.

The Money-Weight System.

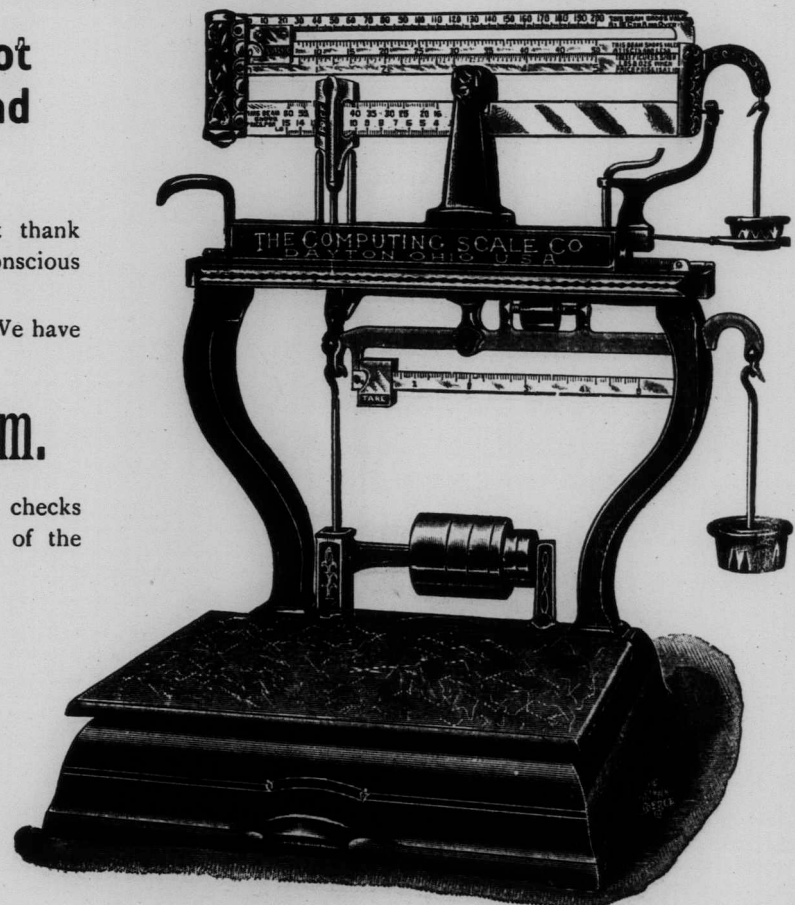
Write to us for particulars of the system which checks overweight and losses. We can let you into some of the secrets of merchandising that may surprise you.

Address:

THE COMPUTING SCALE CO.
DAYTON, OHIO.

or **MONEY-WEIGHT SCALE CO.**, Sole Distributors,
47 State St., Masonic Temple, Chicago, Ill.

or **L. A. DAVIDSON,**
104 King Street West, Toronto.



Place
ness

DUNN'S PURE MUSTARDS

are made from selected seeds ; all shell is extracted. Sold in 10c., 1/2-lb. and 1-lb. tins. It will pay to write us at Hamilton, Ont.

Molina Rolled Wheat

is a "Breakfast Food" in the true meaning of the words. It is light, nutritious, healthful, and has a rich, delicate flavor that by the old method of preparing rolled wheat could never be obtained. A grocer makes a larger profit on it because it is

Sold by the Pound.

An extra expense has to be added to the cost when the manufacturer sells "Breakfast Foods" in packages. A grocer helps to pay for this extra expense, of course. Molina is the equal of any Breakfast Food on the market—the manufacturers of it sell it **by the pound**. Samples free.

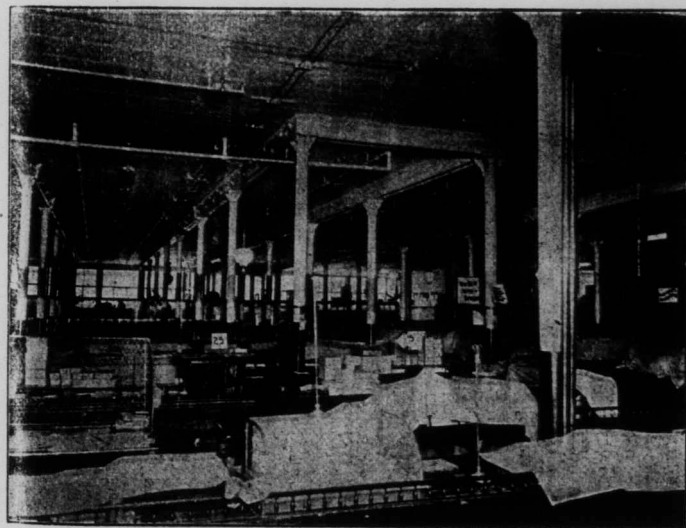
The Tillson Co'y, Limited,
Tilsonburg, Ont.

*From Manufacturer to
Retailer Direct.*

LUXFER PRISMS

Placed in windows echo the outside brightness to the very rear of your warehouse.

"Investment, not speculation," say our thousand odd patrons.



EATON'S—WITH PRISMS



EATON'S—WITHOUT PRISMS

Your next door neighbor knows what it will cost to light his store; why don't you also ?

Write for Descriptive Book.

The Luxfer Prism Company
Limited

58 Yonge St., Toronto.

ES.
IGS
Gro-
Stick
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ticks ;
PRICE,
Blow
LIE

YOUR PROFIT IS 50 PER CENT.



Handling

New York Ginger Ale

The most delightful, refreshing and healthful Hot Weather Drink procurable. Manufactured from the purest and best ingredients, under the supervision of a practical chemist.

Packed 1 dozen in a case. 5-case lots delivered as far East as Belleville and as far North as Sundridge, 80 cts. per dozen, points beyond these are 10 cts. per dozen higher. We pay the return freight on the empties.

Hundreds of cases are handled by some of our customers during the Summer Season. We are Wholesale Agents for Ontario.

W. H. GILLARD & CO.,

*Wholesale Grocers
and Tea Importers,*

HAMILTON.

Talk in the
Canadian Parliament
costs the
country high value.

Talks to
the point.

Have you got?



Rose & Laflamme

Agents **MONTREAL.**



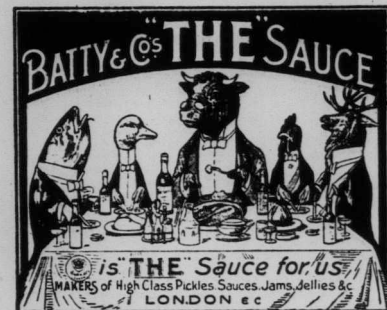
Batty & Co.

ESTABLISHED 1824.

LONDON.



**OLIVES
AND
PURE
OLIVE
OILS.**



**INDIAN
CURRIES
AND
CHUTNIES.**

Makers of High-class

**PICKLES
OF
ALL KINDS.**



**SAUCES
OF
ALL KINDS.**

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THIS JOURNAL is the only one of its kind in Canada circulating extensively among Grocers and General Merchants in the Provinces of Nova Scotia, New Brunswick, Prince Edward Island, Newfoundland, Ontario, Quebec, Manitoba, British Columbia and the Territories. In using **THE GROCER** you cover the field.

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FRIDAY

THE CANADIAN GROCER

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GENERAL
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CIRCULATES
IN EVERY
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VOL. XIII.

TORONTO AND MONTREAL, MAY 26, 1899.

NO. 21

SIMPLE BOOKKEEPING SYSTEMS FOR GROCERS.

THE following is a further contribution of short essays on bookkeeping received by The Grocery World in its prize competition:

By Miss Mary C. Ingham.

Here are samples of the books we use in our bookkeeping. We use only the four books, and we feel that our accounts are very accurate and easily understood. We put all items on the ledger. Pass books and itemized accounts make this necessary in a grocery store, as a day book is so soon filled that one soon has too many to look over in case of an error. Our cash book explains itself. We can always tell the amount on our books, which is a splendid thing for a merchant to know.

In the back part of our bill book we keep the expenses for each month, so that at any time we can tell just about how our business stands. We find this a satisfactory system.

Here is a section of the day book:

John B. Jennings. Dr.			
To 50 lb. Pills flour	1	30	
1 lb. Un. Japan tea.....		60	
1 lb. R. & J. coffee.....		35	
3 lb. butter		60	2 85
Frank Hartley. Dr.			
To 5 lb. Sk. salt.....		10	
1 bottle mustard.....		10	
4 qts. beans.....		28	
25 lb. buk. flour.....		65	
2 lb. lard.....		20	1 33

Here is a page from the cash book:

Monday, April 24, 1899.			
Am't brought up	90	89	
Cash sales	78	80	
Rec'd on acc't—			
J. B. Jennings	18	50	
E. J. Josephs	7	00	
Mary Irvine	3	50	
Am't paid out—			
.44 .10 5.10			
4 doz. eggs 1 fish 30 lb. butter			5 64
3.60 6.00 .44			
4 bus. apples 10 bus. pot. 4d. eggs			10 04
Deposit			108 45
Cash on hand			74 56
	198	69	198 69

Here is a section of the ledger, the entries given in the day book being posted:

1899	Dr.	Cr.	1899	Dr.	Cr.
	John B. Jennings. .60			Frank Hartley. .10	
	1.30 Pills. 1 lb. Un. Jap. 1 lb. R. & J. .25			10 Sk. salt. 1 mustard. 4 qts. beans .28	
	Apr. 25—50 lb. Pills. .60	2 15		65 buk. flour. 2 lb. lard. .20	48
	3 lb. butter. .60				

Here is the month's account of sales:

Sales.	April, 1899.	Debit.	Cash.	Total.
Monday 1	76 44	58 49	44 80	103 29
Tuesday 2	28 46	60 07	35 76	95 83
Wed. 3	84 02	85 37	51 86	137 23
Thurs. 4	33 10	73 29	60 83	134 12
Friday 5	18 36	38 12	26 93	65 05
Saturday 6	83 04	98 35	70 84	169 19
		413 69	291 02	704 71
	Outstanding Rec'd on Ac't			
	3,090 72			
	90 27			
	3,180 99			

Here is the way the bill book is kept:

1899.		Amt.	When Pd.	Dis.
Mar. 3	F. H. Leggett & Co.	100 78	Mar. 13, '99	2.02
4	Githens, Rexasmer & Co.	147 50		
4	Berry, Lohman & Rash	48 37		

This is the way we keep expense account. The following represents the total expenses for April, say:

C. Bills.	Prod.	Barn.	F. Ct.	Sund.	Rt & Wg.	Total.
1500 34	300 96	10 37	37 50	26 97	300 50	2176.64

By George Forester.

I inclose herewith a system of bookkeeping that I have had in use for over five years, and find it satisfactory in every way:

1899.	April 17.	April 18.	April 19.
	101	96	8 21
	6 24	7 25	
	1 18	plus 67	66
	5 10	67 6	4 63
	8 50	30 8	
	30 plus 53	9 33	
	Chas. Adams.....		
	Jas. Brown.....		
	Samuel Charles.....		
	On April 18, Jas. Brown paid \$6.28, account in full.		
	On April 18, Samuel Charles paid \$5.00 on account.		

I had a book made to order, ruled like the above, containing 300 double pages.

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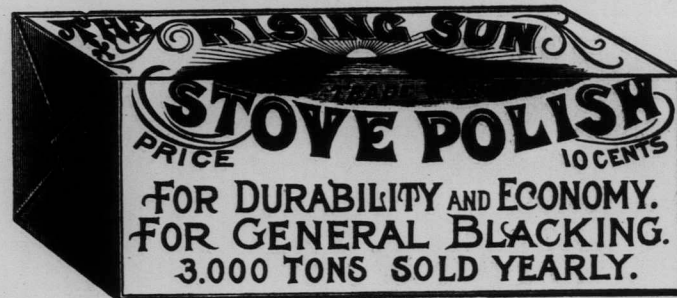
ON.



NDIAN
URRIES
AND
UTNIES.

ICES
OF
KINDS.

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

each double page answers for one week's business.

The charge slips enclosed are arranged in pads of 50 with a carbon sheet to each pad. I do not itemize in the customer's pass book, but enter only the amount on the slip. I give the original to the customer and file the duplicate from which I charge to the book first mentioned. If the pass book is not brought when the purchase is made I mark the slip N.B., which means "no book;" when I charge the amount of the slip I mark a plus sign over it to show that the amount is not in the pass book. See slip of James Brown, of April 18.

I have 62 envelopes in my desk, numbered from 1 to 31, in two sets, one envelope containing all slips of that date. If a customer disputes any amount in the pass book I can produce the duplicate. I have very few accounts running over 30 days, so I keep 60 to be on the safe side.

By this method a customer's account is always made up, and the merchant can tell at a glance what each customer's bill amounts to. By adding the totals he can learn the amount of his credit account. If the merchant himself enters the amount of the slips, as I do, he can examine each credit sale and correct errors, if there be any. If a merchant wishes, he can charge the amount of slips on hand at any time during the day, and not wait until evening. Most of my credit sales are made in the forenoon, so, about 2 o'clock, I charge all on hand, and when evening comes I do not have many to charge. It does not take me more than 15 minutes each day to enter the charges and make the transfers.

By Joseph W. Pratt.

The "Simplified Account File," made by Stull Bros., Fremont, O., is only $4\frac{1}{2}$ x 9 inches and $4\frac{3}{4}$ inches high. I consider this account file the best method of bookkeeping for the average-sized grocer. It occupies but a small space. When a bill is paid it is removed from the file and given to the

party who pays. In keeping books one may forget to mark the account paid. Two weeks may roll by, and the storekeeper asks the party once more to pay the account. Possibly the gentleman may feel insulted. If such is the case, the storekeeper, no doubt, will be one customer short.

With the "Simplified Account File," when the bill is paid it is given to the party who pays, thus closing up the account. If the bill does not appear on the file the storekeeper may know it has been paid, provided it has been put down in the first place. Thus, storekeeper and customer can get along together very agreeably.

By George F. Lee & Co.

I will give you our bookkeeping system, which I think is very simple and not much work. We use a cash register and slips. All our slips go in the register during the day. At night we go to the register and take out the slips. The register tells how many slips we should have, and each clerk knows how many he has used during the day, so we are sure to have them all. The next day the bookkeeper numbers all slips with a continuous numbering machine, and, after posting them, he stacks them away with about 2,000 in a pack. If he wants a certain number he can put his hand on it at once. You will see on the small piece of paper how we post. On the ledger, giving only date and number of slip.

This is supposed to be the ledger:

1899	John Smith.		
April	17-1526	4	50

The following slip shows the ledger page and who posted it:

Customers will please Report any Failure to Deliver Checks with Goods.

GEORGE F. LEE & CO.
 Name..... John Smith. April 17, 1899.
 Address.....
 Sold by I Dep't Am't Rec'd

1	bbl, Flour	4	50
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You will see that everything goes through the register and tells us at night how many customers during the day, total of how many; credit, how many, and cash, how many; no sale or change every time register is opened. It shows transaction of business and registers our register as customers. This may look like a great deal of work for a bookkeeper, but we think not. We have used counter books for 20 years, and find this much better, easier and less open to mistakes, as a bookkeeper only has one name before him at a time—on a counter book he has 15 or 20.

THREE YEARS UNDER THE CASH SYSTEM.

I had a few minutes chat with Mr. Michael Naughton, of Naughton Bros., general merchants, Richmond Hill, on Monday. Naughton Bros., who have been in business 30 years, adopted the cash system three years ago.

"We are," he said in reply to an inquiry, "well satisfied with our experience. To my mind it is the only way we can compete with the department stores. Out in Richmond Hill, which is 17 miles from Toronto, we feel pretty keenly the competition of these department stores. They now send their delivery wagons out to our town three times a week. The only help for us is to get down to the cash basis and be as up-to-date as possible. The cash system is gradually being adopted in Richmond Hill. Atkinson & Switzer, one of our largest firms, adopted it last November."

"Did your firm experience any difficulty in introducing the cash system?" I asked. "No."

"Did you follow any special course in adopting the system?"

"No. We just advertised in the local papers what we purposed doing. There is one little difficulty we have, by the way, and that is with customers who, after getting the goods they order, say they will pay us in a week. They do not always pay us in a week. It is difficult to know, sometimes, what to do in such circumstances, particularly when the people are customers and sound financially. I suppose one way out of it would be to lend them the money," concluded Mr. Naughton.

A Test.

Secure samples of **any brands** of packet tea on the market, select what **you** consider best, or the one for which the **highest price** is asked, draw it against **Circle Tea** and note result. Quality and price of 3, 4 and 5 Bar remain the same.

Lucas, Steele & Bristol, — Hamilton.

H. & H. SOAP.

THE BEST ALL-ROUND CLEANER THE WORLD PRODUCES.

Cleans straw, fur and wool hats.

Cannot be beaten for all laundry purposes.

Cleans all clothes, ladies' garments, woollen and silk, etc. (but not cotton).

Cleans all crockeryware, glassware, silverware and jewelry.

First rate for the hair, removing all dandruff, etc.

The best soap in use for bath, shaving or for the teeth.

All for a shade more than price of ordinary soap.

Packed in boxes of 1 doz. cakes and 6 boxes in a wooden box.

Retails at 15c. per cake.

James Turner & Co., Hamilton

— WHOLESALE AGENTS. —

Worth Watching!

Campers, Cyclists, Fishing Parties and Picnics, all use

"REINDEER BRAND"

CONDENSED GOODS.

Are you selling to them ?

PRUNES { **CALIFORNIA, 25-lb. Boxes**
DATES { **BRIGHT HALLOWEE**
 Sizes, 40/50, 50/60, 60/70

At prices that will please you, and the goods are bound to please the customer.

THOS. KINNEAR & CO.

Wholesale Grocers,
 49 FRONT ST. EAST
 TORONTO.

FOOLISH SENTIMENT.

THERE is too much sentiment in business. The man who is sentimental in business rarely reaches a high pinnacle of success—he worries himself and his neighbors too. He makes mountains out of mole hills. He is like the chronic dyspeptic who looks at life through blue glasses. He is oversensitive when he should not be sensitive at all because sentiment has no part in the life of the energetic, successful, pushing man of business who believes that "business is business" pure and simple.

It comes to our notice that many grocers, who have excellent standing in the towns in which they live and do business, take it as a personal affront when they are asked for references as to their credit by some wholesaler from whom they wish to buy goods and who has no means of determining as to their credit, other than that of a simple request to the grocer to give him (the wholesaler) some information that will protect him in opening a credit account.

In nine cases out of ten, the average wholesaler or manufacturer in Canada is always glad to give credit to those who are entitled to it, because every transaction in life is based on credit. Cash is only the adjusting medium. Mercantile life depends upon credit. Nations cannot exist without

it. There is no man or body of men in the world who do not ask for credit constantly. And they get it, if they are entitled to it. If a stranger came into your store and asked for credit, would he get it? Place yourself then in the position of the wholesaler whom you approach for the first time and ask for credit. Place yourself outside of that circle of your business acquaintances who know that you always pay your bills promptly, and who are willing, yes, even anxious, to sell you goods on time. That is the position in which the wholesaler finds you whose letter you receive asking you for references as to your credit—can you blame him? Should you be sensitive because he makes the request? Wouldn't you do exactly the same thing yourself?

Try to understand credit. Prove that you are loyal, faithful, honest—prove it with the idea in mind that you are not compromising your dignity in doing it. "Foolish Sentiment" in business is often the stumbling block in the path which leads to success. Cultivate credit and always bear in mind that, by increasing your credit, you are increasing your capital. What your neighbors know about you and what the outside world knows are two widely different matters. Let the world know about you, if they take enough interest to ask—but don't be sentimental about it. The successful man is he who can

use the circumstances surrounding him, whether they be favorable or unfavorable, to a profitable end.

FLOUR HIGHER IN B. C.

The Province, Vancouver, May 10, says: "Local flour and feed merchants to-day announce an advance of 20 cents per barrel in all grades of oatmeal. At the back of this announcement there is rather an interesting trade story. For some weeks past it has been known that the supply of oats across the border is very light, and prices have advanced steadily.

"Heavy orders will have to be filled for the north shortly, and American dealers have recently been asking for quotations from British Columbia merchants with a view to having the orders filled here,

"This in itself has had a stimulating effect on the market here. It now leaks out that the supply of oats held on the Coast is not large, and higher prices followed the inquiries from Seattle and other points on the Pacific Coast. A local dealer speaking of the advance in oatmeal to-day said: 'It is perfectly legitimate, as the supply of oats here is short, and many tons will be required in the north before the new crop is ready. I look for another advance in both oats and oatmeal shortly. There has been no attempt to corner the market.'



The Uniform Quality

of **Imperial Cheese** is something that cannot be imitated. While other brands rise and fall **Imperial** steadily holds its position, and its reputation as a pure, delicious, and wholesome food is rapidly spreading over the world.

A. F. MacLAREN & CO., Toronto, Canada.



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MEATS

We think our figures on Canned and Potted Meats will secure your order. . . .

5-Case lots and up, freight paid.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

TORONTO

CANADIAN PRODUCTS WANTED.

The London, England, office of THE CANADIAN GROCER advises that the following are some of the inquiries relating to Canadian trade received at the Canadian Government Offices, London, recently:

1. A linen and bedding firm wishes to correspond with a Canadian exporter of poultry, wild fowl and other feathers and downs.

2. An Irish wholesale house wishes to purchase flake oatmeal, and desires to be placed in communication with Canadian exporters.

3. Inquiries have been received for birch cut in squares, for making bobbins; birch in any lengths up to 1 ft. square, if it can be supplied cheaper than the smaller sizes at present being used. Other wood, such as oak and beech, if cheaper, might be quoted for instead of birch, so long as there is no bark on it.

4. Inquiry is made for the names of lumber firms who are prepared to quote for and supply large quantities of wood blocks suitable for paving purposes and railway sleepers.

5. A firm in Scotland, which claims to be in touch with the principal users of wood flour, asks for addresses of Canadian firms who are prepared to quote prices and submit samples.

6. A general agency firm in Warsaw, Russia, offers its services as agents for the sale of Canadian produce and manufactured goods. It points out that Warsaw is an important market for veneers, rolling boards, etc., and is willing to furnish satisfactory references.

[Those who can furnish the desired information in regard to any of the above inquiries can have the same forwarded to destination through THE CANADIAN GROCER.—The Editor.]

THE COST OF DOING BUSINESS.

At the recent meeting of the Missouri Retail Stove and Hardware Dealers' Association the following question, "What is the cost of a keg of nails sold on a \$2 base?" brought out a variety of answers, differing as the cost of freight and the cost of doing business differed. Mr. Cole submitted the following estimate, supposing the dealer has his own delivery rig, a man to drive it and his own team: Horse feed and driver, 1½ per cent; advertising, 1 per cent; insurance, ½ of 1 per cent; clerk hire and your own salary, 6 per cent; rent, 2½ per cent, the gross cost of doing business being 11½ per cent, which would make the nails cost \$2.22½.

PROFIT IN LOST NOTES.

"It is a fact that, to many minds, no doubt, must be very curious, that the Bank of England has always had a pretty steady source of profit in the loss and destruction of its banknotes," says The London News. "What it has gained of late years in this way we are unable to say, but, during a period of 50 years preceding 1832, the bank had made a clear profit of £1,330,000 from outstanding paper never likely to be presented for payment. When the destruction or the irrecoverable loss of a note can be proved—as in the event of a fire or wreck it can—the bank, of course, will always pay the money it represents, and, even when there is doubt about it, the cash is paid, on security being given for indemnifying the bank should the note ever be presented. The £60,000 worth of paper—or £20,000, as it appears to have been reduced to—taken from Parr's bank will, therefore, not represent a loss unless the crisp little billets have some day to be honored at the Bank of England counter. In that case, the cash paid in exchange for them will have to come out of the coffers of the plundered bank."

F. A. Empey, of Empey Bros., grocers, Rossland, has sold out his Myers Falls, Wash., business, and has started a branch in Boundary, B.C.

FIGS IN TAPS! TAP FIGS!

A large quantity at a **very low price.**

JOHN SLOAN & CO.

Wholesale Grocers.

TORONTO.

PARTIAL COLLAPSE OF THE EARLY CLOSING MOVEMENT.

THE early closing movement, which was inaugurated by the Toronto Retail Grocers' Association, and helped along by the Clerks and Drivers' Association, has made two retrogressive steps.

A few weeks ago, a committee of clerks waited on the grocers of Queen street west, and, a few days later, the grocers of Spadina avenue. They prevailed to such an extent that a written agreement was signed by the Spadina avenue grocers, and an

UNDERSTANDING WAS REACHED

whereby the Queen street west men were to close at 7 o'clock.

The Queen street agreement included every grocery store of any size from Soho to Bathurst Street, except the cooperative store, in which is a grocery department. Those further west had promised to close, but the agreement was broken, and to-day late hours are again the rule. The history of the rupture is told in three interviews which a representative of THE CANADIAN GROCER had with interested parties.

John Butcher, 300 Queen street west, expressed himself as a believer in 7 o'clock closing. "We," said he, "were one of the first two to close at 7 o'clock. Next night Brown Bros., Clancy Bros., and the rest followed suit. We all closed at 7 o'clock till Thursday the following week, when Brown Bros. opened up.

THIS WEAKENED THE REST,

and now we are all open till we feel like closing."

John Guay, 318 Queen street west, was one of the first early closers in his district. When it was understood that the Queen west grocers were going to close, he decided to try it. "We closed for two weeks," said Mr. Guay; "then some of the other fellows started to open, so we opened, too. The fact of the matter is, the fruit season is so near that so much business would be lost from this on, that we would all lose money if we closed at seven. The

TRAVELERS TALK

of early closing as if it were something that every man should do, whether he lost money by it or not; but I often have travelers call on me at night. I have known them to call as late as 11 o'clock. I would like to close early, but I don't want to lose my customers."

Brown Bros., 486 Queen street west, gave early closing a trial, as their competitors were doing it. They advertised that they intended closing at 7 o'clock, while, previously, they had been closing when they

wished, often not till 10 or 11 o'clock. They kept to this resolution from Tuesday one week to Thursday the next, then decided that, as the cooperative store would not close its grocery department, neither would they. "You see," said Mr. Brown, "we are

IN BUSINESS FOR MONEY,

not for glory or fun, as we could not afford to close down while the cooperative was open. Besides, some of the small stores were open. We intend closing at 9 o'clock, except on Fridays and Saturdays. And we open at 7.30 instead of 7 o'clock in the morning. We may, in this way reduce the hours of labor till we close at 7 or 8 o'clock. We give our clerks two nights a week off. At present, there is little hope of our closing at 7 o'clock."

The Spadina avenue agreement was signed by all the grocers on the avenue, but has been broken already by one signer.

As a result of this break, Wm. Moore & Son, 402 Spadina avenue said: "We will

NEVER SIGN SUCH AN AGREEMENT AGAIN.

We will close if our neighbors do. In fact, we have not yet stopped closing, for we will close at 7 this week at least. But it is aggravating for a grocer to rigidly keep to such an agreement and find that his competitor, who also signed it, is publicly breaking it. We believe 7 o'clock is the right hour to close, and that the grocery trade throughout the city would be benefited by closing early. But, when, because one small store on another street opens, I see my neighboring competitor's knees weaken, and his good resolutions broken, I wonder if the grocery trade deserve shorter hours."

At Mr. Moore's advice, R. B. Powell was visited. "We had an agreement," said Mr. Powell, "but Bush, on College street, kept open, so I opened right up. I think early closing a good thing, but the grocers won't keep to it. I sign petitions and agreements often, but every time they have been broken.

I WON'T CLOSE

if my competitors don't."

So far as Spadina avenue and Queen street west are concerned, with the exception of one or two independent merchants like W. Moore & Son, early closing is a dead letter.

On Queen street east the more important grocery stores are closing, most of them at 8 o'clock.

Wm. Radcliffe, 348 Queen street east, is closing at 7 o'clock. "I am

CLOSING AN HOUR EARLIER THAN THE REST of the grocers in the east to show that I thoroughly believe in early closing. Seven o'clock is the right hour to close. It is not right or just that any man should have to work the long hours that grocers and their clerks have to. They do not get out of life what they should. If the grocers had more sense and courage there would be no difficulty in closing at 7 o'clock. I hope those in the east will keep to 8 o'clock at the latest. I am going to give 7 o'clock a good trial. You know we did close one year at 7 o'clock, and found the year one of the most profitable in my business."

J. D. Kelly, of Kelly Bros., Queen street east, chairman of the early closing committee of The Retail Grocers' Association, when asked his opinion of the present condition of affairs, said: "The policy of our committee from the first has not been that of getting up agreements, or making radical changes. There is something of

A BULLDOZING NATURE

about an agreement which causes some men to sign it with the intention of breaking it on the merest pretence. Then, when a grocer, who keeps open till 10 o'clock, starts to close at 7 o'clock, he makes such a big change that it takes more determination to keep to the new hour than most of them have got. Though many of the grocers on Queen and Spadina did not keep closed very long, the movement is steadily gaining ground. Our plan, you know, is to convince grocers individually that they can close earlier. In this way work is being done, and constantly we hear of one or another who has started to close at 9 o'clock instead of 10 or 11 o'clock, at 8 instead of 9 o'clock, or at 7 instead of 8 o'clock. And the people of Toronto are beginning to think of the hours their grocers have to work. The movement is progressing."

MYSTERIES OF THE TRADE.

"These are this year's pecans, are they?"

"Yes, sir."

"How do you sell them?"

"Six cents a pound."

"How much are those in the next barrel?"

"Sell you those for 15c. a pound."

"They look just like the others. What makes them so much higher?"

"They're—they're next year's pecans, sir."—Chicago Tribune.

Total shipments of Californian oranges for the season to May 13, according to statistics received by the Fruit Buyers' Union, amounted to 8,943 cars, against 10,544 cars for the same period last year.

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The Last Call

BOSNIA PRUNES

CALIFORNIA Prunes

“ Fancy Evaporated Pears
 “ Extra Choice Apricots
 “ Silver and Ruby Prunes

PRICES RIGHT.

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

TORONTO

Wholesale Grocers
 Manufacturers, Importers of Teas.

HINTS TO BUYERS.

SHREDDED whole wheat biscuit, postum cereal, grape nuts, and Cook's flaked rice are in stock with The Eby, Blain Co., Limited.

“Horseshoe” salmon is being offered by H. P. Eckardt & Co.

John Sloan & Co. have a nice fancy Japan rice in stock.

T. Kinnear & Co. are in receipt of a shipment of Keiller's marmalade.

Clark's assorted soup, pint tins, is in stock with The Eby, Blain Co., Limited.

W. H. Gillard & Co. have still on hand a few crates of fig jam in 7-lb. pails, 6 to a crate.

T. B. Escott & Co. are closing out their canned peas at low prices. They court inquiries.

Booth & Co. are now receiving Restigouche salmon, which they are selling at 35c. per lb.

T. Kinnear & Co. have taken into stock a shipment of “Albert” sardines in ¼'s, ½'s and 12-oz.

Good liquoring Indian and Ceylon teas may be procured from Lucas, Steele & Bristol at 16c.

John Sloan & Co. have a large consign-

ment of Armour's pork and beans in tomato arriving this week.

A shipment of English dairy salt, in 56-lb. bags, has been received by The Eby, Blain Co., Limited.

H. P. Eckardt & Co. have received samples of new Japans. Stocks will be along in a few days.

Rock Point Baltimore oysters, 1's and 2's, have been passed into stock by the Eby, Blain Co., Limited.

W. H. Gillard & Co. report the sale of several hundred cases of “New York” ginger ale so far this season.

“Only a few bags of rolled oats are left unsold of the car which we advertised in last week's GROCER,” say John Sloan & Co.

A shipment of “Royal” salad dressing, pints and half pints, and “Crown” celery salt is in stock with The Eby, Blain Co., Limited.

A shipment of Gidney's “Jubilee” brand of canned finnan haddie, first of the season, has been distributed among the wholesale trade the past week.

T. B. Escott & Co. write: “New coupon system adopted May 1 with our ‘Grand Mogul’ tea, coffee, baking powder, flavoring extracts, mustard, cream tartar and soap is proving very satisfactory

to all the trade, so much so that the demand is so great that it is impossible for the manufacturers to ship orders promptly, and, therefore, ask the indulgence of the buyers for a few days.”

“Cake Walk” molasses has arrived in store with Lucas, Steele & Bristol, barrels and half barrels, also another lot of the standard “Bargain” goods.

A. F. MacLaren & Co., Toronto, are offering a fine lot of white and colored September cheese, nice fat cutting stock. There are only a few of each left.

“We have a couple of carloads of lard, bought at the lowest point in the market, which we are offering below the present market value,” write T. B. Escott & Co.

“Empire” baking powder can now be had from Lucas, Steele & Bristol in ¼ and ½'s as well as 1 lb. Their “Empire” extracts are now in square and triangular bottles instead of old flat ones.

John Seymour, Brampton, Ont.; F. A. Moore, Deer Park; E. E. Slaght, W. J. Clark and Thos. McLaughlin, of Toronto, have obtained charter to manufacture and deal in gas, water and electrical meters, appliances, motors and machinery, under the title of The Seymour Meter Co., with a capital of \$40,000.



A UNIQUE PRODUCT

There are two classes of marmalade in this country—Imported and Canadian. The former is all right, but dear; the latter has the quality of the former, but much better value—if it's **UPTON'S**.

FOR SALE BY ALL JOBBERS.

In 1-lb. Glass Jars, \$1.00 per doz.
 In 7-lb. Wood Pails, 7½c. per lb.

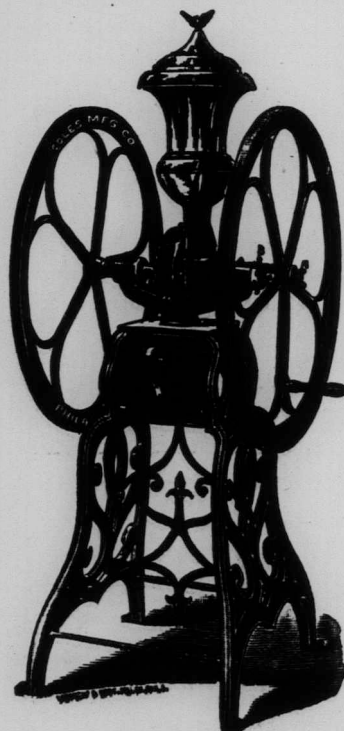
Henry Wright & Co., Toronto

Selling Agents for Canada.

SALMON

WE HAVE SEVERAL GOOD BRANDS OF SOCKEYE, INCLUDING HORSE SHOE, LYNX, MONOGRAM, ETC.

H. P. ECKARDT & CO., TORONTO.



Notice.

Having introduced ourselves, we now wish to make a few claims.

Your first consideration naturally is—to buy the best mill at the lowest price.

We Claim to have the easiest and quickest Grinders.

We Further Claim to have the most effective and accurate Adjustment.

We Again Claim that our Grinders will give you the longest service.

And for all this you pay nothing extra, even though we have patents on our mill.

No. 18
Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N. B.
FORBES BROS., Montreal.

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

There's no disagreeable stickiness, no permeating scent, no irritation from Wool Soap using--it gives the skin the clean freshness of a "dip in purity."

Swift and Company, Makers, Chicago.

Canadian Representatives:
W. T. Strong & Co., London. Thos. H. Goldring, Toronto.
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WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

**CANADIAN GOODS FOR FRANCE
VIA ENGLAND.**

CANADIAN goods consigned to merchants in Great Britain are frequently, as a good many are aware, re-exported to other countries. Among the countries to which these reexported goods go is France, between which and Canada a commercial treaty exists, and under the provisions of which certain goods the product of the Dominion entering the French republic are assigned the privileges of the minimum tariff.

As the English merchant disposes of, to various buyers, the Canadian goods consigned to him, the sales he makes to customers in France seldom, if ever, comprise the whole of the original shipment, hence the certificate of origin which accompanies the whole consignment is no longer of effect. With a view, however, to getting over the difficulty, the English merchant has been in the habit of making out a certificate himself for the particular part of the consignment going to France, certifying that the goods comprising it were of Canadian origin. The French authorities have, however, refused to accept these certificates, declaring that goods, in order to enjoy the privileges of the

minimum tariff, must be accompanied by certificates delivered by the authorities of the country of origin.

The British Chamber of Commerce in Paris took the matter up with a view to securing a way out of the difficulty, and, according to the last monthly circular of the Chamber to hand, its efforts have not been abortive.

It has not succeeded in inducing the French Customs authorities to accept the certificate issued by the British merchant, but a letter which the Chamber has received from the director of Customs at Paris states that "when importers into France can show only a collective certificate, it has been admitted that each shipment into France should be accompanied by an extract upon stamped paper of the collective certificate, showing the number of parcels or cases, the marks and numbers, the weight and description of merchandise." These extracts are to be certified as correct by the local chiefs of Customs of the ports where they are made.

By this means, not only will fraudulent practices be prevented, but the Customs officials in France will be able to identify merchandise comprising the shipment, whether it be the whole or part of that in the original consignment.

The British Chamber of Commerce in Paris is entitled to the thanks of Canadians as well as that of the English merchants directly affected.

MR. ASHDOWN FOR THE SENATE.

A press despatch from Winnipeg says it is rumored that Mr. J. H. Ashdown, of that city, is to be appointed to the Dominion Senate in the place of the late Senator Boulton.

It is to be hoped the rumor will turn out to be a reality.

Mr. Ashdown's business qualities are his recommendations.

He went to the West some years ago from Toronto, and has built up in Winnipeg one of the most successful wholesale hardware houses in the country.

The qualities which enabled him to make his business successful are qualities which will enrich the Senate.

The Government has, on the whole, been wise in its appointments to the Senate lately, most of those appointed being men who

have earned for themselves reputations as capable and successful business men. By appointing Mr. Ashdown it will further exhibit its wisdom.

TRUCKLING TO BARGAIN-HUNTERS

THE bargain-hunter is an evil genius in business, but too many merchants encourage rather than discourage him in the pursuit of his hobby.

Instead of throwing him off the scent by holding up to his attention goods of quality they keep him on the scent by persistently holding up to him goods of poor quality.

It is not price, but merit which ought to sell goods, and, as it pays the merchant best when he is doing business on this principle, it is obviously shortsighted for him to follow a contrary course.

Instead of pushing low-priced, push the high-priced goods. Keep the latter going and the former can be depended upon to take care of themselves.

Merchants who keep hammering away at quality will eventually earn a reputation for quality. Truckling to bargain-hunters can no more bring this about than can good characters be acquired by companionship with the disreputable.

EXPORTS OF INDIAN TEAS.

The Indian export tea trade continues to increase. Exports from Calcutta during the season 1898-99 aggregated 154,065,244 lb., compared with 148,293,367 lb. in 1897-98. In 1896-97 the figures were 146,512,840 lb.; in 1895-96, 133,821,555 lb.; in 1894-95, 125,445,777 lb.; in 1893-94, 123,600,507 lb.; in 1892-93, 112,547,462 lb.

The quantity exported during the past season was distributed as follows: Great Britain, 135,402,527 lb.; Australia and New Zealand, 6,293,950 lb.; America, 3,232,027 lb.; other countries, 9,136,740 lb.

While the quantity of tea exported to Great Britain steadily increases year by year, it is worthy of note that the greatest increase is with other countries, Australia and New Zealand.

The quantity sent to Great Britain in 1898-99, for instance, was 10.50 per cent. larger than in 1897-98, while the increase to America was 30 per cent. and to "other countries," 73 per cent. The exports to Australia and New Zealand were rather smaller than in 1897-98.

THE SUGAR AGREEMENT IN DANGER.

THERE is danger of a collapse of the sugar agreement which has existed between the wholesale houses and the refineries since October 8 last.

About 9.30 on Tuesday morning, an official telegram was sent out by the president of the Dominion Guild suspending the equalization rate system, but stating that while domestic and foreign sugar would thereafter be sold on the open market the usual terms and discounts would still obtain. About three hours later, however, another message was received by the various members of the Guild, notifying them that negotiations had been opened with a view to the continuance of the agreement, and asking, therefore, that the old prices be in the meantime maintained.

Still later in the day, a preliminary meeting was held in Toronto, representatives of the wholesale trade being present from Hamilton as well as those of the former city. In Montreal the local wholesalers also held a meeting, being in session from 5 p.m. to 9 p.m., but without arriving at an agreement, and granulated is now selling there at \$4.50 and yellows at \$3.75 upward.

Whether the equalized rates will be revived remains to be seen. A few days will decide. At present the prospects are not very bright, particularly in view of the fact that one wholesale house has become disaffected.

The cause of which the present difficulty is the effect is the war that is being waged by the Sugar Refining Company and the independent refineries in the United States, and the consequent employment of Canada as a dumping-ground.

For some months the importation of sugar from the United States has been a subject of irritation to the wholesale grocers in Canada, as they, on account of their agreement with the refineries, handled nothing but domestic sugar.

As the sales of United States sugar increased their sales naturally decreased. Ultimately, therefore, with a view to being put in a better position to compete with the imported product, they proposed a revision of the agreement with the refineries.

Under the equalized rate system, which went into operation in October last, the

wholesalers obtained a rebate from the refineries which earned for them a profit of about 4 per cent. When it is considered that it takes at least $5\frac{1}{2}$ or 6 per cent. to conduct a wholesale grocery business, it is obvious the profit on sugar under the equalized rate system did not contribute a great deal to the cost of doing business. But the equalized rate system prevented the demoralization of the sugar trade. Consequently, the wholesalers desire its continuance.

Small as the profit of 4 per cent. is, the wholesalers, in their negotiations with the refineries, offered to accept a reduced rebate that would mean a profit little better than 2 per cent., on condition that the refineries would reduce their price on sugar to a sufficiently low figure to enable them (the wholesalers) to meet the competition of United States sugars.

The reply of the refineries was in effect, that as the margin between their selling price of the refined article and the cost of the raw product was already too small, they could not comply. Then followed the suspension of the equalized system rate already noted.

It is to be hoped the negotiations now pending may not prove abortive, for a demoralized sugar market is satisfactory to no one—refiners, wholesalers, or retailers.

Had the Dominion Government complied with the joint request of the wholesalers and refiners for a countervailing duty on bountified sugar there would not now be the threatened demoralization of the Canadian sugar trade. The competition which the makers and the dealers in sugar in Canada are subjected to, on account of the war among the refineries in the United States and the rebate on exports which aids them in making Canada a dumping ground, is unfair, and warrants the Dominion Government taking some action to at least minimize its influence.

A merchant has sometimes got to keep his temper in order to keep his trade.

VALENCIA RAISIN PROSPECTS.

The prospects for a good yield of Valencia raisins are bright. The weather during April was good, and, according to latest advices,

the conditions in this respect continue favorable. Unless something unforeseen takes place it is expected that the crop will be earlier and better than last year.

THE NEGLECT OF BUSINESS LEGISLATION.

ALTHOUGH the Dominion Government was not the author of the insolvency bill which was withdrawn last week, yet it was responsible for its withdrawal. The statement of the Premier proves that.

Great as is the need of an insolvency law covering the Dominion, the fate that Mr. Fortin's bill has experienced is no surprise. On the contrary, the surprise would have been had it become law.

To say nothing of the home demand for the law, there was the necessity for it in order that the Dominion might be put right in the eyes of exporters and others in Great Britain, a great number of whom look upon the negligence of the Dominion Parliament in this respect as little short of dishonest.

But business men may want. Governments, either Liberal or Conservative, do not, as a rule, comply with what business men want.

One railway company can put an army of politicians to flight, but one politician can, as a rule, withstand many business men.

Such a condition of affairs does not bode well for the commercial interests of the country. But all the fault does not lie with the politicians.

The trouble is the business men of the country have been more wedded to their respective parties than they have been to their business. They know a certain course should be taken by those in power, but because of their supineness the desideratum is seldom forthcoming. They advance their arguments, but do not back them up by substantial force. They bring out their cannons, but they load them with neither shot nor shell. And politicians, like soldiers, are not afraid of unloaded weapons.

When the business men of this country have strengthened themselves by weakening their party ties, they will be able to present such a front to whichever party may be in power that when they want a thing they will get it, be it an insolvency or any other necessary law.

Until then they should either stop parading or put ball in their cartridges.

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Robertson discussed mold butter is with its methods

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MOLD IN BUTTER.

AT THE recent meeting of the Butter and Cheese Association, of the Montreal Board of Trade, Prof. Robertson, Dominion Dairy Commissioner, discussed at some length the problem of mold between the parchment paper in which butter is packed and the butter, and also with the mold in cheese cases. He dealt with its cause and effect, and the best methods to be adopted for its prevention.

After an exhaustive series of experiments, conducted under his own supervision in different creameries, he had come to the conclusion that the most efficacious method of combating the evil, and one that he had perfect faith in, was by the use of formaline in conjunction with brine. He stated that if the parchment papers were soaked before being used for packing purposes in a solution composed of $1\frac{1}{4}$ ounces of formaline to 1 gallon of brine it will be found to be an absolute preventive of any vestiges of mold. Formaline is not in the least poisonous, almost odorless and tasteless, and has absolutely no ill effects upon the butter.

Prof. Robertson also emphasized the efficacy of formaline vapor. Anything kept in this vapor will remain free from mold for an indefinite period. It must not be imagined from this, however, that formaline preserves butter or meat; it does not. Prof. Robertson laid particular stress upon this fact.

In the general discussion which followed, it was pointed out that one of the greatest troubles which butter and cheese merchants have to contend with at present is that the butter so frequently tastes strongly, from 1 inch to $1\frac{1}{2}$ inches deep all around the case, of wood sap. This was due to the fact that the boxes were constructed of green wood. It was suggested that the Government be requested to issue a general circular to creameries, advising the use of dry wood in the manufacture of boxes.

In reply to questions, Prof. Robertson said that they had done no careful work yet in the way of trying to prevent mold in egg cases. He kept a good many eggs last year by small lots to test the relative keeping qualities of fertile and unfertile eggs, and he found no difference at all. The eggs were kept from July until last week, when

they were cooked, and he could not detect any discernible difference either in color, odor or amount of shrinkage. He had eight different lots, which was a fair average for getting information from. He did not want to explode a theory that was not ready to be exploded, but he found no difference between fertile and unfertile eggs.

MOLASSES EXCITED.

THE Barbadoes molasses market continues excited at primary points, the latest cable on Monday noting a decline of 1c., making the first cost 16c. This is an advance of 4c. per gallon, the opening price on new crop molasses being 12c.

At this time last year new molasses was selling at 12 to 13c., having opened slightly under those figures.

Last week the market was highly excited, sales being reported at 17c., and even higher than that. It is evident, however, that these figures were due more to speculation than legitimate demand, as this week's decline attests.

Naturally, the feeling on spot in Canada is firm as a consequence of these high prices at primary points, and the Wholesale Grocer's Guild late last week advanced their price 2 to 3c. per gal., as will be noted in the regular market reports.

Letters from the Island state that the weather has been favorable to reaping—hot and dry—but rain would be very acceptable for the plants. It is fortunate that planters are obtaining high prices for produce, as the crop is very disappointing. We hear of one estate, already finished, having made less than half its average crop. The shipments to date amount to 6,512 hogsheads sugar and 6,353 puncheons molasses; at same time last year, 11,529 hogsheads sugar and 11,920 puncheons molasses.

It is easy to turn beets into sugar, but it is difficult to turn deadbeats into cash.

CURRANT CROP OUTLOOK.

The deficient rainfall in Greece last autumn and winter naturally had its effect upon the currant gardens, but, according to the latest advices from that country, the conditions are more favorable, and the crop is progressing favorably. At the same time, however, it is anticipated that the yield will be comparatively small.

DROPS FROM THE EDITOR'S PEN.

A tidy store denotes a tidy merchant.

He who gives credit often gives dollars.

The assistant with a repulsive manner is a misnomer.

A good business cannot be built up by bad methods.

Be pleasant before the customer as well as before the camera.

Training is essential for business as well as for athletic events.

Fast living usually means slow progress in business or any other avocation.

A business man can only win fame by the goods he keeps and the methods he employs to sell them.

An exaggerated advertisement may sometimes make people talk, but it will not always make them buy.

The \$20,000,000 coffin trust which is being formed across the border is designed to put off the burial day.

The more interest a young man takes in his employer's business the more is he contributing to his own success.

It is too bad that, just as the free silverites are starting their quadrennial campaign in the United States, the announcement should be made that the world's output of gold last year increased by \$50,000,000.

LUMSDEN BROS.' WAREHOUSE.

Lumsden Bros., wholesale grocers, are now comfortably settled in their new warehouse, the Smith & Keighley building, No. 9 Front street east. The business offices are on the left-hand side of the entrance, and the sample-room is on the right. The sample-room is particularly nicely arranged and reflects a great deal of credit upon the firm.

CHINA BLACK TEAS MARKET.

The market for China black tea has opened. Advices to hand state that in the Khemun district prices rule 20 per cent. higher than last year, while in the Ninge Low district the conditions as to price are the very opposite.

The Reasons Why It Sells! Because it has "selling qualities" ahead of all others.

"SALADA"

CEYLON TEA

There is no more risk in handling than there is in Sugar, it is so greatly appreciated.

32 Yonge St., TORONTO

St. Paul and St. Sulpice Sts., MONTREAL

Ivory Bar

IS PUT UP IN

1-lb. bars.
2 6-16-lb. bars. } 60 bars in box.
3-lb. bars.

Ivory Bar Twin Cake

12-oz., 100 cakes in box.

Quotations for "Ivory Bar" and other brands of Soap furnished on application.

The BRANTFORD SOAP WORKS CO.
Limited

F. E. JODERY & CO.

PRODUCE AND PROVISIONS.
Commission Merchants

BUTTER, CHEESE, EGGS,
GAME and POULTRY,
and all kinds of
COUNTRY PRODUCE

Sold on Commission
Reference—Merchants Bank of Canada.

8 and 10
Lemoine Street, **MONTREAL**

All enquiries by letter or telegram promptly answered.

THE COWAN RAMSAY CO., LIMITED
IMPORTERS OF TEAS

RED CROSS TEA

in lead packets, and

CLUBHOUSE

in 2 lb. Cartons, 50 and 100-lb. Tins.

These brands are registered, and the quality guaranteed by us.

SEE OUR
BANNER
WASHBOARD
for the best 25 cent line made.
WALTER WOODS & CO.
HAMILTON

HORSE HAIR.

Have you any? We buy it.

GEO. ROSSITER & SONS

10-14 Pape Avenue

TORONTO

N.B.—20 years in use and everybody well satisfied with the Old Favorite.



TRADE MARK REGISTERED

All respectable grocers from the Atlantic to the Pacific keep it for sale, because it pays to do so, there being no old, unsaleable stock in "Horseshoe Salmon."

Every consumer should use it because it is the BEST and every can is warranted good, or money returned; so take no other, and be happy.

This Brand is packed from the finest Fraser River Sockeye Salmon, by

J. H. TODD & SON,
Victoria, B.C.

Who are also packers of the well and favorably known brands of **Beaver, Columbia and Tiger**, all guaranteed good Red fish.

AGENTS:
Geo. Stanway & Co., Toronto, Agents for Ontario.
W. S. Goodhugh & Co., Montreal, " " Quebec.
J. Hunter White, Esq., St. John N.B.
Agent for Eastern Provinces.

Tees & Perse, Winnipeg, for Manitoba and N.W.T.

NEW COUPON SYSTEM ADOPTED MAY 1st.

GRAND MOGUL

Tea, Coffee, Mustard, Baking Powder,
Cream Tartar, Soap, Flavoring Extracts.

EVERY ARTICLE A TRADE-WINNER.

The best value in Canada at the price. The large number of orders are so much in excess of what we expected that we are unable to ship promptly. We, therefore, ask the indulgence of our friends.

SEE OUR AD. in...
MAIL & EMPIRE
MAY 23rd.

T. B. ESCOTT & CO.,

Wholesale Grocers, Importers
and Manufacturers,
LONDON, ONT.

A Standard Soap
 A Standard Price
 but more
 than a Standard
 Profit



Retails
 at
 5 Cents
 It pays to
 push it

ings are so large that a decline of 8c. has followed the drop in prices last week, the price now being 70c. for cars. The street market is also weak, farmers selling on the market at 70 to 75c.

BEANS—Prices are unchanged. Demand is fair. Hand-picked are worth \$1 to \$1.10; medium grades, 85 to 90c.

DRIED AND EVAPORATED APPLES—There is little doing. An inquiry from the Northwest has been received for a car lot or more at 5c. at any point in Ontario. Local jobbers will not pay more than 5c. Toronto for large lots, but in a small way they are quoting 5½ to 6c. as a selling price. Stocks of evaporated apples are very light, so the local jobbing trade, though it is quiet, is likely to absorb holdings. Not more than 9c. outside would be paid, but for the local jobbing trade 9½ to 10c. is asked.

MAPLE PRODUCT—No change. Demand quiet. We quote syrup as follows: Imperial gallon tins, \$1 to \$1.10; wine gallon tins, 85c. Maple sugar is quoted at 9c.

VEGETABLES—Rhubarb, radishes, and spinach are arriving much more freely, causing a reduction in prices. We quote as follows: Rhubarb, 20 to 30c.; radishes, 15 to 25c. per dozen bunches; spinach, 75c. to \$1 per bush.; green onions, 5 to 10c. per doz.; asparagus, 30 to 60c. per doz.; celery, \$1.25 per doz.; lettuce, 20 to 30c. doz. bunches; cabbage, per doz., \$1 to \$1.25; parsley, 20 to 25c. per doz. bunches; turnips, 50 to 60c. per bag; beets, 50 to 60c. per bag; parsnips, \$1 per bag; carrots, 30 to 50c. per bag; onions, Danvers, \$1.40 per bag. Imported vegetables are arriving in liberal quantities. Cabbages are selling at \$4 to \$4.50 per crate; peas at \$1.75 to \$2.25 per bush.; cucumbers, at \$3

per bush.; tomatoes, at \$4 to \$4.50 per crate.

BUTTER AND CHEESE.

BUTTER—The quality of dairy large rolls that have been coming forward has been quite inferior. Though an improvement is beginning to show itself, poor stuff is still offering. Some good pound prints are offering, but the best dairy stuff is coming in pails and tubs. A little grass creamery is offering. The feeling regarding both dairy and creamery is easier, dairy tubs being 1c. cheaper, and creamery prints and squares ½c. cheaper.

CHEESE—New cheese is offering freely. The quality is improving, so that old cheese is not sought as eagerly, and, as a consequence, the latter has declined ½c. New cheese is worth from 9½ to 10¼c.; old, from 10½ to 11c.

FISH.

Restigouche salmon is commencing to offer at 35c. per lb. Shad is done. North shore whitefish is 1c., speckled trout, 5c., and large herrings ½c. cheaper. We quote: Erie fresh whitefish, 8c.; North Shore whitefish, 7c.; North Shore trout, 7c.; speckled trout, 25c.; perch, 4c.; pike, 6c.; frogs' legs, 35c.; eels, 6c.; bullheads, 4c.; herrings, large, 4c.; halibut, 10c.; steak cod, 7c.; salt water fresh haddock, 5c.; B. C. salmon, 17c.; Restigouche salmon, 35c.; Labrador herring, \$4 per bbl. and \$2 per half-bbl.; Digby herring, 9 to 10c. per box; Halifax herring, \$1.50 to \$1.65 per 100; cod, in 1-lb. blocks, 6½ to 7c. per lb.; boneless fish, 4 to 4½c. per lb.; boneless fish in 1-lb. blocks, 5½ to 6c.; ciscoes, 60c. to \$1.25; haddies, 8 to 9c. per lb.; lobsters, 15c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—A decidedly firm feeling is manifested, owing to higher markets both in the United States and Great Britain. Some holders are not offering, in the anticipation of higher prices. On cars outside, 70 to 71c. is offered. The local street market shows some activity in wheat and oats. We quote this market as follows: Wheat, white, 73 to 73½c.; red, 74c.; goose, 66c.; peas, 63 to 65c.; oats, 36 to 38c.; barley, 44 to 46c.; rye, 52 to 54c. No. 1 hard Manitoba has advanced 1 to 2c., and is now quoted at 82 to 83c., Toronto.

FLOUR—All Ontario and Manitoba grades are firm. Manitoba patents and Ontario straight roller are 10c. dearer. We quote: Manitoba patents, \$4; Manitoba strong bakers', \$3.60 to \$3.70; Ontario patents, \$3.60 to \$3.70; straight roller, \$3.30 to \$3.35, Toronto freights.

BREAKFAST FOODS—Standard oatmeal and rolled oats are 25c. cheaper. We quote: Standard oatmeal and rolled oats, \$3.75 in bags and \$3.85 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL.

HIDES—The market is steady. We quote cowhides: No. 1, 8¼c.; No. 2, 7¼c.; No. 3, 6¼c. Steer hides are worth ½c. more. Cured hides are worth 8¼ to 9c.

SKINS—The easy feeling has resulted in a decline of 1c. in veal hides. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 7c.; dekins, from 30 to 35c.; culls, 15 to 20c. Sheepskins are coming in slowly at 90c. to \$1, and lambskins at 20c.

WOOL—Prices are unchanged. Fleece, is easy 13c., and washed at 8 to 8½c.

are choice eating and cooking Figs. Put up in **1-LB. CAKES**—each wrapped and packed in special Caddies, containing 4-doz. cakes.

Cost you 7½c. and sell from 10c. to 15c. No scraping goods out of bags or mats; no dust and dirt nor loss of weight, time and custom, but

CHOICE GOODS THAT SELL AT SIGHT.

Half size sample mailed on receipt of 5c. in stamps; or, to meet numerous requests, we will on receipt of value (\$3.60) ship and prepay freight on 1 caddy to any part of Ontario. State name of your wholesaler in ordering.

W. B. BAYLEY & CO., Ontario Agents, 59-63 Front St. East, TORONTO

Corona
 Golden Figs

Excelle
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 PINEA
 CUCU

Excellent Reasons, are they not?
Why grocers should handle



They give you a fair margin of profit.
They give you a reputation for handling superior goods.
They give you entire satisfaction

McLauchlans' Cream Sodas.

Biscuit Manufacturers **J. McLAUHLAN & SONS,** OWEN SOUND.

CANADIAN

Manufacturers and Shippers who are not represented in

WINNIPEG

Will do well to correspond with me.

E. NICHOLSON

124 Princess Street, Winnipeg, Man.

Successor to W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

Established 1882. 16 years' experience.

Toronto Salt Works

TORONTO, ONT.

Write us for SALT of any kind.
Also SALTPETRE, car lots or less.

SARNIA Water White Lamp Oil. . .

Equal to the best American Water White Oil. Test it and be convinced. Genuine is branded *Sarnia Water White*. Wholesale only by The QUEEN CITY OIL CO., Limited. TORONTO, ONT.

We solicit consignments of

**POULTRY
ROLL BUTTER
FRESH EGGS.**

Highest prices obtained. Quick returns.

The Wm. Ryan Co. Limited

70 and 72 Front St. East, TORONTO

SALT

No change is reported. A good business is being done. We quote at Toronto: Canadian salt, carload lots, \$1 per bbl., and 65c. per sack of 200 lb.; less than carload lots, \$1.05 per bbl., and 70c. per sack. At the wells, we quote F.O.B., barrels, 70c.; sacks of 200 lb., 45c. English salt is quoted at 48½c. per sack of 154 lb.

MARKET NOTES.

Veal hides are 1c. cheaper.
Jamaica ginger is advised 2s. 6d. lower.
Standard oatmeal and rolled oats are 25c. cheaper.
Pepper, especially black, is tending higher in the outside markets.
Dairy tubs are 1c., and creamery prints and squares are ½c. cheaper. Old cheese has declined ½c.
Strawberries are 2c. per quart dearer.
Lemons have advanced 50c. per box. Messina oranges in boxes are done. Half boxes are selling at \$1.75 to \$2.

QUEBEC MARKETS.

MONTREAL, May 25, 1899.

GROCERIES.

THE grocery market has presented nothing striking in the matter of changes since last report. Demand for sugar is reported as disappointing, while molasses continues to advance at primary markets. Tea was moderately active, and there is some inquiry from jobbers for dried fruit, especially raisins. Spices are dull, but firm. Coffee displays no change, and there has been an active business in green fruits of all sorts.

WANTED...

One or two tons of Raspberry Pulp as trial sample for Essence manufacturing. If found suitable, larger supplies will be required.

Offers for season delivery to

IDRIS & CO., Limited

Camden Town LONDON, N.W., ENG.

SMOKED MEATS

QUALITY COUNTS.

The MAPLE LEAF Brand combines all the qualities demanded by the highest class trade. There is nothing better. If you are not already a customer of ours a sample order will convince you.

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants
76-78-80 Front St. E. - - TORONTO.
Curers of the MAPLE LEAF Brand Smoked Meats and Pure Lard.

CONSIGNMENTS SOLICITED

Our specialties
**POULTRY, BUTTER,
EGGS, HONEY.**

We buy Dried Apples. Send us samples and we will offer you.

Correspondence Invited.

Rutherford, Marshall & Co.

68 Front Street East, Toronto.

THEY HAVE ARRIVED

Fancy November Cut Lemons

Place Your Orders Early.

STRAWBERRIES
BANANAS
TOMATOES
PINEAPPLES
CUCUMBERS

In stock.

51 East Front St.

CLEMES BROS.

SUGAR.

The local sugar market is featureless, and refiners report that demand is very disappointing for the season. Prices show no change from those quoted a week ago. Abroad there has been some advance in the raw sugar market, and prices for beet show an advance of $2\frac{1}{4}$ to 3d. May, 11s. $1\frac{1}{2}$ d., and June, 11s. $2\frac{1}{4}$ d.

SYRUPS.

There has been no improvement in the syrup market, and demand is slack at $1\frac{3}{4}$ to $2\frac{1}{4}$ c., as to quality, at the factory.

MOLASSES.

The molasses market continues excited, and, as a result of continued advance at primary markets, the jobbing price here was advanced 2 to 3c. to 37c. car lots, and 38c. for single puncheons. Demand for new stock has been good, but the volume of business transacted is small, owing to the difficulty of filling orders. New York houses are offering Antigua stock in this market at 33c., and sales have been made at the price.

CANNED GOODS.

The chief movement in canned goods has been in corn, round lots of the vegetable being actively inquired for, and buyers had to advance their bids from $87\frac{1}{2}$ to 90c. before they could get any stock, while small lots are held firm at 95c. Tomatoes are easier and have been offered here at $2\frac{1}{2}$ c. decline at 80 to $82\frac{1}{2}$ c. Peas rule quiet and steady at 80c. The new pack salmon season has not opened out yet, and business in spot goods is quiet.

DRIED FRUITS.

A fair inquiry has been noted for dried fruits during the past week, and, as supplies are limited, the tone of the market is rather firmer and prices have an upward tendency. Some sales of Valencia selected raisins have been made to jobbers at 5c., but holders are now asking wholesale grocers $5\frac{1}{4}$ c. for this grade of stock. Fine off-stalk have sold at $3\frac{1}{2}$ to 4c.

RICE.

There has been a fairly active trade in rice, and values are steady, as last quoted.

COFFEE.

Business in coffee is quiet, the demand being only for small lots, chiefly for Rio at 7 to 9c., and Maracaibo at 11 to 12c.

SPICES.

Demand for spices has been rather slow, but the tone of the market still holds very firm. Cables on pepper are very strong, both in black and white stock. Nutmegs and pimento are also very stiff.

TEAS.

The chief news of the week has been the demand for Pingsueys, and some large sales

are reported to New York and Chicago buyers in this market. Ceylons are quiet and firm. Cable advices from Japan reported an active tea market, settlements so far this season amounting to 32,000 piculs, against 28,000 piculs last year. Prices were reported slightly easier, and the demand, it was stated, has been largely speculative, as neither Canada nor the United States has been an extensive buyer.

GREEN FRUITS.

The past week has been an active one in green fruits, and a good trade was done in all lines of goods. There is a very good demand for oranges at \$2.50 to \$3.75, and lemons, also, command a good sale, at \$1.50 to \$3.25 per box. Bananas have been in limited supply, and prices have been well maintained at \$1.60 to \$1.75 per bunch. Strawberries are a glut, and sell as low as 7 to 10c. Pineapples range from 8 to 17c, and tomatoes are stiff, at \$4.50 to \$5 per carrier.

COUNTRY PRODUCE.

EGGS—Demand was fair, and prices firm at 11 to $11\frac{1}{2}$ c. for choice, and at $9\frac{1}{2}$ to 10c. for No. 2 per doz.

MAPLE PRODUCT—There was no change in maple product. We quote: Syrup, in wood, $5\frac{3}{4}$ to 6c. per lb., and at 65 to 70c. per tin. Sugar sold at $7\frac{3}{4}$ to 8c. per lb.

HONEY—The market for honey was quiet and steady. We quote: White clover comb, in 1-lb. sections, 8 to 9c.; dark, 6 to 7c.; white extracted, 7 to $7\frac{1}{2}$ c., and dark, at 4 to 5c.

BEANS — The demand for beans continues slow. We quote: Choice hand-picked, 95c. to \$1 per bushel; primes, 85 to 90c.

PROVISIONS.

Quiet, at steady prices. We quote as follows: Heavy Canadian short cut mess pork, \$16; short cut back, \$15.50; selected heavy short cut boneless mess, \$16.50, and heavy long cut mess, \$15 per barrel; pure Canadian lard, in pails, 7 to $7\frac{1}{4}$ c. per lb., and compound refined at $5\frac{1}{2}$ to $5\frac{3}{4}$ c. per lb. Hams, 10 to 12c., and bacon, $10\frac{1}{2}$ to 11c. per lb.

FLOUR, GRAIN, ETC.

There was no new feature in the local grain market. There was some demand for Manitoba No. 1 hard wheat, and a sale of 15,000 bushels was made at $73\frac{3}{4}$ c. afloat Fort William. Oats were quiet at 36 to $36\frac{1}{2}$ c. afloat, and peas at 74c.

FLOUR—Business in flour was somewhat quiet, but the tone of the market was steady. We quote: Winter patents, \$3.75 to \$4; straight rollers, \$3.50 to \$3.60; in bags, \$1.65 to \$1.75; Manitoba patents, \$4.10; strong bakers', \$3.70.

MEAL—The demand for rolled oats was

slow, and prices were unchanged at \$3.80 to \$3.85 per bbl.

FEED—The feed market was without any new feature. The tone is firm under a good demand. We quote as follows: Ontario white wheat bran, in bulk, \$16 to \$17, and shorts \$17 to \$19 per ton; Manitoba bran, \$16; shorts, \$18, and mouille, \$18 to \$25 per ton, including bags.

HAY—The demand for baled hay is fair at firm prices. We quote: No. 1, \$6.50 to \$7; No. 2 extra, \$5.50 to \$6; clover and clover mixture, \$4.50 to \$5 per ton.

CHEESE AND BUTTER.

CHEESE — The cheese market is unchanged. Bids in the country range from $9\frac{1}{4}$ to $9\frac{1}{2}$ c., according to quality and locality. The bulls say it is only a question of time, when the short supply of old cheese will have its effect. As it stands, there is a difference of $\frac{1}{4}$ to $\frac{1}{2}$ c. between the old and new makes. In the country, exporters are bidding all the way from $9\frac{3}{4}$ c. up for the first half of May make, and finding few sellers.

BUTTER—The butter market is steady. Exporters are in the market for anything under 16c., but sellers refuse to talk business at the price bid, as they have all the demand they want in a local way for choice creamery at 16c. and over. In northern New York they bid $17\frac{1}{2}$ c.

MONTREAL NOTES.

Frank Magor & Co. have secured the agency for Reiss & Brady, New York and Bordeaux, France, preservers of French vegetables, sardines, etc., and are now showing a fine line of samples of these goods. Mr. Magor reports business good in all lines, and says his new line has been well received by the trade.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., May 25, 1899.

OUR dealers are inclined to complain somewhat, demand for goods not being as active as is expected at this season. There is a reason which is, perhaps, sometimes overlooked, and that is, that travelers get out much earlier in the year than formerly, and the volume of business done in the late winter is very much larger than a few years ago. If you do it one time, you cannot expect to do the same business again. In markets there is little of interest. Fish continue very scarce, particularly dry fish. In molasses, this is a quiet market alongside of Montreal. Of course, our output is much smaller, and we do not depend on Barbadoes, as they do west; in fact, the big end of the business is now Porto Rico. In tapioca prices are



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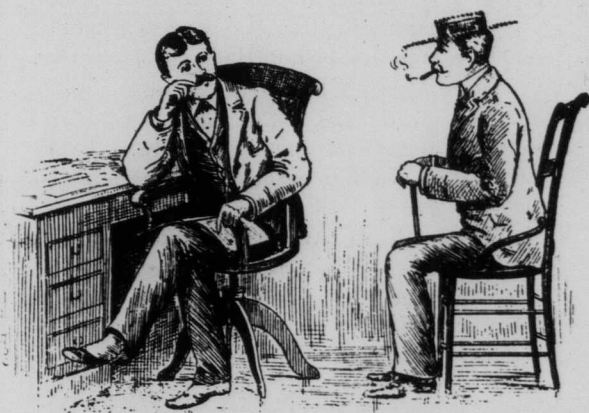
OILS — paint oils season. The open, but, no reduction they say, w in tank ste as their ne the railway matter of r

SALT—T lot of Eng lot there ar market is c

In coarse s from the sl of extra ha expected f firmer. In active sal demand a demand fr We quote English fa dian fine, 1 bulk, \$2. \$3.25 per l bbl.; 20-l wood boxe of 2 doz.

A

*Commercial Traveller: Anything in Coffees this trip?
Merchant: Sorry, old man; but I have just written S. H. Ewing & Sons, and cannot buy until I hear from them.*



We are offering good values in

Rio, Santos,
Maracaibo,
Java and Jamaica

COFFEES

and are always pleased to send Prices and Samples on Application.

S. H. EWING & SONS
MONTREAL.

higher, with flake well above pearl. The latter, however, has the demand. Quantity imported here is small.

OILS—There is but a limited business, paint oils being the only line which is in season. The new company have their office open, but, owing to freight rates, have made no reduction in prices. This will come, they say, when they begin to bring their oil in tank steamers, which they will do as soon as their new warehouse is built. They claim the railway favor the Standard people in the matter of rates.

SALT—There is a steamer here with a large lot of English salt, chiefly coarse. In the lot there are some 12,000 sacks, and as the market is quite bare a quick sale is expected. In coarse salt, every effort is made to sell from the ship's side as profits will not admit of extra handling. No further arrivals are expected for some time. Prices are rather firmer. In factory-filled there is a quite an active sale. Canadian salt has good demand at even figures. There is some demand for the cheap fine in barrels. We quote: Liverpool coarse, 40 to 45c.; English factory-filled, 90c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. 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.

CANNED GOODS—There is a good sale in all lines. Corn is very scarce, and is quoted higher. There is but a fair stock of tomatoes, and they are firm. The demand for these two lines is maintained rather better than for peas. Fruits have a better sale than usual. This is noticed particularly in pears. Two-pound peaches are scarce, but threes are plentiful; prices are firmly held. Gallon apples move freely at rather better figures. Canned meats have an improved sale; prices, while firm, show no change. New canned haddies are offered. While the advance in tin should be a reason for higher figures, there is no change from last season. The goods are chiefly sold west. New herring and sardines are also offered; these are growing industries. Clams have a steady sale. Oysters are a light business. Some American salmon have been received; they are the first to come on this market for a long time.

GREEN FRUITS—This is an active line. Bananas have been somewhat scarce with a large demand. Prices are quite high, though there is always cheap fruit offering that is all right for immediate use. In oranges, Messinas have the call, there being very few Californians here. Prices are firm. Stock is quite good. Lemons are firm and

there is a good sale. Pines are rather lower with limited business. In rhubarb, native is being freely received, and is now quite low, but still tending downward. Stock coming to hand is good. Strawberries have better sale at rather better figures, but large business is not done till native berries come.

DRIED FRUITS—There is little business. Currants have quite a steady sale at rather easier prices. Raisins are firmer, and in outside markets cheap grades are about sold up. In local market there is no change and at present but very light business. Prunes seem easier; no doubt because of the lighter sale. There is a fair stock here of both Californians and foreign. Dates and figs have but a very light sale, particularly the latter. Dates are firm in price. Evaporated apples are scarce and sale is now light. Very few dried are moving. In onions, price is low; fair stocks held. Quality is good, particularly Bermudas, but the lower price of the Egyptians give them the market. Peanuts tend higher.

SUGAR—While there has been no change in price there is a tendency to lower figures, and an increased effort on the part of Montreal refineries to do business here in granulated. In yellows, quite a quantity of American arrived during the week, but, at present, local refinery is rather underselling them. There is a good steady business.

American Sugars.

Absolute Purity
Test 100% Sugar

Get quotations on car lots, freight paid.

A. H. CANNING & CO.

57 Front Street East,

TORONTO.

MOLASSES—This continues a line of much interest, though perhaps not increasing interest. There are fair stocks, though chiefly Porto Rico. In Barbadoes, holders have been quite willing, though having no very large quantities to offer, to sell at prices offered by Montreal buyers. Halifax has also sold quite freely in that market. These sales have been made at figures below what the goods could be replaced at present. Our trade would not be surprised to see lower prices rule at the Island, but are not dependent on that grade. Some nice quality St. Croix has been received and sold at quite low figures. Some nice values in New Orleans are offered, but at this season are not favorites here. Syrup is very dull.

PRODUCE—In eggs, receipts have been lighter. Prices have advanced, and the outlook is for firm figures even at the higher figures. Prince Edward Island will not consign to this market. In butter, prices tend easier, and best grades are scarce. Some Ontario received has disappointed importers and the most of the new butter yet to hand is not desirable. In cheese, rather firmer figures rule. New is more freely offered. Cheese of local manufacture is coming to hand.

FISH—In dry cod price is again marked up. Receipts of new fish are light and market bare. The high prices have led to the hurrying of the fish to market, and there is fault found that the fish are too wet. Some pollock have been received and good prices obtained, but stock is very light. There continues to be no pickled herring, but a few shad are offered. The one dull spot is smoked herring, which we have to mark lower. There seems to be a continued oversupply. Boneless fish have but little attention. Fresh fish are active. Gaspereaux keep high, and are marked up. The catch continues quite small. Smoked and kippered gaspereaux have a good sale. The latter are preferred to the kippered herring. Fresh shad are easy in price. There is but a fair catch. Halibut are rather higher in price; season is getting late. Fresh haddock are lower, as are finnan haddies. There are very few salmon as yet. We quote as follows: Large and medium dry cod, \$4.25; small, \$2.75; pickled shad, \$3.50 to \$5, as to quality; haddies, 4½c. per lb.; smoked herring, 5½ to 6½c.; smoked alewives, 90c. per 100; kippered gaspereaux, \$1 per box; halibut, 7c. per lb.; fresh haddock and cod, 2½c.; gaspereaux, 75c. per 100; shad, 8 to 10c.; boneless fish, 4 to 5c.; pollock, \$2.50 per 100.

PROVISIONS — There are but light stocks held in barrelled meats, and there is little business reported. Beef seems rather firmer.

Mess pork is relatively high as compared with clear. Smoked meats show but a light business. Lard is firmer.

FLOUR, FEED AND MEAL — Manitoba flour has been marked lower, and is now nearer Ontario in price than for a long time. This has been expected as it has been relatively high. In Ontario grades there is no change, but a higher tendency is manifested. Oatmeal is rather easier, though as yet no change in price is reported. Oats are scarce and full prices asked. Cornmeal is easier at the old figures. Sales are large. Beans are steady, but business is dull. Yellow-eyes are scarce. Barley and split peas are still high. In hay, there is a fair sale at rather better figures. Seeds have not sold as freely as usual. We quote: Manitoba flour, \$4.65 to \$4.70; best Ontario, \$3.85 to \$4; medium, \$3.60 to \$3.75; oatmeal, \$4 to \$4.10; cornmeal, \$2.25 to \$2.20; middlings, \$21 to \$22; oats, 41 to 42c.; hand-picked beans, \$1.05 to \$1.10; prime, 95 to \$1.00; yellow-eye beans, \$1.90 to \$2; split peas, \$4.20 to \$4.25; round, \$3.25 to \$3.40; pot barley, \$4.20 to \$4.25; hay, \$7 to \$7.50; timothy seed, American, \$1.50 to \$2; do., Canadian, \$1.80 to \$2.25; mammoth clover, 7 to 7½c.; alsike, 7½ to 8c.; red, 6½ to 7½c.

ST. JOHN NOTES.

J. T. Logan, soap manufacturer, is in financial trouble.

Merrett Bros. have a large cargo of Liverpool salt landing.

A cargo of salt was received at Richibucto this week via barque Valona.

John Sealey received some nice dulse last week, the first of the season.

The board of health have made strict regulations regarding the sale of milk in the city.

Hall & Fairweather received a shipment of extra Californian prunes, 90-100, in 25lb. boxes this week.

Some apples, sent from Kentville, N.S., to England in March, netted \$230 for 35 bbls., an average of \$6.75 per bbl.

A. L. Goodwin received several cars of oranges and lemons from Montreal this week, part of the cargoes lately sold there.

W. H. Myles, of the North End retail Grocery, is in financial difficulties. Some of the city wholesalers are considerably interested.

C. & E. Macmichael received, last week, a shipment of "Meteor" fancy Alaska salmon, the first American canned salmon to come to St. John in years.

Mr. Rose, of Rose & Lafamme, Montreal, called on THE GROCER during the week. He was on his way home from Halifax.

Mr. Rose has many friends here. While not particularly on a business trip, he succeeded in picking up some nice business in molasses, both in Halifax and St. John.

Band & Peters offer something new in the grocery line, called grape nuts, which are made from entire wheat and barley, so heated as to transfer the starch into grape sugar.

Mr. G. Wetmore Merrett, of Merrett Bros. & Co., has gone west to overlook some gold mining property in which he is interested and which has proved very valuable.

MANITOBA MARKETS.

WINNIPEG, May 22, 1899.

THE weather is fine and warm and business is very fair. Seeding is nearly complete in many districts. Great preparations are being made at the local parks for suitable openings on May 24. There is an attempt here to introduce American starch of lower grades, but the St. Lawrence and Edwardsburg factories have dropped their prices to meet this competition, and will go even lower to keep out these goods. The better grades of starch are not affected. There has been quite a slump in soap during the week. The local factories have met the cut from the East and gone one better. Soap is now so low here there is practically nothing in it for jobbers, but the feeling is, nevertheless, unanimous among the wholesale trade that this is the fault of the East, and they will fill orders from the local factories at narrow margins rather than encourage imported soap.

DRIED FRUITS—Somebody has reported the Ontario market price of dried apples as 5c. Winnipeg merchants, on the strength of this, have been making inquiries everywhere in the East for these apples, but cannot secure a pound at this figure. One jobber stated that he would willingly take 10 cars if he could get them at this price, but, though the price was quoted as a regular market, not a single house in the East is prepared to sell at that figure. Apricots are still too dear to dip into deeply. Peaches are reported only a fair crop, and are very firm, with indications of a further advance. Prunes are firm, with a fair demand and no change in prices.

CEREALS — Pot barley has declined a shade; first-class is quoted at \$2.25. Rolled oats are just a shade lower, owing to American goods being urged on the market here. An actual quotation is a little hard to obtain.

CURED MEATS—Are higher and the market is very firm. Hams are quoted at 11½c.; breakfast bellies, 11½c.; shoulders, 8½c.; spiced roll, 9c.; dry salt, 8c. The demand is good.

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CUT TOBA

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EXTRA
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CHOICE

The Following Brands
Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO

OLD OHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RIOHMOND STRAIGHT CUT.

SWEET OAPORAL.

ATHLETE.

DERBY

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.

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS,

Cor. Market and Colborne Sts.,

TORONTO.

We make a specialty of handling

Domestic Fruit

Consignments personally and promptly attended to. All Foreign Fruits in season.

FRUIT AUCTION SALES

Write us for particulars of sales. We are making special efforts to make these sales mutually profitable. They are held every Wednesday.

McWILLIAM & EVERIST

Wholesale Commission Merchants.

25 and 27 Church St., TORONTO, Can.

Telephone 645.



LONG ROLLED BACON

is made out of small lean hogs, and includes the very choicest parts of the side. They are boneless, easily sliced, and at present prices they are the cheapest goods on the market. We shall be glad to include a sample in your next order.

F. W. FEARMAN CO.

Limited

HAMILTON, ONT.



A labor-saver for users.
A money-maker for retailers.

SILVERINE

PROFITABLE
ATTRACTIVE
GUARANTEED

See our quotations.

SILVERINE MFG. CO.

MONTREAL.

OUR GREAT ADVERTISEMENT

Thousands of pleased buyers who are constantly increasing their demands for

CLARK'S MEATS.



\$5 per Case, 64 Packages.

HAVE YOU TRIED

"BEE" STARCH

...FOR...

Collars and Cuffs?

Will not injure finest fabric. Requires no Cooking.

BEE STARCH CO.

Canadian Branch:

Stanstead, Que.

SLEE, SLEE & CO., Limited

Tower Bridge Works,

London, Eng.

Makers of Pure Malt, Wine and Concentrated Vinegars.
In Bottles and Casks.

Prices and samples on application to

CLARK, RAE & CO.,

49 King Street West,

TORONTO, ONT.

Ask Your Wholesale House for

NORTHROP'S FIGS

They are the cleanest and best, being far superior to all other brands.

PUT UP IN 1-LB. PACKAGES BY

W. NORTHROP,

9 Jarvis Street,

TORONTO.

Good Will Soap

THE KIND
THAT
CLEANS.

EXTRA FANCY ARLINGTON HEIGHTS CALIFORNIA NAVELS.
EXTRA CHOICE VALENCIA ORANGES, all sizes.
EXTRA FANCY and FANCY MESSINA LEMONS.
CHOICE YELLOW DANVER ONIONS.

Prime Quality, free from frost and Prices Right.



Hugh Walker & Son

Wholesale Fruit and Commission Merchants

GUELPH, ONT.

BUTTER—Market is in a very poor condition and is glutted with a low grade of dairy butter. Separator-made bricks are worth from 14 to 16c. Other dairy 11, 12 and 13c., according to quality. Creamery, 17 to 18c.

CANNED GOODS—Several carloads of tomatoes have changed hands, but the price is the same and is likely to be fully maintained—\$2.25 for choice brands running down to \$2.15 for those of lower grade. Corn is very stiff at the former price of \$2.30 for ordinary and \$2.50 for St. John Valley. In canned fruits, the indication is that peaches will be higher. Strawberries, report has reached this market that Ontario has but half a crop and the quotation given by eastern houses would mean \$4.20 per case laid down here. If this news proves correct it will mean a small sale of these goods here.

SUGAR—Is very firm, and the price will go higher. Present quotations are 5¾c. for granulated, 4¾c. for No. 1 yellow, lumps, 6½c., and powdered, 6c.; extra ground, 6¼c. The rise is in sympathy with the American market, which is particularly strong.

GREEN FRUITS—There has been a great run on strawberries during the week, and price has touched the lowest point for some years, viz., \$2.75 per case. It is expected, however, that this will not continue and that next week will bring higher figures. In the meantime, Winnipeg housekeepers have not overlooked the opportunity, and a great many cases have been canned. Oranges are running low in the market and prices are going higher; \$4.75 and \$5 are quoted this week, but some extra fancy "Lion" brand stock to arrive next week will sell at \$5.50. Lemons are plentiful at \$2.75 to \$3.75, according to keeping qualities. Bananas have been somewhat scarce in the market, but their absence has not been felt owing to the supply of strawberries. Pie plant is selling at 1½c. per lb. Pineapples are quoted: 36's at \$2.50 and 30's at \$3. The quality is very fine. Florida tomatoes are \$7 for the 6-basket crate. Some remarkably fine tomatoes, grown in St. Boniface forcing-houses, are on the retail market. They are ready sellers at 40c. per lb. These are the first home-grown tomatoes to make their appearance so early in the year. Asparagus is worth 60c. per doz. Lettuce, radishes, cress and cucumbers are plentiful.

A NEW VINEGAR COMPANY.

The Ontario Government has issued a charter of incorporation to the following: Alexander Turner, G. E. Bristol, St. Clair Balfour, J. T. Glassco and H. C. Beckett, of Hamilton, as The Imperial Vinegar and Pickling Company of Hamilton. Share capital \$30,000.

MONTREAL GROCERS' PICNIC.

A WELL attended meeting of the Montreal Grocers' Association was held in their rooms, Monument National building, on Wednesday evening, May 17, President Scanlon in the chair.

The business of the evening was the selection of a place to hold their annual picnic as well as choosing the date.

Letters were read from the proprietors of Otterburn Park and Bout-de-Lisle, asking that these places be selected. A report was also presented by J. P. Dixon in favor of Iberville, and a general discussion ensued, after which it was unanimously resolved that the picnic be held at Iberville on Wednesday, July 19, next.

The following committee was then appointed to draft a circular to be sent to the wholesale trade in reference to prizes and subscriptions, and to look after this matter generally, viz.: E. Chartrand, V. Raby, E. W. Farrel, N. Lapoint, A. D. Frazer, J. P. Dixon and President Scanlan.

As there was no other business to be attended to the meeting adjourned.

Among the prominent grocers present were: Pres. Scanlon, J. B. Valliers, J. P. Dixon, M. De Repentigny, V. Raby, E. W. Farrel, E. Chartrand, J. Johnson, A. D. Frazer, E. Manning, Connor and Willison.

WILLOW BASKETS.

The question is sometimes asked why some willow baskets soon become brown and discolored while others keep white so much longer, says an exchange. Those that discolor are made from willow from which the bark has been removed by steaming. The imported baskets, made where labor is not such a big factor in cost, are woven from willows that have been peeled with knives, and these hold their clean white color to the close of their existence, which is a much longer period than that of the domestic product. If one only knew how to distinguish "t'other from which," now!

TO BUTTER AND CHEESE DEALERS

Editor CANADIAN GROCER.—In view of the approach of the new season's business in butter and cheese, we beg to suggest that, in view of the unsatisfactory nature of the business, it would be desirable for, and advantageous to, the producers of each alike to have a board in Montreal, in order to afford an opportunity for inspection and acceptance or rejection on the same day that the sales are made. To this end, we are prepared to assign the second flat of our warehouse, thoroughly furnished and adapted for the purpose, without charge, to all salesmen of butter and cheese who will

send their names to us. We will be glad to represent as many as cannot come or send representatives, and will attend to all deliveries and collections strictly on banking terms, providing first-class storage accommodation according to the conditions of the season. Our storage and commission charges will be light.

Yours faithfully,

F. E. JODERY & Co.,
Produce Commission Merchants,
8 Lemoine street, Montreal.

Mrs. H. Manthie, who has, for a number of years, carried on a retail grocery business at 753 Queen street east, Toronto, died on Sunday. The funeral took place on Tuesday.

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

SITUATION VACANT.

WANTED—A PRACTICAL, EXPERIENCED pickle and preserve maker, to go to New Brunswick, Canada. Must offer best of references. Address, Box A, CANADIAN GROCER, 19 Board of Trade, Montreal. (21)

The DETECTIVE AND CONFIDENTIAL AGENCY.

Room 12, Janes Building,
75 Yonge Street - - TORONTO

Investigate all matters in secrecy—Burglary, Robberies, Fires, Embezzlements; Lost Friends Located; Legal and Private Reports; Movements of Employes or Friends.

CREST BRAND
BAKING-POWDER.
TRADE MARK
COFFEE, EXTRACTS,
MUSTARDS, AND SPICES.
BEARING THIS TRADE MARK
ARE GUARANTEED

THE
SIRDAR'S
REGISTERED

MOCHA

Makes the most delicious cup of coffee obtainable

Any Person selling or putting up imitations lay themselves open to Prosecution.

For Sale in 1 and 2 lb. tins by all Wholesale Grocers.

ACME MILLS, 126 & 128 QUEEN STREET, MONTREAL.

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See that you have this
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Chewing TOBACCO.

It is always reliable, uniform in make and flavor
AND pays you a better profit than other Chewing Tobaccos.

Put up 5s and 10s to the LB. Price, 4c. lb.

For Sale by
your wholesaler.]

THE JOLIETTE TOBACCO CO., Joliette, Que.
F. W. HUDSON & CO., Ontario Agents, **TORONTO, ONT.**

Boston Laundry Starch.

This Starch has given universal satisfaction to all those who have used it, and also to the merchants that sell it; as those who use it once want it again, and merchants that keep it in stock always find a ready sale for this article, as there is no equal to it made or sold in the Dominion.



Sold by all wholesale
dealers at \$3.20 for a
case, forty packages
in a case.

The F. F. DALLEY CO., Limited, Hamilton, Can.

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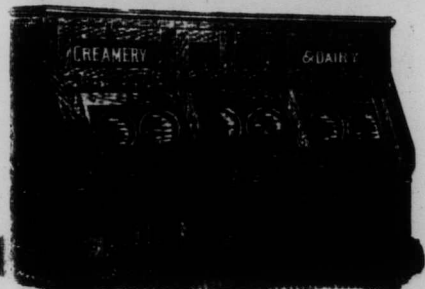
COFFEE

**RIO
SANTOS
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JAVAS
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MEXICANS
CARACOAS
EAST INDIAS, Etc., Etc.**

Choice selections always in stock at lowest prices.

WARREN BROS. & CO.
TORONTO.

Aubin's Patent Refrigerator



This "Grocer's Standard" is the Favorite
This celebrated Refrigerator took Prize and Diploma
at Montreal and Ottawa Exhibitions. 1897. Send
for Catalogue and Price List.
C. P. FABIEN 3167-3171 Notre Dame St.
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NEW CUSTOMERS

secured by selling

THE FRAGRANT ...
"MAGNOLIA"
CEYLON TEA

Dissatisfied customers a thing of the past.

BEST TEA. BEST PROFIT.
MOST ATTRACTIVE PACKAGE.

GEORGE FOSTER & SONS

Wholesale Grocers,
BRANTFORD, ONT.

**STARCH
ARGO
GLOSS**

in 1-lb., 3-lb. and 5-lb. packages, and
50-lb. boxes, and 200-lb. brls.

A SHIPMENT JUST ARRIVING.

PERKINS, INCE & Co.

TORONTO.

**Cocoas
Coffees
Spices**

Manufactured
under the su-
pervision of spe-
cial experts for

each department, **with** the latest
improved up-to-date machinery,
from the highest grade growths,
direct from the plantations.

Sold by the leading grocers of
Canada, **protected** by our stand-
ing guarantee. **Returning** profit
and satisfaction to the dealer, and
dispensing health, strength, and
happiness to the consumer.

Todhunter, Mitchell & Co.

Manufacturers
TORONTO.

CURRENT MARKET QUOTATIONS

May 25, 1899.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, Hamilton, London, St. John, N.B., Halifax, Winnipeg, Vancouver and Victoria. 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.

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

BUTTER AND CHEESE

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Dairy, choice, large rolls, per lb	10 12	15 17	17 18	17 18
" " pound prints	11 13	15 17	17 18	17 18
" " tubs, best	11 12	15 17	17 18	17 18
" " tubs, second grade	9 10	12 14	14 15	14 15
Creamery, tubs and boxes	17 18	16 17	18 19	18 19
" " prints and squares	17 18	19 20	19 20	19 20
Cheese	11	9 1/2	11	10

CANNED GOODS

	\$ 90	\$ 100	\$ 85	\$ 90	\$ 100	\$ 110	\$ 115	\$ 125
Apples, 3's	90	100	85	90	100	110	115	125
" " gallons	2 25	2 20	2 20	2 20	2 25	2 40	3 00	3 25
Blackberries, 2's	70	75	80	85	80	90	90	95
Blueberries, 2's	85	90	80	85	90	95	95	90
Beans, 2's	85	1 00	85	90	90	1 00	1 00	1 00
Corn, 2's	85	1 00	85	90	90	1 00	1 00	1 00
Cherries, red, pitted, 2's	1 80	1 85	1 80	2 30	2 40	1 75	1 90	1 90
" " white	1 75	1 80	1 80	1 80	1 80	1 80	1 80	1 80
Peas, 2's	80	85	70	80	80	90	90	90
" " sifted	85	1 00	1 00	1 10	1 15	1 15	1 15	1 15
" " extra sifted	1 00	1 25	1 20	1 25	1 25	1 25	1 25	1 25
Pears, Bartlett, 2's	1 45	1 25	1 50	1 65	1 75	1 75	1 40	1 60
" " 3's	1 45	2 00	2 40	2 25	2 50	2 40	2 40	2 50
Pineapple, 2's	2 10	2 40	2 25	2 50	2 15	2 25	4 50	5 00
" " 3's	2 50	2 60	2 50	2 60	2 50	2 60	2 60	2 60
Peaches, 2's	1 60	1 50	1 75	1 75	1 80	1 80	1 80	1 80
" " 3's	2 75	2 40	2 60	2 50	2 75	2 25	2 25	2 80
Plums, green gages, 2's	1 25	1 10	1 25	1 30	1 60	1 40	1 40	1 40
" " Lombard	1 00	1 10	1 10	1 30	1 50	1 40	1 40	1 40
" " Damson, blue	1 00	1 00	1 10	1 10	1 30	1 30	1 30	1 30
Pumpkins, 3's	85	75	90	1 00	1 00	1 00	1 00	1 00
" " gallon	2 10	2 25	2 10	2 25	2 10	2 25	2 10	2 25
Raspberries, 2's	1 45	1 65	1 65	1 50	1 75	1 40	1 60	1 60
Strawberries, 2's	1 35	1 50	1 40	1 50	1 65	1 75	1 40	1 70
Succotash, 2's	1 10	1 15	1 15	1 10	1 15	1 15	1 15	1 15
Tomatoes, 2's	90	95	80	90	95	1 00	1 00	1 10
Lobster, tails	2 50	2 95	2 50	2 50	2 60	2 60	2 60	2 60
" " 1-lb. flats	2 75	3 00	3 00	3 25	1 25	1 30	1 30	1 30
" " 1/2-lb. flats	1 85	1 85	1 85	1 85	1 85	1 85	1 85	1 85
Mackerel	1 30	1 35	1 30	1 35	1 25	1 35	1 20	1 30
Salmon, sockeye, tails	1 30	1 50	1 40	1 60	1 25	1 30	1 40	1 40
" " flats	1 40	1 60	1 50	1 60	1 30	1 35	1 35	1 35
" " Horseshoe	1 50	1 60	1 50	1 60	1 60	1 60	1 60	1 60
" " Clover tails	1 55	1 60	1 55	1 60	1 60	1 60	1 60	1 60
" " Leaf flats	1 60	1 15	1 15	1 25	1 25	1 25	1 25	1 25
" " Cohoes	1 05	1 15	1 10	1 15	1 00	1 10	95	1 12
Sardines, Albert, 1/2's	12	12 1/2	13	14	15	15	15	15
" " 1/2's	20	21	20	21	20	21	21	21
" " Sportsmen, 1/2's	12 1/2	12 1/2	12 1/2	12 1/2	12	12	12	12
" " key opener, 1/2's	20	20	21	20	21	21	21	21
" " other brands, 1/2's	10	11	10 1/2	11	16	18	18	18
" " P. & C., 1/2's	18	18 1/2	23	10	11	11	11	11
" " American, 1/2's	23	25	23	25	25	25	25	25
" " Mustard, 1/2 size, cases	33	36	33	36	36	36	36	36
" " 50 tins, per 100	9 50	11 00	8 50	9 00	10 00	11 00	11 00	11 00
Haddies	1 00	1 00	1 00	1 15	1 00	1 10	1 10	1 10
Kipper Herring	1 20	1 50	1 00	1 60	1 15	1 25	1 85	2 00
Herring in Tomato Sauce	1 30	1 45	1 55	1 60	2 00	1 90	2 00	2 00

GREEN FRUITS

	\$ 2 50	\$ 3 50	\$ 1 75	\$ 2 00	\$ 2 00	\$ 2 00	\$ 2 00	\$ 2 00
Oranges, Messina, 1/2 boxes	2 50	3 50	1 75	2 00	2 00	2 00	2 00	2 00
" " California Navels	3 75	4 00	3 25	3 75	3 75	3 75	3 75	3 75
" " Cal. Med. Sweets	3 25	3 75	3 25	3 75	3 75	3 75	3 75	3 75
Lemons, Messina, new, p. box	1 50	2 50	2 25	3 50	2 10	3 50	3 50	3 50
Bananas, per bunch	1 25	2 00	1 50	2 00	1 50	2 25	2 25	2 25
Apples, per bbl	3 50	5 00	2 50	5 50	3 00	5 00	5 00	5 00
Cranberries, per bbl	4 00	4 00	4 00	4 00	4 00	4 00	4 00	4 00
Sweet Potatoes, bbl	4 00	4 00	4 00	4 00	4 00	4 00	4 00	4 00
Ameria Grapes, per keg	2 00	2 25	2 00	2 25	2 00	2 00	2 00	2 00
Egyptian Onions, about 100 lb.	2 00	2 25	1 75	2 25	2 00	2 00	2 00	2 00
Bermuda Onions	2 00	2 25	1 75	2 25	2 00	2 00	2 00	2 00
Coconuts, per 100	3 25	3 50	4 00	3 50	3 50	3 50	3 50	3 50
Strawberries, per quart	10	12	10	12	10	12	10	12
Pineapples, each	9	16	8	13	15	16	16	16

SUGAR

	\$ 4 60	\$ 4 65	\$ 4 78	4 1/2	4 1/2	5 1/2	5 1/2
Granulated (St. Lawrence, Redpath)	4 60	4 65	4 78	4 1/2	4 1/2	5 1/2	5 1/2
Granulated, Acadia	4 60	4 65	4 78	4 1/2	4 1/2	5 1/2	5 1/2
Paris lump, bbls. and 100-lb. bxs	5 70	5 80	5 88	5 1/2	6	6	6
" " in 50-lb. boxes	5 80	5 80	5 98	5 1/2	6	6	6
Extra Ground Icing, bbls.	5 30	5 30	5 65	5 1/2	6	6	6
Powdered, bbls.	5 15	5 12 1/2	5 55	5 1/2	6	6	6
Phoenix	4 50	4 50	4 58	4 1/2	4 1/2	4 1/2	4 1/2
Cream	4 50	4 50	4 58	4 1/2	4 1/2	4 1/2	4 1/2
Extra bright	4 45	4 45	4 48	3 3/4	3 3/4	4 1/2	4 1/2
Bright coffee	4 35	4 35	4 38	3 3/4	3 3/4	3 3/4	3 3/4
No. 3 yellow	4 15	4 15	4 28	3 3/4	3 3/4	3 3/4	3 3/4
No. 2 yellow	4 05	4 05	4 18	3 3/4	3 3/4	3 3/4	3 3/4
Trinidad	3 1/2	3 1/2	3 1/2	3 1/2	3 1/2	3 1/2	3 1/2

HARDWARE, PAINTS AND OILS

	2 55	2 55	2 05	3 00	2 50	5 50	49	52	65
Wire nails, base	2 55	2 55	2 05	3 00	2 50	5 50	49	52	65
Cu. nails, base	2 55	2 55	2 05	3 00	2 50	5 50	49	52	65
Barbed wire, per 100 lb	2 55	2 55	2 05	3 00	2 50	5 50	49	52	65
Smooth Steel Wire (oiled and annealed, etc.), base	2 50	2 50	2 05	3 00	2 50	5 50	49	52	65
White lead, No. 1	5 50	5 50	5 62 1/2	5 50	5 50	5 50	5 50	5 50	5 50
Linseed oil, raw	49	49	52	52	52	52	52	52	52
" " boiled	52	52	55	55	55	55	55	55	55
Turpentine	65	65	65	65	65	65	65	65	65

SYRUPS AND MOLASSES

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Syrups				
Dark	1 1/2	30	32	3 3/4
Medium	2	35	37	3 3/4
Bright	2 1/2	35	37	3 3/4
Corn Syrup, barrels per lb.	2 1/2	35	37	3 3/4
" " 1/2-bbls.	2 1/2	35	37	3 3/4
" " 3 gals.	1 20	1 20	1 20	1 20
" " 2 gal.	90	90	90	90
Honey	40	40	40	40
" " 25-lb. pails	90	1 00	1 00	1 00
" " 38-lb. pails	1 20	1 40	1 40	1 40
Molasses				
New Orleans	26	45	28	35
Barbadoes, old	35	45	29	31
Porto Rico	38	42	32	34
Antigua	25	28	25	28
St. Croix	27	28	27	28

CANNED MEATS

	\$ 1 50	\$ 1 35	\$ 1 60	\$ 1 30	\$ 1 50	\$ 1 75
Comp. corn beef, 1-lb. cans	1 50	1 35	1 60	1 30	1 50	1 75
" " 2-lb. cans	2 65	2 40	2 60	2 40	2 75	3 00
" " 4-lb. cans	8 25	8 00	8 00	8 75	9 25	9 25
" " 6-lb. cans	18 00	18 00	18 00	20 00	21 00	21 00
" " 14-lb. cans	2 60	2 60	2 60	2 75	2 80	2 80
Minced callops, 2-lb. can	3 30	2 90	3 25	2 75	3 00	3 00
Lunch tongue, 1-lb. can	8 70	8 75	7 00	5 80	6 00	6 00
English hrawn, 2-lb. can	2 40	2 50	2 80	2 75	2 80	2 80
Camp sausage, 1-lb. can	2 50	2 50	2 50	2 50	2 50	2 50
" " 2-lb. can	4 00	4 00	4 00	4 00	4 00	4 00
Soups, assorted, 1-lb. can	1 50	1 40	1 50	1 40	1 50	1 50
" " 2-lb. can	2 20	2 25	2 20	2 25	2 30	2 30
Soups and Bouill., 2-lb. can	1 80	1 75	1 80	1 75	1 80	1 80
" " 6-lb. can	4 50	4 25	4 50	4 25	4 50	4 50
Sliced smoked beef, 1/2's	1 70	1 65	1 70	1 65	1 70	1 70
" " 1's	2 50	2 80	2 95	2 80	3 25	3 25

CANDIED PEELS

	10 1/2	12	12 1/2	17	19
Lemon, per lb.	10 1/2	12	12 1/2	17	19
Orange	10 1/2	12	12 1/2	17	19
Citron	10 1/2				

"Put all your eggs into one basket and then watch the basket."—Mark Twain.

Our efforts are concentrated on the manufacture of the **BEST**

Culinary and Laundry Starches

producible. We confidently leave the result in the hands of the public . . .

OUR BRANDS:

Lily White Gloss
Celluloid Starch

"Crystal Maize" Corn Starch
Challenge Prepared Corn

The **Brantford Starch Co., Limited**

BRANTFORD, ONT.

COFFEE						PETROLEUM								
	Montreal, Quebec.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.		Montreal, Quebec.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.		Montreal, Quebec.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Green—														
Mocha	24	29	23	28	25	12	12	13½	15	16½	17	17½	18	18½
Old Government Java	27	31	22	30	25	12	13	15	16½	17½	17	17½	18	18½
Rio	10	11	7½	12	12	13	10	10½						
Plantation Ceylon	29	31	26	30	29	31								
Porto Rico			22	25	24	28								
Gautemala			22	25	24	26								
Jamaica	18	22	15	20	18	22								
Maracaibo	13	15	13	16	13	15								
NUTS						TEAS								
Brazil	12	13	12½	13	12	12½	12½	15						
Valencia shelled almonds	28	30	28	30			25	30						
Tarragona almonds	12	15	12	14	11	12	13	15						
Peanuts (roasted)	6½	9½	9	10	9	10	9	12						
(green)	5½	8	7	9			10	15						
Cocoanuts, per sack	3 10	3 50		3 75	3 50	4 00								
per doz.				60	60	70								
Grenoble walnuts	12	12½	12	13	12	13		14						
Marbot walnuts		11			9	10								
Bordeaux walnuts	7	8			9	10								
Sicily filberts	7¾	8½	8½	9	8	10		12						
Naples filberts	10	11	10	11	10	11								
Pecans	10	11	10	11	11	12								
Shelled Walnuts		25	25	28										
RICE, SAGO, TAPIOGA, MACARONI						WOODENWARE								
Rice—Standard B.	3 25	3 35	3¾	3¾	3 25	3 40		4%						
Patna, per lb.			4¾	5	5	6								
Japan			5½	6	5	6		5%						
Imperial Seeta			4¾	5½	5	6								
Extra Burmah			4¾	4¾	4	5								
Java, extra			6	6½	6	7								
Sago	3¾	4½	3½	4½	5	6		4						
Tapioca	3¾	4½	3½	4	5	6		4						
Macaroni, dom'ic, per lb., bulk				7½										
" imp'd, 1-lb. pkg., French				10										
" Italian			11	12½										
SODA						PETROLEUM								
Bi-carb, standard, 100-lb. keg	2 25	2 50	2 25	2 50	1 85	2 00	1 50	1 75						
Sal soda, per bbl.	70	75	70	80	85	90								
Sal Soda, per keg	95	1 00	95	1 00	95	1 00								
SPICES						WOODENWARE								
Pepper, black, ground, in kegs,														
pails, boxes	14	16	12	14	14	15		15						
" in 5-lb. cans	14	17	14	15	15	16								
" whole	11	12	11	13	12	13		15						
Pepper, white, ground, in kegs,														
" pails, boxes	21	23	18	24	24	26		35						
" 5-lb. cans	21	23	20	26	20	22								
" whole	19	25	19	25	20	22								
Ginger, Jamaica	19	25	18	25	20	25								
Cloves, whole	12	30	14	35	18	20								
Pure mixed spice	25	30	25	30	25	30								
Cassia	25	40	20	40	16	20		25						
Cream tartar, French	25	27	24	25	20	22								
" best	28	30	25	30	25	30								
Allspice	15	17	13	18	16	18		20						
Canadian														
Sarna water white	12	13												
Carbon safety	17	17												
American water white	17	17½												
Pratt's Astral, in bulk	18	19												
WOODENWARE						WOODENWARE								
Pails, No. 1, 2-hoop								1 55						
" 3-hoop								1 70						
" half grained								1 40						
" quarter, jam								90						
" caudy, and covers								2 25	2 65	2 25	2 65			
Tubs, No. 0								8 50						
" 1								7 00						
" 2								6 00						
" 3								5 00						

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CANNED GOODS

at Laporte, Martin & Cie.'s

White Salmom
Inlet River Salmon
Red Salmon, "Sockeye"

VEGETABLES

CANNED TOMATOES, PEAS, CORN, Etc.

BAKED BEANS (finest quality), can be retailed at 7½c. per can.

CANNED PLUMS, "Lombard" natural, a splendid article, can be retailed at 10c. a can.

THE ABOVE GOODS ARE OF THE VERY BEST QUALITY.

PICKLES

Lytle's Bottled Pickles.

"STERLING" BRAND

CHOW-CHOW
WHITE ONIONS
MIXED PICKLES

The very best quality produced in Canada.

Now is the best time of the season to buy canned goods for the early summer season. We have a very nice assortment of the best brands, and our prices have been cut to the rock bottom.

LAPORTE, MARTIN & CIE.,

Wholesale Grocers.

— MONTREAL.

NEEDS TWO CAPITALS.

THE merchant who trusts out his goods must employ twice as much capital in the business as if he did a cash trade, says Outfitter. We say twice; it may be thrice or four times. It depends on how much he trusts out.

A credit business may be a profitable business. It is not a safe business, or is safe only in a small minority of cases. It is almost certain to involve losses. Let a man be ever so careful and strict in his scrutiny of the character and resources of those he trusts when he begins a credit trade, he is all but sure to become lax and easy. It is almost impossible to maintain a rigid standard. Everybody is liable to be mistaken and to be imposed upon. The bars once down you are bound to be overrun with plausible and irresponsible risks.

How many cash businesses do you know of that failed?

How many where credit was given?

What is the proportion between the two?

How much cheaper can you sell if you give no credit?

How much more ready money will you have with which to take advantage of bargains?

Will you not sleep better, be freer from care, enjoy your life here on earth somewhat more?

"But I won't do so much business, perhaps won't make so much money."

"Ay, that's the rub. It's the anxiety to let no customer escape, to do all the possible business. That's just the point where the ambitious but speculative man needs to put the check on himself. Let him deny himself in the one respect of granting risky credit or all credit, and he can find other ways of pushing the business that will eventually enable him to satisfy his ambition.

Buying and selling for cash, he can undersell those who get trusted and trust. Having thus unequaled advantages, he can press them home to the buyers through persistent advertising, backed up by liberal methods in all respects but credit-giving. Possessing ordinary business ability and fair conditions, such a man should never know the distresses which haunt and finally destroy so many retail merchants.

THE POOREST SOME GOOD.

Newspaper advertising is sometimes very weak, but everybody understands by this time that the poorest ad. must do some execution, says Merchants' Review. The difficulty is that when the inquiring advertiser seeks advice in order to make his ads. do superior execution, he often discovers

that the experts disagree as to the best way of putting an ad. together. Some ad. doctors condemn the use of extraneous matter, such as is commonly employed in captions for the purpose of attracting the reader's eyes; others argue that without introductory matter of a foreign character an ad. in a crowded paper has not much chance of being noticed, or if noticed, of being read. Illustrations, if selected with judgment, enable the ad. writer to get down to business at once, but the great point in framing an ad. is to bear in mind the purpose for which it is to be published.

VISIT FROM A VINEGAR MAN.

Mr. F. W. Woodman, representing Purnell, Webb & Co., vinegar manufacturers, Bristol, England, is making a brief stay in Canada, and is calling on the merchants in Toronto, Hamilton, Ottawa, Montreal, etc.

"Our business in Canada," said Mr. Woodman to THE CANADIAN GROCER, "is gradually increasing, and I might say that our firm is, on the whole, satisfied with the results. Although my trip is principally for pleasure, I have secured quite a few orders and promises of others."

In addition to ordinary malt vinegar, Purnell, Webb & Co., make a specialty of a pickling vinegar which is already spiced. It is having a large sale in England, and should eventually find a good market in Canada.

BACK FROM GREAT BRITAIN.

Mr. J. L. Watt, of Watt & Scott, commission merchants, Toronto, returned on Saturday last from a seven weeks' trip to Great Britain. He had a pleasant trip. "Business," he said, in reply to a question, "is still good in Great Britain."

"Do you think the merchants there are taking more interest in Canada than they were two or three years ago, when you were over there?"

"I do; I am sure of it," was Mr. Watt's emphatic reply.

PERSONAL MENTION.

Mr. McDonald, formerly of the firm of McDonald & Aylsworth, Picton, Ont., is in Toronto this week. McDonald & Aylsworth recently sold out to W. A. Carson, formerly of the Belleville Canning Co. This is Mr. Carson's second experience as proprietor of the business, he having sold out to Mr. McDonald seven years ago.

Mr. Peter Anderson, of Guelph, was in Toronto this week.

Wm. Tufts & Sons, wholesale grocers, Vancouver, are about to erect a brick warehouse.

TRADE CHAT.

MRS. DURICK, widow of the late Jas. Durick, of the firm of Carlin & Durick, general merchants, Fort Steele, B.C., has sold her interest in the above firm, and, with her mother, Mrs. Huckle, has gone to Victoria, B.C.

Wiarion, Ont., has carried the sugar beet by-law by a majority of 191.

S. Y. Young, grocer and crockery dealer, Dungannon, Ont., has added a full line of boots and shoes to his business.

T. B. Millar, Adele Jessie Millar and R. G. Fisher, London, Ont.; J. A. James, North Dorchester, and J. F. Millar, St. George, Ont., have been incorporated as The Thomas Dairy Co., with a capital of \$15,000.

D. R. Ross, Embro, Ont.; John Horatio Neve, East Oxford; Alfred Lee, Gerald de Courcy O'Grady and John White, Woodstock, Ont., have been incorporated under the style of The Woodstock Cereal Co., with a capital of \$30,000.

The Dominion trade returns for the ten months ending April 30, show that the total trade was \$255,057,327, as compared with \$240,836,881 for the same period in 1898, being an increase of \$14,220,446. This increase is entirely due to the large volume of imports, as there was a decrease of about \$4,000,000 in exports. The duty for the same period increased by nearly \$2,733,000.

"Vancouver, Nanaimo and Westminster merchants having generally acquiesced in the proposal to close their places of business at 7 p.m. during the summer months, and give a Wednesday half-holiday, a movement in the same direction has been started here," says The Victoria Colonist. "The clerks who have taken the initiative in the matter hope that they will be as liberally treated as their mainland neighbors have been."

Fishing at Port Essington has started earlier this year than ever in Northern canneries business. By the steamer Boscowitz, which arrived from the North yesterday afternoon, there came, consigned to Simon Leiser, of this city, 80 cases of the spring fish put up at Essington, and when the steamer left there for Victoria fishing was in progress and a good run of salmon was reported.—Victoria Colonist, May 11.

NEW FIRMS COMMENCING.

Hand & Phillips, has started as grocers in Ottawa.

E. L. Denis has opened a grocery in Sherbrooke, Que.

The Port George, N.S., Canning Co., Limited, has been incorporated.



FOR THE HOUSE.

It removes all grease, smut, dirt or stain without injuring the varnish, paint or glaze, and keeps all surfaces beautifully clean and bright.

It cleanses marble, mosaic, tile, rubber, linoleums and oilcloth thoroughly, adding lustre to and preserving the colors. Costs much less, as it will go about three times as far as any other soap or cleanser.

FOR THE WARDROBE.

It removes grease, smut, paint, tar or stains from carpets, cloths, linen, dress goods and the finest silks, without injury to the texture or colors.

FOR THE KITCHEN.

It cleanses tables, floors, pots, pans, tinware, chinaware, glassware, graniteware, woodenware, silverware perfectly with half the scouring, labor and expense of soap and soap powder.

It does not cause the hands to chafe or crack, but keeps the skin soft and in good condition.

FOR THE BATH.

It will make the hardest water soft. For washing the hair has no equal, as it will positively remove all dandruff, strengthens the hair, leaving it soft and silky and the scalp in a healthy condition.

Put up in Boxes, Each Containing 3 Dozen Packages.

Full Directions for use in every package.

With all Wholesale Houses.

Manufactured only by

J. H. FARR & CO., - TORONTO.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

SULTANAS have sold more freely, and holders continue to show their confidence in the immediate future of this fruit by holding firmly to their ideas of value; at the same time retailers show no disposition to depart from the hand-to-mouth principle, and the wisdom of this is manifest, for the slightest signs of a speculative demand would certainly tend to advance prices very considerably.—Produce Markets' Review, London, England.

London warehouse returns to the end of April show stocks of but 231 tons of Valencia raisins and 1,728 tons Sultana raisins, compared with 803 tons of the former and 2,283 tons of the latter at the corresponding date last year.

Arrivals of Valencia raisins at Liverpool from the beginning of the season to May 4, amounted to 4,428 tons, or 448 tons more than for the corresponding period last year.

From the commencement of the season to May 4, there arrived at Liverpool 449,035 packages of Sultana raisins, compared with 582,021 packages for the same time a year ago.

CANNED SALMON IN LONDON.

A London, Eng., trade paper of May 13, says; "Although there has been a better demand for salmon during the past week, sales are not quite so heavy as compared with last year. This is not to be wondered at, as prices all round are not so attractive, and retailers show some disinclination to pay the higher rates asked, and naturally do not anticipate their requirements. On the other hand, holders are generally firm in their ideas, and it does not seem probable that buyers will obtain better value by waiting. There are still a great many inquiries for half-pound tins of flat salmon, and the arrival of the Celtic Race, which contains the bulk of this pack is anxiously looked for."

THE CURRANT SITUATION.

The cargo of currants per Benmore, which has been on the market during the week, has not greatly improved the assortment of qualities available for the grocery demand. The fruit in this steamer consists mostly of provincials and of Amalias of rather ordinary quality; anything really good is conspicuous by its absence. It is certain that a small quantity of better grade currants still exists in Greece, but, with a strong market in that country, holders show little disposition to consign their fruit here, preferring to hold it there until they can effect sales. As their pretensions are some-

what high as compared with the prices ruling in the London market, high enough at least to offer little inducement to buyers to purchase the fruit for shipment, business is rendered somewhat difficult; and, in consequence, currants, which if now in England would meet with a ready sale, and at the same time stimulate trade by improving the assortment available for buyers to choose from, remain practically useless in the warehouses of the Greek holders. As it is the general practice under ordinary circumstances for growers of Gulph and Vostizza currants to send forward their produce with the utmost haste to English markets, and then to press it for realization with a precipitancy which has often proved to be greatly injurious to their own interests and to those of the market generally, it would appear that their excessive caution in the present circumstances is misplaced. If the holders of the small quantity of good currants still remaining in Greece would exhibit, under the present favorable conditions, a little of that confidence in the English market which they so freely display under circumstances much less propitious, it would appear that great benefit would result both to holders and distributors. Under all the circumstances it is not surprising that the trade passing is somewhat small, and this state of things is aggravated by the pressure for sale of provincial currants at prices lower than those at which they can be at present replaced in Greece.—Produce Markets' Review, May 13.

CALIFORNIAN DECIDUOUS FRUITS.

According to The San Francisco Trade Journal fruit inspectors report that the crop of all kinds of deciduous fruits will be largely in excess of 1898. It adds: "Even apricots will be several times larger, for in many localities where the outturn last year was very light or a practical failure the crop promises to be good this year. Ventura County is cited as an example. In 1898 the total crop did not exceed ten carloads, whereas it is estimated at over 6,000 tons this year. As the season advances more fruit is found than had been claimed."

DRIED FRUITS ON THE COAST.

Reviewing the dried fruit situation on the Coast, The San Francisco Trade Journal says in its last issue: "The spot supply of every kind, outside of prunes, is practically cleaned up, leaving order-fillings to jobbing lots. In prunes, the market is dull, but, so far as can be learned, there is no disposition to shade prices by sellers. The light call for these is said to be due to the trade here and at the east having stocked up well

under belief that values were comparatively low, and, until these are worked off to lower proportions, the demand is expected to be light, but holders see in confirmed reports of a crop shortage in Europe a good outlet for both old and new. In new season futures, there is more or less hesitancy, with buyers slow in making bids on any variety. So far as we can learn, choice apricots will open somewhere at around 7½ or 8c., but, as the season advances, lower prices may be made. The same remarks apply to choice peaches."

ABOUT CACAO SHELLS.

UNDER the above heading Mr. Bruijning Wageningen, in a letter to the Indische Mercuur, relative to the husk of the cacao bean, says:

"The cacao shells, which in the technical working-up of the cacao seeds fall off, possesses little value from an industrial point of view; they are useful for few purposes, and serve now and then for the adulteration of agricultural foodstuffs and inferior chocolate. It is evident that the amount of husk in a lot of cacao seed is not entirely immaterial to the manufacturer.

"By the kind intervention of the firm of A Driessen, of Rotterdam, I was afforded the opportunity of examining fifteen original samples of various origins, and to ascertain the amount of husk in them.

"The results obtained are comprised in the following table:

Name as regards origin—	100 gram seed consist of—		Average weight of a seed unhusked. Gram.
	Kernels. Per cent.	Shells. Per cent.	
Java cacao.....	92.9	7.1	1.236
St. Thomas cacao.....	92.3	7.7	1.348
Surinam cacao II.....	91.4	8.6	1.149
Trinidad cacao.....	90.9	9.1	1.286
Para cacao.....	89.8	10.2	1.136
Porto Plata cacao.....	89.5	10.5	1.202
Hayti cacao.....	88.6	11.4	1.317
Bahia cacao.....	88.4	11.6	1.379
Puerto Capello cacao.....	88.1	11.9	1.508
Surinam cacao I.....	88.1	11.9	1.617
Machal-Guayaquil cacao.....	88.0	12.0	1.557
Aribba Guayaquil.....	87.0	13.0	1.228
Carupano cacao.....	86.8	13.2	1.199
Caracas cacao.....	86.6	13.4	1.504
Grenada cacao.....	86.6	13.4	1.310

"From these figures it appears evident that not unimportant differences exist between the amounts of husk of different varieties of cacao."

PROGRESSIVE HAMILTON.

Hamilton is getting some new factories, and several of the old ones are being enlarged. Our manufacturers will have the facilities to produce more pig iron, bar iron and steel, more stoves and weigh scales, more brass and tinware, more furniture, more clothing and more knitted goods. They are investing capital and employing labor in the expectation that they will be able to find a market for all these products. Times, Hamilton.

Purveyor

To H.B.H. T.

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PURVEYORS BY APPOINTMENT



To H.R.H. The PRINCE OF WALES.

MUSTARD MANUFACTURERS
by Special Warrant



To Her Majesty The QUEEN.

PURVEYORS BY APPOINTMENT



To H.R.H. The PRINCE OF WALES.

COLMAN'S



MUSTARD

In the High Court of Justice.

J. & J. COLMAN, LIMITED
AND
GORMAN, ECKERT & CO.

Plaintiffs.

Defendants.

TO THE PUBLIC.

TAKE NOTICE that in an Action, entitled as above, pending in the High Court of Justice for Ontario, Canada, the Honorable Mr. Justice Meredith on the 2nd day of June, 1898, directed that a Judgment should issue containing a **PERPETUAL INJUNCTION** restraining the above named Defendants, their Servants, Workmen or Agents, from infringing the Plaintiffs' Trade Marks registered in pursuance of the Trade Marks Act of 1868, or from selling any Mustard not manufactured by the Plaintiffs in any tin, package, or wrapper (label), having printed thereon any imitation or colourable imitation of the Plaintiffs' Trade Marks or any word or words so contrived as to represent or lead to the belief that the Mustard contained in such tin, package, or wrapper, was the manufacture of the Plaintiffs. **AND FURTHER TAKE NOTICE** that by the said Judgment the said Defendants were enjoined to destroy or deliver up to the Plaintiffs all labels, wrappers, blocks, dies, or plates which offend against the said Injunction; and to pay certain damages therein fixed together with the costs of the Action.

CAUTION.

Similar goods to those manufactured by J. & J. Colman, Limited, of 108 Cannon Street, London (England), occasionally make their appearance on the Market, displaying a Trade Mark liable to be confounded by the Public with their well-known Trade Mark of a Bull's Head and also closely resembling J. & J. Colman's goods in get up, presumably with the intention to deceive the buyer and consumer. Such goods are generally of an inferior quality. J. & J. Colman, Limited, would be grateful to members of the trade having any goods brought to their notice which appear to them infringements on J. & J. Colman's rights if they would at once communicate with them. Traders may rely upon their communications being treated in the strictest confidence.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

A. F. LAVERGNE, general merchant, Bellefleur, N.B., has assigned to sheriff of county for the benefit of the creditors.

Sommerfeld & Co., general merchants, Plumas, Man., have assigned to W. Antliff.

Klaiman & Moldowan, general merchants, St. Jean Baptiste, Man., have assigned to S. A. D. Bertrand.

PARTNERSHIPS FORMED AND DISSOLVED.

A. Turcotte & Co., grocers, Quebec, have registered dissolution.

Ulric and Joseph Messier have registered as proprietors of Messier & Frere, grocers, Montreal.

Carter & Steeves, general merchants, Hopewell Cape, N.B., have dissolved, C. L. Carter continuing.

Page & Hand, grocers, Ottawa, have dissolved partnership, H. Page continuing under the style of Page & Co.

Leiser, Simon & Co., wholesale grocers, Victoria, B. C., have dissolved, Simon Leiser continuing; style unchanged.

Adolphe and Eugene Sauvageau have registered partnership under the style of A. & E. Sauvageau, provision dealers, Quebec.

George and James Bowles have registered partnership under the style of J. Bowles & Co., general merchants, Windsor Mills, Que.

Llewellyn V. Price and Arthur C. Powers have registered copartnership, under the style of Price & Powers, grocers, St. John, N.B.

Copartnership has been registered by Solomon and Hyman Ein under the style of Ein Bros., general merchants, Little Glace Bay, N.S.

Elzear Roberge and Ludger Lavigne have registered as partners under the style of Roberge & Lavigne, general merchants, Notre Dame des Bois, Que.

Albert L. Hibbard and Robert H. Arthur have registered partnership under the style of Hibbard & Arthur, produce and commission merchants, Montreal.

Cleophas Guimond and Octave Bourbonnais have registered partnership under the style of Guimond & Cie., tobacco dealers, etc., St. Henri de Montreal.

Joseph E. Tobin, Edmund W. Tobin and Patrick Tobin have registered as partners under the style of Joseph E. Tobin & Co., general merchants, Windsor Mills, Que.

SALES MADE AND PENDING.

Frank Gibbs, grocer, Vernon, B.C., has sold out.

M. G. Edson & Co., grocers, Montreal, are advertising their assets for sale.

CHANGES.

The estate of James Watson, grocer, etc.,

St. John, N.B., has been succeeded by J. F. & J. Watson.

John Edgar, grocer, Ottawa, has retired from business.

Bryson Bros., bakers, Toronto, have sold out to George Weston.

Henry Marsden, grocer, etc., Vancouver, has sold out to W. G. Munro.

A. Robertson has succeeded Waghorn Bros., bakers, Woodstock, Ont.

W. A. Mellick, grocer, Canboro', Ont., has been succeeded by E. Webber.

Beaty & Co., confectioners, etc., Victoria, B.C., have sold out to Jas. Hastie.

Virginia Geroux, grocer, Peterboro', Ont., has been succeeded by A. Romanus.

J. B. Wilson, general merchant, Kaslo, B.C., has removed to Anaconda, B.C.

J. B. Oke & Co., fruits, Peterboro', Ont., have been succeeded by R. A. Dutton.

Eli Levally, general merchant, Cascade City, B.C., has sold his hotel at Rossland.

Turner & Harris, grocers, Rossland, B.C., have been succeeded by Harris Bros.

J. T. McLennan, grocer, etc., Ahmic Harbor, Ont., has sold out to W. Robertson.

Joseph E. Taylor has succeeded D. A. Kirkpatrick, general merchant, Rodney, Ont.

Herman Lafkvoitz, general merchant, Riviere a Pierre, Que., has removed to St. Tite.

J. W. Horton, grocer and confectioner, Simcoe, Ont., has been succeeded by Wm. Harris.

Delta Frost, wife of Wm. R. Thompson, has registered as proprietress of T. A. Wood & Co., grocers, Montreal.

Marie Louise Blanchette has registered as proprietress of J. N. Potvin & Cie., general merchants, Richmond, Que.

The style of The A. Macdonald Co., wholesale grocers, Revelstoke, B.C., has been changed to The Appleton Co.

KEEP YOUR TEMPER!

Be good-tempered. It pays, in every way. It pays, if you are an employer; it pays, if you are an employe. It is profitable, in every walk of life. And this is taking the most selfish view. You owe it to others to be good-tempered. You owe it to your manhood, to your womanhood, to your own self-respect. Only a coward by nature will be ill-tempered at home; only a fool will be so abroad. In making others comfortable, you are making things agreeable for yourself; you are gaining and keeping good-will, which may be of value and help to you hereafter; you are accumulating a capital of popularity and good report, which may be used to advantage, perhaps, at a critical time. Good temper is a great factor in success.—Business.

TOBACCO...**IF YOU WISH TO
MAKE MONEY**invest in Tobaccos
manufactured by**Empire Tobacco Co.**
Limited**THEY** cost less and bring
LARGER RE-
TURNS than any
other tobacco.**THEY** SELL ALL DAY
EVERY DAY.Something Good }
Royal Oak ... } **Smoking**Free Trade ... }
Currency. } **Chewing****EMPIRE
TOBACCO
CO., Limited****Granby, Que.**

See Prices Current.

PARLORS

“Eagle,” 200's and 100's.

“Victoria,” 65's.

“Little Comet”

SULPHUR

“Telegraph”

“Telephone”

“Tiger”

**Eddy's
Matches.**

THESE MATCHES

are known as the best in Canada,
and are famous for their

CERTAINTY IN PRODUCING A LIGHT.

ABSENCE OF BAD ODORS.

**IMPERVIOUSNESS TO MOISTURE
IN ANY CLIMATE.**

See that you are well stocked with all of EDDY'S BRANDS.
Present prices subject to change without notice.

The E. B. EDDY CO., Limited

HULL.

MONTREAL.

TORONTO.

Hamilton,
Winnipeg,

London,
Vancouver,

Kingston,
Victoria,

St. John, N.B.,
St. John's. Nfld.

Halifax,
Quebec.

There must be some reason why Blue Ribbon is fast supplanting all other packet teas in Canada. No doubt intrinsic merit has most to do with it, but we attribute much of our success to the fact that Blue Ribbon is a Grocers Tea. It pays the dealer to handle it, and he knows he will never be asked to sell this tea on any other than a profitable basis.

*W. H. Davidson
per. C. G.
8-6-99*

Blue Ribbon Tea Co. - 42 Scott St. Toronto

MACHINE-MADE CHINESE TEAS.

THE Overland Times, of Ceylon, in its issue of April 27, says: "Mr. G. L. Ackworth, formerly chairman of The South Indian Districts Planters' Association, and a well-known proprietary planter in South India, had something of interest to tell our reporter in an interview which the latter had with him while he was passing through Colombo recently on his way to Madras * * * Mr. Ackworth refers to a probable large increase in the shipments of China tea to Great Britain during the coming season, to be attributed to the increased value of Indian and Ceylon teas, especially the commoner kinds, this being due to the policy of 'starving the market' which has been so successfully followed by Ceylon, and to a smaller degree and involuntarily, by India. But, as we have already said, we are not afraid of a few more million lb. of China tea being absorbed by the London Market, to take the place of the Ceylon teas finding an outlet in continental and other markets, while of the possible improvement of the manufacture of Chinese teas by the introduction of machinery we are exceedingly sceptical. This possibility has been foretold for several years past now, and was put into practical operation, as we know, near Foochow, by a European company, the result being a dead failure; various excuses have been made for this want of success, such as difficulties of transport, the impossibility of getting the Chinese to fall in with European methods, the cost of skilled labor, and also the one to which Mr. Ackworth refers—the unsuitability of the leaf treated for curing by machinery. But we believe the difficulty lies deeper than this, and is the outcome of circumstances which, we also believe and hope, will never be got over, even should the opening up of China lead to the influx

of European capital and intelligence into the tea districts of China.

"The especial qualities of China teas which some people set such a value on are the result of careful hand-treatment of the skilled, though conservative Chinese tea-grower, and, if this treatment is exchanged for the Indian and Ceylon method of curing by machinery, it is quite likely that the leaf will be spoiled rather than improved, and Chinese tea lose the hold it has been able to maintain in Russia and other Continental countries. At all events, there is no logic that we can see in expecting that it must necessarily resemble Indian and Ceylon-made tea. The Chinese tea bushes are different, the leaf is different, and the soil in which the tea bushes grow is different; and none of these things are likely to be changed—certainly not the last. So that we think the machine-made Chinese tea, which is to reverse the revolution in the tea trade of the last fifteen years, is a bogie which need not alarm us."

SCALES FOR GROCERS.

The speedy recognition of the value of computing scales by Canadian retail merchants has compelled L. A. Davidson, Canadian agent for The Money-Weight Scales Co., sole distributors for The Dayton Computing Scale Co., Dayton, Ohio, to remove into larger premises, so, offices and warerooms have been opened at 104 King street west, Toronto.

The new premises are handsomely decorated and well lighted, and display to advantage the two dozen varieties of scales which are shown on oak tables and stands.

The scale which has proved the readiest seller to grocers is the No. 2 improved standard market scale, which is made in white, oriental yellow, aluminum, full

nickel and olive, and is highly ornamented and finished in gold.

Another favorite with grocers is the tea or spice scale, which is made in two sizes, 12-lb. or 28-lb. This is a beauty, being brass, triple-plated nickel. The accompanying cut shows the scale.



A feature of both the market scale and the tea and spice scale is a ball-bearing swivel base, which enables the scale to be turned in any direction, so it can be used from either side of the counter.

The standard and hanging butcher scales made by this firm are just as suitable for the provision counter of grocery stores as for butchers' use. These scales, like the tea or spice scale, are made of brassed triple-plated nickel, with maroon and black trimmings. The above scales have full jeweled Siberian agate bearings.

The latest, as well as the most ingenious, scale made by the Dayton company is their automatic provision scale. Its advantages will be readily recognized by provision dealers generally. By placing goods on the weighing pan, their weight and values instantly indicated. The weighing pans are made in eight different styles, suitable for weighing every article sold over the provision counter.

Mr. Davidson extends to the trade a cordial invitation to inspect these scales when in Toronto, or to write for illustrated booklet describing the 48 varieties made by the firm he represents.

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E. T. STURDEE
 Mercantile Broker,
 Manufacturers' Agent.
 T. JOHN, N.B. Etc., Etc.
 Wholesale trade only.

Royal Snaps

Please ask for samples and price of best Ginger Snap in Canada.

THE HOME CAKE CO.
 QUELPH, ONT.

In Baking Powder

THREE STANDARDS ARE:

- WHITE SWAN
 1-lb. Tin, 25c.
- ROYAL CANADIAN
 1-lb. Tin, 15c.
- QUEEN'S FAVORITE
 1-lb. Tin, 10c.

Supplied through the trade.

SMITH & SCOTT, Mfrs.
 TORONTO

DON'T PAY FREIGHT ON WATER


CONCENTRATED GRAPE WINE VINEGAR, best and most economical Vinegar made. One gallon Concentrated makes 25/27 gallons Standard Vinegar—Great saving in weight and freight. Write for sample.

Agents—
W. H. SEYLER & CO.
 Room 100, Board of Trade, TORONTO
 Agents for HEINRICH FRANCK SOHNE & CO.
 German Chicory, Coffee, Extracts and Essences
 LUDWIGSBURG, GERMANY FLUSHING, N.Y.

COWAN'S

Hygienic Cocoa
 Royal Navy Chocolate
 AND
 Famous Blend Coffee
 are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO



MOTT'S DIAMOND CHOCOLATE
 JOHN P. MOTT & CO.
 HALIFAX, N.S.
 ESTABLISHED 1844

IS THE BEST.

ASK FOR
MOTT'S

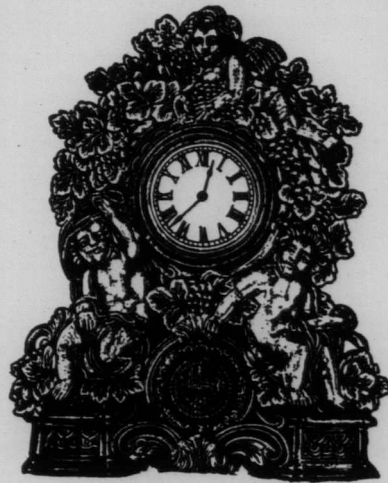


Cow Brand Baking Soda

is making wonderful progress in regard to sales. The demand increases every month. Every farmer's wife in Ontario has our recipe book, which has been mailed at the rate of 5,000 per week for some months past.

GROCERS—Do not let your stock run out; every wholesale house carries all sizes of packages.

JOHN DWIGHT & CO.
 TORONTO AND MONTREAL.



(Size 14 1/4 x 12 Inches.)

THE DRESDEN CLOCK Gold Finished

This is a massive and big-sized clock, reproducing a costly Dresden clock in the museum of Paris. It is burnished metal, finished in gold, giving it a handsome and exquisitely refined appearance, a clock calculated to be admired in the homes of the cultured and those of artistic tastes. It is packed with the following assortment, viz.:

72 Bars Tutti Frutti.....	\$ 3.60
30 Packages Pepsin Tutti Frutti....	1.50
72 Bars Globe Fruit.....	3.60
	8.70
The Dresden Clock, Gold Finished..	6.50
	15.20

PRICE, COMPLETE, \$7.00.

ADAMS & SONS CO.
 11 and 13 Jarvis Street, TORONTO, ONT.

MONSOON

INDO-CEYLON TEA.

The advantages of handling an advertised article are many. You, to a greater or less extent, get the benefit of the enthusiasm created for the article.

You are sure to have no dead stock, as a well advertised brand always has a good sale.

You serve your customers infinitely better, as you have a specialist to help you.

Package teas have been successful because they serve the people more satisfactorily than they were served before, and will only disappear with the passing of this condition.

We do more than sell you the goods, we help you sell them.

THE MONSOON TEA CO.
 Toronto and Montreal.

MONSOON

INDO-CEYLON TEA.

Enameline

The Modern STOVE POLISH



We present herewith cuts showing the three different forms of package in which Enameline is put on the market. The enormous amount of advertising being done to familiarize house-keepers with the name enables merchants to make quick sales. Don't load up with unknown brands—that's dead stock.

J. L. PRESCOTT & CO., New York.

QUAINT DUTCH SIGNS.

THE signboards that hang out from the doors of little shops in small Dutch towns are often very ancient affairs. In Viaardingen one sees such places, where ready-made starch, hot water and fire are sold; and, although to-day all persons read and write, in the past centuries this was not the case with such people, who did washing and other everyday work. Therefore, the signboard was indispensable to the ignorant, and many such signboards still hang, though the owners of the shops are advertised with their wares in the approved nineteenth century manner. A little place where starch was sold had a large bowl painted on the sign, with a well starched frill beside it. Hot-water shops have a kettle set over roaring flames, and for "fire" they show a turf burning brightly.

In Rotterdam, a curious signboard, bearing the date of 1628, presents Jacob lying under a tree, while, between him and a large milk can with a pile of cream cheese beside it, the famous dream of Jacob descends in the form of a crude ladder very like the steps of a chicken-house. On it are two angels. One, nearly down, politely offers a hand to the smaller angel, which follows him. The big angel points with his unoccupied hand to Jacob. The smaller angel has an eye on the cream cheeses, his interest in them being so apparent that he loses footing in his voyage down the ladder, and has the attitude of "clutching at a straw."

Cobblers also seem to have been fond of Job as their patron saint, for many signboards represent him. You frequently see the letters D.G.I. (De Geduldige Job) over

their doors, where hard work and drudging is done. In Dokkum the following verse expresses in a rather philosophical manner the feelings of the cobbler worker:

Job was a most patient man,
Who would be like him, can—
But better not.
For he who sits within this cell,
Must slippers, boot, and shoes mend well;
A toilsome lot,
And payments oft forgot.

Over the door of a fish dealer in Vlissingen, who, in the olden days was also evidently a teacher of the catechism, you read:

Here we sell salt-water fish, just caught,
And will teach you also to do as you ought.

In Rijswijk a sign read thus:

Here we shave, wash, and cure sick dogs,
And also make good sour-kraut!
—New York Times.

ORANGE MARMALADE.

An exchange gives the following recipe for orange marmalade: Take eighteen fairly large Seville oranges, pare them very thin, then cut them in halves, and save their juice in a clean vessel, and set it covered in a cool place; put the half-oranges into watter for one night, then boil them very tender, shifting the water until all the bitterness is out, then dry them well, and pick out the seeds and strings as nicely as you can; pound them fine, and to every pound of pulp take a pound of double-refined sugar; boil your pulp and sugar almost to a candy height. When this is ready, you must take the juice of six lemons, the juice of all the oranges, strain it and take its full weight in double-refined sugar, all which pour into the pulp and sugar; and boil the whole pretty fast until it will

jelly. Keep your glasses covered, and it will be a lasting wholesome sweetmeat for any use.

THE WEATHER AND TEA FLUSH.

Varying reports reach us from the tea districts as to the probable results of the wet weather. In most places it seems to be thought that enough rain has fallen, and that the wet weather, so far from doing good, is now retarding flush. In other districts, however, it is stated that enough rain has not yet fallen to make up for the drought; but there is a general concensus of opinion that the result will not be felt, at all events this month, and that shipments will probably be under estimates. Up to May 11, only a trifle over 2,000,000 lb. had been shipped, and there is not likely to be very much freight before May 24, after which, however, a good deal of tea will be sent away from Colombo. The original estimate for April was 8,250,000 lb., and it is now thought that about 8,250,000 lb. will go. Next month, however, there are likely to be very large shipments.—Times of Ceylon, Colombo.

NEW YORK APPLE CROP.

Advices from New York State apple-growing centres are to the effect that the outlook is for a very small crop of Baldwins. As a result of this news, there is said to be more inquiry for gallons, both spot and future. For spot State gallon apples, \$2.90 to \$3 firm is quoted, while for futures \$2.10 to \$2.15 is demanded. Offerings of futures, in view of the probable short crop of Baldwins, are being withdrawn.



Good in Any
Climate
Wherever
There Are Flies.

TANGLEFOOT

SEALED
STICKY
FLY
PAPER.

Ask
Your
Jobber.

Cur

Quotations
etc., are supplied
agents, who for
accuracy. The
If a change is
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4 lb. cans, 1
5 lb. cans, 1
Cook's Fri
Size 1, in 2 s
" 10, in 4 d
" 2, in 6
" 12, in 6
" 3, in 4
Pound tins,
oz. tins,
oz. tins,
lb. tins.

Diamond-
1 lb. tins, 2
1/2 lb. tins, 3
3/4 lb. tins, 4
Silver Cream
cases
English Ori
cases
1 lb. tins,
Kitchen Qu
cases

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

1/2 pail, 6 qt.	\$3 35
Star Standard, 12 qt.	3 80
Milk, 14 qt.	4 75
Round-bottomed fire pail, 14 qt.	4 75
Tubs, No. 1.	13 30
" " 2.	11 40
" " 3.	9 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3.	2 85
Keelers No. 4.	8 00
" " 5.	7 00
" " 6.	6 00
" " 7.	5 00
Milk Pans.	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish.	2 25
Water Closet Tanks.	17 00
Dish Pan, No. 1.	7 60
" " 2.	6 20
Barrel Covers and Trays.	4 75
Railroad or Factory Pails.	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

Orange Marmalade.	1 50
Clear Jelly Marmalade.	1 80
Strawberry W. F. Jam.	2 00
Raspberry " " "	2 00
Apricot " " "	1 75
Black Currant " " "	1 85
Other Jams, W. F.	1 55
Red Currant Jelly.	2 75

All the above in 1 lb. clear glass pots.

P. G. JELLY POWDER.

Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 90c. per doz.

P. G. ICINGS.

Chocolate 2 doz. cases \$1.25 per doz.

Lemon, white, pink, canary and Kerneline 2 doz. cases, \$1.00 per doz.

T. UPTON & CO.

Raspberry, Strawberry, Red Currant, Pineapple.

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

LICORICE.

YOUNG & SMYLYE'S LIST.

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box.	1 25
"Ringed" 5 lb. boxes, per lb.	0 40
"Aome" Pellets, 5 lb. cans, per can.	2 00
"Aome" Pellets, fancy boxes (40) per box.	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can.	2 00
Licorice Lozenges, 5 lb. glass jars.	1 75
" " 5 lb. cans.	1 50
"Purity" Licorice, 200 sticks.	1 45
" " 100 sticks.	0 75
Dulce, large cent sticks, 100 in box.	0 73

MINCE MEAT.

Wheley's Condensed, per gross, net	\$10 80
per case of 3 doz., net.	2 70
Nicholson's, per gross.	10 80
per 1/4 gross case.	2 70

MUSTARD.

COLMAN'S OR KEEN'S.

D. S. F., 1/2 lb. tins, per doz.	\$1 40
" " 1 lb. tins, " "	2 50
" " 1 lb. tins, " "	5 00

In Jars—

Durham, 4 lb. jars, per jar.	0 75
" " 1 lb. " "	0 25

F. D., 1/2 lb. tins, per doz. 0 85

1/2 lb. tins, per doz. 1 45

FRENCH MUSTARD

Crown Brand—(Greig Mfg. Co.)

per gross.	per gross
Pony size.	\$7 50
Small Med.	7 50
Medium.	10 80
Large.	12 00
Spoon.	18 00
Beer Mug.	16 20
Tumbler.	11 50
Cream Jug.	21 00
Sugar Bowl.	22 00
Caddy.	28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, 1/2 lb. tins, 2 doz. in case, per doz.	2 00
Dalley's Mustard, 1/4 lb. tins, 4 doz. in case, per doz.	1 00
Dalley's Superfine Durham Mustard bulk, per lb.	0 12
1/2 lb. tins, 4 doz. in case, per doz.	0 65
1/2 lb. tins, 2 " "	1 20
1 lb. jars, per doz.	2 40
4 lb. " "	7 80
1/2 lb. glass tumblers.	0 75
Jersey Butter Color, 2 oz. btl. per oz.	1 25
1 gallon tins, per gal.	2 50
Celery Salt, 2 oz. btl. sil. tops, per doz.	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz.	1 75

ORANGE MARMALADE.

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	\$1 00
7-lb. pails, 6 pails in crate, per lb.	0 07 1/2
Silver Pan, 1-lb. fancy glass jars, 2 doz. in case, per doz.	1 30

PICKLES—STEPHENS'

A. P. TIPPET & CO., AGENTS.

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

SODA—COW BRAND.



Case of 1 lbs. (containing 60 pkgs.), per box, \$3.00

Case of 1/2 lbs. (containing 120 pkgs.), per box, \$3.00

Case of lbs. and 1/2 lbs. (containing 30 packages) per box, \$3.00

Case of 5c. pkgs (containing 96 pkgs), per box, \$3.00

SOAP.

JOHN TAYLOR & CO.

Eclipse (Twin-bar), per box \$4 00

Freight prepaid 5 box lots. Special discount for larger quantities.

BRANTFORD SOAP WORKS CO.



"Ivory Bar" Soap is put up in Twin Cakes, 12 oz. each, and in Bars, 1 lb., 2 6-16 lb. and 1 lb. Quotations furnished for "Ivory Bar" and other grades of soap on application.



A. P. TIPPET & CO.,

Maypole Soap, colors 1 box and less than 5 boxes and upward, 4 00

Maypole Soap, black, 5 boxes and upward, 4 00

Freight prepaid on 5 box lots.

10 per cent discount on gross lots.

STARCH.

EDWARDSBURG STARCH CO., LTD

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

Culinary Starch—

W. T. Benson & Co.'s Prep. Corn	0 06
Canada Pure Corn.	0 04 1/2

Rice Starch—

Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps.	7 1/2

THE F. F. DALLEY CO.

Boston—Laundry, 40 pkgs. to box, per package 0 08

Culinary—Toledo Corn Starch, 40 pkgs. to box, per lb. 6 1/2c.

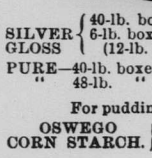


KINGSFORD'S OSWEGO STARCH.

SILVER (40-lb. boxes, 1-lb. pkgs., 6-lb. boxes, sliding covers) (12-lb. boxes each crate)	0 08
PURE—40-lb. boxes 1-lb. pack.	0 07
48-lb. " " 16 3-lb. boxes.	0 07

For puddings, custards, etc.

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



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

STARCH IN } Silver Gloss 0 7 1/2

BARRELS } Pure 0 6 1/2

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—

Canada Laundry, boxes of 40 lbs.	0 4 1/2
Finest Quality White Laundry—	
3 lb. cartons, cases 36 lbs.	0 05 1/2
Bbls., 175 lbs.	0 04 1/2
Kegs, 100 lbs.	0 04 1/2

Lily White Gloss—

Kegs, extra large crystals, 100 lbs.	0 06 1/2
1 lb. fancy cartons, cases 36 lbs.	0 07 1/2
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07 1/2
6 lb. tin enamelled canisters, 8 in crate 48 lbs	0 07 1/2



Brantford Gloss—1 lb. fancy boxes cases 36 lbs. 0 07 1/2

Brantford Cold Water Rice Starch—1 lb. fancy boxes, cases 28 lbs 0 09

Canadian Electric Starch—40 packages in case 3 20

Celluloid Starch—per case 3 50

Culinary Starch—Chal Prep. Corn—1 lb. pkgs., boxes 40 lbs. 0 05 1/2

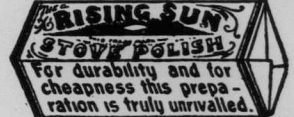
No. 1 Pure Prepared Corn—1 lb. pkgs., boxes 40 lbs. 0 06 1/2

STOVE POLISH.



No. 4—3 dozen in case (net cash) \$4 50

6—3 dozen in case 7 50



Rising Sun, 6-oz. cakes, 1/2 gross bxs. \$ 8 50

Rising Sun, 3-oz. cakes, gross bxs 4 50

Sun Paste, 10c. size, 1/4 gross boxes. 10 00

Sun Paste, 5c. size, 1/4 gross boxes 5 00



Tiger Stove Polish, 1/4 gross boxes, large per gross, \$7.20: small, per gross, \$4.50

Stovepipe Varnish, 4 oz. bottles 1 00

" " 6 oz. bottles 1 25

Boston Brunswick Black, 8 oz. bot's. 1 75



SILVERINE. Per gross.

No. 1—5c. size \$3 65

No. 2—5c. size 5 50

No. 3—10c. size 6 50

TEAS.



SALADA CEYLON

Wholesale. Retail

Brown Label, 1's and 1/2's.	0 20	0 25
Green Label, 1's and 1/2's.	0 22	0 25
Blue Label, 1's and 1/2's and 1/4's.	0 30	0 35
Red Label, 1's and 1/2's.	0 36	0 40
Gold Label, 1/2's.	0 44	0 50

Terms, 30 days net.

RAM LAL'S lead packages.



BRANTFORD GLOSS—1 lb. fancy boxes cases 36 lbs. 0 07 1/2

BRANTFORD COLD WATER RICE STARCH—1 lb. fancy boxes, cases 28 lbs 0 09

CANADIAN ELECTRIC STARCH—40 packages in case 3 20

CELLULOID STARCH—per case 3 50

CULINARY STARCH—Chal Prep. Corn—1 lb. pkgs., boxes 40 lbs. 0 05 1/2

NO. 1 PURE PREPARED CORN—1 lb. pkgs., boxes 40 lbs. 0 06 1/2

Cases, each 60 1-lbs. 0 35

" " 60 1/2-lbs. 0 35

" " 120 1/2-lbs. 0 36



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

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

Terms, 3 per cent. off 30 days.

CROWN BRAND.

(Ceylon in lead packages)

Wholesale	Retail
Red Label, 1-lb. and 1/2's.	0 35 0 50
Blue Label, 1-lb. and 1/2's.	0 28 0 40
Green Label, 1-lb.	0 18 0 25
Green Label, 1/2's.	0 19 0 25
Japan 1's.	0 19 0 25



LUDELLA CEYLON, 1's AND 1/2's PRGS.

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

TOBACCO.

EMPIRE TOBACCO CO.

Foreign—

Royal Oak, 2 x 3. Solace, 8s.	0 52
Something Good, rough and ready, 7s	0 53
Louise, 2 x 3. 14s	0 54

Domestic Chewing

Currency 13 1/2 oz. bars, spaced 9s, (10 1/2 to the lb.)	0 39
Patriot, 2 x 6. Navy 5s.	0 41
Old Fox, Narrow 12s.	0 44
Free Trade, 8s. oz bars, spaced 8s, (12 to the lb.)	0 44
Snowshoe, 10 1/2 oz bars, spaced 8s, (12 to the lb.)	0 44
Snowshoe, pound bars, spaced 6s.	0 44

Cut Smoking—

Leader, 9's, in 5 lb. boxes (10 lbs. in case)	0 32
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WOODENWARE.

THE E. B. EDDY CO. per doz

Washboards, X	1 40
" " XX	1 60
" " Waverly	1 75
" " Planet	1 80
" " Special Globe	1 75
" " Solid Back Globe	1 80
" " Electric Duplex	2 30

Matches—

5-Case Single Lots.	Case
Telegraph	\$3 00
Telephone	2 80
Tiger	2 65
Empire, (slide box)	2 25
Safety, Capital	2 75
Parlor, Eagle, 200's.	1 30
" " 100's.	1 50
Victoria	2 50
Little Comet	2 00
Flamers	2 25
" (wax stems)	3 20

BOECKH BROS. & COMPANY.

Washboards, Leader Globe	1 40
" " Improved Globe	1 50
" " Standard Globe	1 60
" " Solid Back Globe	1 70
" " Jubilee (perforated)	1 80
" " Crown	1 90

F.o.b. Toronto.

Matches, Kodak, per case (10 gross in case) 0 68

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