

PUBLISHED
EVERY
FRIDAY

CIRCULATES
IN EVERY
PROVINCE

THE CANADIAN GROCER AND GENERAL STOREKEEPER

QUALITY..



When a salesman talks price to you
Ask him about QUALITY

When he talks quantity
Ask him about QUALITY

When he talks merit to you
Ask him about QUALITY

That's the _____
STRONG POINT
in
Colman's Mustard



**PEEK
FREAN
& C^o's**

BISCUITS

ARE NOW PRODUCED IN
Several Hundred Varieties.

Recent Novelties are
FLORENCE WAFERS
AND
CREAM SANDWICHES

CHAS. GYDE, Canadian Agent, MONTREAL.

<p>Corn Brooms</p>	<p>BROOMS</p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck" ...</p>
<p>"GEM" "WIRE" "SNOW" "CORKER" "HEARTH" "LA BELLE" "BARBERS" "TRAVELLER"</p>	<p>STANDARD BRANDS</p>	<p>Wood, Bone, Nickel, Silver and Plush Handles. Large Variety, Low Prices.</p>
<p>WHISKS</p>	<p>H I S K S</p>	<p>Corn Whisks</p>
<p>The H. A. Nelson & Sons Co., Limited 59 to 63 St. Peter Street MONTREAL Toronto Sample Room: 56 and 58 Front St. West</p>		



What experience in cooking will do is shown in Heinz Tomato Soup, sold in cans, ready for use.

There are 57 varieties of Heinz Pickles and Pure Food Products.

Canadian Agents:

H. P. Eckardt & Co., Toronto. Hudon, Hebert & Co., Montreal.

Nothing succeeds like success !

Why are we successful ?

Why is it our business is increasing ?

Because we know what people want and we are in a position to supply the demand.

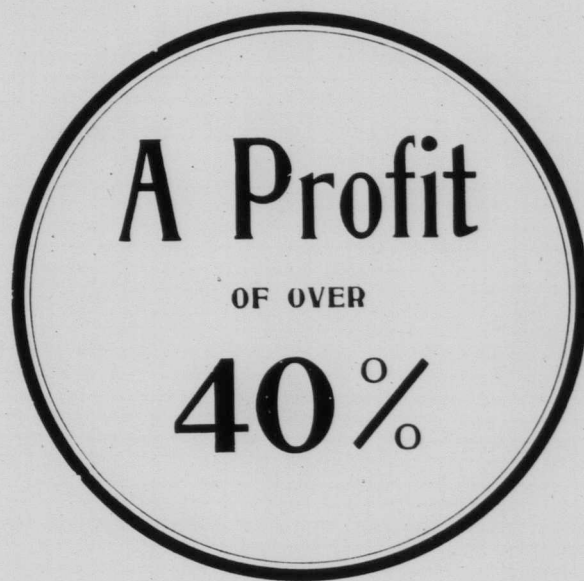
THE PUBLIC are realizing that such standard brands of Table and Dairy Salt as "Coleman's" and "Rice's" can always be relied upon, and **DEALERS** are correspondingly becoming aware that to be up to the mark they must keep these brands of Salt for sale.

Absolutely pure, do not harden like inferior brands, and cost no more. Try them and be convinced.

R. & J. Ransford, Clinton, Ont.

A Firm which introduces customers to
your establishment by widely advertising
a preparation of recognized merit, and,
at the same time,

Offers



Deserves your cooperation and support.

THAT IS WHAT YOU MAKE ON

MAYPOLE SPECIALTIES

viz., "MAYPOLE SOAP" for Home Dyeing.
"ORIOLE SOAP" for the Complexion.
"STRAW HAT POLISH" for renovating Straw Hats, etc.

WRITE US FOR
CATALOGUE.

Made in England.

LEADING HOUSES SELL THESE GOODS.

ARTHUR P. TIPPET & CO.

General Agents.

8 Place Royale.

MONTREAL.

SOLD FROM

ATLANTIC TO PACIFIC

FAC SIMILE OF CASK LABEL.



PURNELL'S

**PURE
PLAIN and SPICED
MALT VINEGARS**

THE BEST FOR PICKLING.

Brewery, Bristol, England.

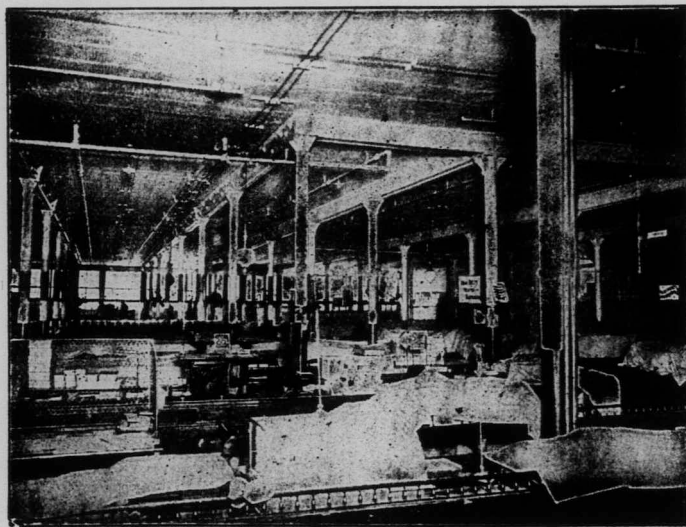
AGENTS:

St. John's, Nfld.—Wm. Barker, Water St.
 Charlottetown, P.E.I.—Horace Haszard, South Side Queen Sq.
 Halifax, N.S.—J. Peters & Co., 47 Upper Water St.
 St. John, N.B.—J. Hunter White, 3 North Market Wharf.
 Montreal—J. M. Kirk, Imperial Buildings, St. James St.

Toronto—J. Westren & Co, 73 Carlton St.
 Hamilton—John W. Bickle & Greening.
 Winnipeg—A. Strang & Co., Portage Avenue.
 Vancouver, B.C.—C. E. Jarvis & Co., 101 Holland Block.

“LUXFER PRISM

windows and pavement lights
are a boon to progressive and
thrifty merchants.”



EATON'S—WITH LUXFER PRISMS.



EATON'S—WITH PLATE GLASS.

WE REST OUR CASE

upon a comparison between the amount required to light your
store with Luxfer Prisms and the amount of
your artificial light bills.

WRITE TO

Luxfer Prism Co., Limited.
 58 Yonge St., Toronto.

Through Experimenting?

If the inducement of larger profits has been held out to you from the sale of certain brands of Cigars that are comparatively unknown, then you are experimenting and juggling with the confidence of smokers who buy of you. It doesn't pay to run such chances.

No manufacturer, anywhere, can offer you larger profits than I do when you sell my Pharaoh 10-cent Cigar or my Pebble 5-cent Cigar, because you cannot hold your trade on Cigars if the quality and workmanship of each one of them is not exactly up to one high standard. If you are a grocer, send for samples and my price list.

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

When your customer asks for a bottle of the.....

BEST EXTRACT

it is

"Crown Brand"

she means.

Manufactured and guaranteed by

The Greig Manufacturing Co.

456 St. Paul St., MONTREAL.

Have you tried "VALENTO" yet?

Select Back BACON.

In our ad. of last week we predicted higher prices for Hams. Our prediction has proved correct, and our customers who have placed their orders at old prices are that much ahead. We have a stock of Sugar-Cured Select Backs, very choice goods, which we are quoting at low prices. These are good value and we can recommend them for either camping or home use.

F. W. FEARMAN CO.

LIMITED.

Hamilton.



Every Grocer Will Want to See

our exhibit of "Sterling" brand pickles, jams and jellies at the Industrial, main floor, eastern entrance.

Every week shows "Sterling" brand pickles more popular and an increased demand for them in every part of the Dominion. The present Exhibition will further increase this demand. Grocers should see that their stocks are well kept up.

T. A. LYTLE & CO.

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



SATISFACTION.

OUR PICKLING MIXTURE HAS BECOME VERY POPULAR. WE USE ONLY THE BEST CLEANED SPICES---SO BLENDED AS TO PRODUCE THE FINEST FLAVOR--IF YOU ARE OPEN FOR GOODS SEE OUR TRAVELLERS.



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 100 to box; Blow Pipes 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

BROOKLYN, N.Y.

Established 1845.

DUNN'S PURE MUSTARDS

are made from selected seeds; all shell is extracted. Sold in 10c., ½-lb. and 1-lb. tins. It will pay to write us at Hamilton, Ont.

Tillson's Flake Barley

Besides its wholesomeness and rich, delicate flavor, there is yet another strong selling point for Tillson's Flake Barley—our constant advertising to the consumer through the press. The advertising pays—we are covering more and more territory with it from month to month. We are helping *you* to more business as well as ourselves. We keep "pegging away." Are *you* one of the grocers who are profiting by all this?

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

POPULAR with all tea drinkers.
STANDARD with all tea drinkers.
LEADERS with all tea drinkers.

... ARE ...

CEYLON AND INDIAN TEAS

These teas continue, and ever will continue, to rush on to the glorious success which their merits and superiority are daily winning for them.

You are bound to please those who patronize your store and hold their trade by handling Ceylon and Indian Teas, as they contain a **Purity, Flavor** and **Aroma** not to be found in other teas.

An era of prosperity is with the grocer
 who handles



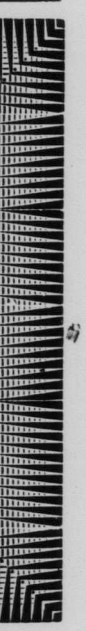
Ceylon and Indian
 Machine-made
TEAS

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W. H. Gillard & Co., Hamilton


HAVE STILL IN STOCK



Some
Very Fine
Choice, Flinty

RIO COFFEES

which they are offering at **Specially low quotations in 5-bag lots.**
It will pay the retailer to write this firm.

Are You Stocking 

EIFFEL TOWER LEMONADE?

There is money in it.

Send a post card for free sample to

C. E. COLSON & SON,

Sole Agents,

 **MONTREAL**

Handy for

Home

or ...

Outing

Flavor equal to
Fresh Ground
Coffee.



5 and 10-oz. Bottles.

ASK YOUR WHOLESALE GROCER
FOR IT.



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

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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VOL. XIII.

TORONTO AND MONTREAL, SEPTEMBER 1, 1899.

NO. 35.

HOW TO PUT A NEW STORE ON A PAYING BASIS.*

By J. J. QUINN.

A GOOD, broad, solid foundation is as necessary for successful business as it is for a building that is expected to stand, and I would make the basis and the foundation of my business:

Fair, square, honest dealing with everyone.

No misrepresentation of any goods under any circumstances. Nothing to be sold for the best of its kind unless it is the best.

Money back to any dissatisfied customer without grumbling or deduction.

Courteous, kindly treatment for everyone, whether they buy much or little, or buy at all.

One price, and that the lowest consistent with honest business methods.

Everything sold on its merits; no premium or gift schemes of any kind for anything.

After securing a store, the next thing is to purchase the stock, which should consist of popular and standard goods, with special reference to the needs of the neighborhood. Some neighborhoods demand certain lines of goods; these demands should be watched and catered to. That is the storekeeper's business—to supply his customers' demands. Nothing should be bought, no matter how good or how cheap it is, if it cannot be sold.

Stocks should be bought where the

GRADES AND BRANDS WANTED

can be secured at the lowest possible price; quality first, price next. All purchases should be made for cash (10 days). If necessary, pay spot cash to secure a bargain or goods you must have. Never lose or sacrifice a discount. Discount lost on a bill is interest paid on that bill. With

* First-prize essay published in The Grocery World.

canned goods, pick a standard brand in tomatoes, corn, peas, lima beans, string beans and peaches that can be sold at or close to a popular price for such goods, and hold on to and push that brand in preference to other brands. Other brands for other prices will have to be kept in stock, but make one special brand of each article named, whose quality and price are worth such an effort, your specialty in that line. This will be as near as a new store can come to producing those results that are aimed at in having one's own private brand of canned goods.

Great care is necessary in purchasing any goods, but the greatest care is necessary in purchasing the four most important trade-winners and trade-holders that a grocer sells: Tea, coffee, flour and butter. It is not hard to find high grades in all of these articles, but it is hard to set a right standard of quality in each of these things and then keep that standard through thick and thin and still buy so as to sell right. In buying teas and coffees, under no circumstances should package goods be purchased, even if the trade of the store demands such goods. This is one thing to which an exception must be made in supplying the customers' demands.

A MORE PROFITABLE TRADE.

in goods of better quality, for the same price, which will advertise the man who sells them, instead of the packer of the package goods, are the reason why package teas and coffees must not be sold. In buying teas and coffees the one way to be sure of what you have is to test them in the cup before you buy. A full variety of teas should be secured. If a customer wants a

Formosa, he should not be given a Foo-chow. Some storekeepers don't know this much, but the people who drink tea do. That is why some grocers have no tea trade. Buy teas that will sell for and be worth 40, 50, 60 and 80c. per lb. Prepare three special blends suited to the tastes of the neighborhood, one for 40c., one for 50c. and one for 60c. Give each one a special name, and in speaking or advertising always give it that name, as "Our B—Blend, 50c. a lb."

PUSH TEA AT ALL TIMES,

but one blend should be especially pushed, and that one the 50c. tea. With the present advanced condition of the market a tea can be blended and sold on its merits for this price which will be much better in quality than the 60c. tea sold with presents, and yet be 10c. cheaper. Two big points—better goods and less money, and on all a right profit made. Not as large as could be made two or three years ago, but a big profit still for any man who knows how and wants to sell tea. Great care should be used to get the exact proportion of the right teas thoroughly mixed in blending, and keep the quality and flavor the same all the time. To secure this end tea should be blended and put away—enough to do a month or two packed in clean, dry tea boxes or sugar barrels tightly covered with several thicknesses of clean paper, in a dry place. Better in a room by itself if possible. This work of blending in either tea or coffee should be done by the proprietor himself, who should keep his secrets concerning the blends to himself. Tea caddies should always be kept tightly closed.

Coffees should, if at all possible, be bought green, but not until a generous sample has been roasted by a man you can trust to do his work right. Then, if the

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.

coffee drinks right, and the price is right, buy.

THE BUYING OF COFFEE

green or roasted should be a question of sufficient capital. If money will permit, always buy it green; if this cannot be afforded, buy the right kind that has been roasted right. Low-priced coffees at 12 and 15c. retail must be kept. A good return for the investment is secured from them, but three blends should be prepared to be handled, after the manner of tea—one at 20c., one at 25c., and one at 30c., each to be given a name and sold by that name. While all should be pushed, the one that should be especially pushed would be the 25c. blend, for which price a splendid, smooth-drinking blend can be sold better than can be bought at the average store for the same money, and vastly better than the coffee sold with presents for even higher prices, and a good, round profit made.

The same care should be exercised with the coffee as with the tea, in keeping up the standard, etc. Keep coffee fresh at all times; never have over a week's supply of roasted on hand, at the most. The sale should be worked and pushed on the same lines as the tea in general. With flour, care also is required. A real blend of spring and winter wheat gives splendid results, and can be bought and sold low at present.

Select a distinctive name for the flour, and push and sell it under that name in your own bags, with the name and the strongest claims that can be made for it printed on the bags. The present low selling price prevents large profit, but

PROFIT WILL COME

through the amount handled and the advertisement which comes through this method of selling. People go out of their way to get good flour. Set your standard high in flour as well as in other staples, and keep it high. Make no compromise with low quality. To secure the best results with

butter, print butter alone should be handled. There will be no loss of weight from careless weighing, heavy draft or any cause whatever. Time will be saved in waiting on a customer who wants butter, and the quality can be kept at the standard for good butter easier than by any other form of butter prepared for market.

These remarks refer to genuine print butter, not reprinted tub. Arrangements should be made with a creamery, or, if this cannot be done direct, because of the small amount of butter used at first, business can be done with a creamery agent. Buy one quality, and that the best that can be had. Don't have anything to do with "pretty good" butter. It generally brings pretty bad results, and don't accept a pound that is not standard. If the effort is made, butter can be bought right that will keep sweet until used. Have the prints printed with your own print, and wrapped in parchment, with your "ad." for the butter printed on it. Arrangements can be made to have butter printed, the best that money can buy, with one's own private brand, even if no more than 50 lb. per week are used.

There are many reasons for handling tea, coffee, flour and butter, as I have described. In the first place, there is no guess work about their quality; it is not only good, but always the same, and free from variations. Equally as important, if not more so, is the fact that every one of those four things, sold in the manner described, advertises itself and the store from which it came in a way that no other method can equal. The public become impressed, not only with the goodness of the goods, but with the impression that they cannot be bought at any other store. You have

A PROPRIETARY RIGHT IN THOSE BRANDS;

no one else handles them, and that is the value of using a name for each blend of tea, and coffee, and the flour, and butter, and any other goods, especially canned goods, soap

and spices, as soon as the amount of business permits.

When the stock is selected and brought to the store, have it arranged as neatly and attractively as possible, and kept that way, keeping near to the front of the store those goods most in demand. Everything in the store for sale should have a neat price-mark. All goods which are shown in such a manner as to permit it, should have in addition to the price a word or two saying what they are, or telling their quality. Another thing that deserves a word is eggs. When price permits buy the very best. When the price goes beyond what the neighborhood wishes to pay use selected storage stock, candled, and guarantee every egg. It will cost less to guarantee them than to lose trade by not doing it. This simple plan has been found to work perfectly under every condition.

ADVERTISING.

No argument is needed to prove the necessity for advertising; business cannot be done without it. The best advertisement any store or business can have is a well-pleased customer. Patrons of a store will always talk about the store. If they are not treated right they will stay away, and often keep others away. If they are treated right they will come back, speak well of the store, and bring others. Bend every effort, then, to win and deserve the confidence of the customers. Money cannot pay for any other advertisement as good. Begin with the show-window; clean and dress it each week. A good plan is to put in it the chief bargain you are advertising for the week. Best results come from making a full display of one thing, or, if a number of things are used, they should all be of the one class. There is nothing in this but the result of the experience of the best men in the country who do this work. Whatever is shown should have a neatly-lettered card with the price. The value of a window for advertising is shown by these results. I have

SNOW WHITE . . .

Is Fischer's double-refined **Gelatine**. Dissolves quickly, is odorless, sweet and strictly **pure**.

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

Worthy of Attention.

Cases and $\frac{1}{2}$ -Cases, Fine Filiatra Currants.

Cases and $\frac{1}{2}$ -Cases, Choice Amalias Currants.

Cases and $\frac{1}{2}$ -Cases, Casalina Patras.

Cases, Selects—finest Currants imported.

Half-Boxes, Trenor's Fine off-stalk Valencias,
in splendid order.

All in first-rate shape. New Fruits now coming out are much higher. Our offerings are a snap.

JAMES TURNER & CO., Hamilton

Pasturage Drying Up.

All over the Province the long-continued drought has burnt up the pasturage, and fresh milk is getting scarce. Keep your stock up of condensed milk ; it will come in handy. "Reindeer" Brand is the old reliable.



ATTENTION! VISIT US.

A cordial invitation is extended to all our customers, and intending buyers who may visit Toronto during the Fair, to come and see us.

T. Kinnear & Co.

49 Front Street East

TORONTO

made over 50 sales a day of cakes shown in the window, at a profit of 35 per cent. Before the display as many sales would not be made in a week. A neat display of canned tomatoes, with a a catchy card, brought buyers from the opposite side of the street, and sold in a week five times the usual amount. These are not exceptions, but the usual results from

WELL-ARRANGED WINDOWS.

In placing goods for show in the window, not only the packages of goods should be shown, but the goods themselves, ready for the table, if possible. Canned fish of any kind, if displayed, should have with it a can emptied on a platter placed on a napkin, and the fish garnished with its necessary dressing. Such a window and many others are so tempting that people cannot help buying. A display of flour should be accompanied by a nicely-baked loaf of bread, made from the flour, with two or three thin slices cut from and laid beside the loaf on a white napkin. Another sliced loaf should be kept on the counter for the inspection of the customers. Show the bread and prove your claims for the flour by the bread it makes.

A can of anything you want to push, emptied into a glass dish, kept on the counter, with a little intelligent talk, will

never fail to sell the goods. The best way to sell tea or coffee is to make it right in the store. This should be done on Saturday at least; sometimes on Friday as well. The outfit to do this—gas stove, extra-size coffee pot, hot-water boiler, tea kettle and tea pot—will cost not over \$5. An attractive, tidy girl will do all the work of making tea or coffee, only one each day—one day coffee, another day tea—for \$1.00 on Saturday alone, or \$1.50 for Friday afternoon and night and Saturday all day and night. Have a cup served to a customer while she is being waited on, and talk whatever she is drinking. Tell her how to make it; it will taste as good in her own home.

Even with a crowded store, this can be done—a trial will prove how well the money this costs was spent. When this is going to be done, let everybody know it, so they can have a cup of tea or coffee. Bulletin or sign boards in front of the store, neatly lettered, are valuable aids in telling the people what you want to sell. I always use them, and make the letters plain enough to be read from 100 to 200 feet away.

EVERY BAG GOING OUT OF THE STORE should bear the store's advertisement. The bags for tea and coffee blends should have the name of that blend plainly printed on them, together with the strongest claim that

can be made for the goods. Circulars are very important. The best size is 9 x 12, and I would use either a special color of paper or ink, so that the public would know the circular as soon as they saw it, even before reading. They should be printed twice a week, and should never contain a word or a claim that is not absolutely true. No man can afford to lie and then advertise his lies. Too much should not be said, and all that is said should be in the plainest, strongest language. One circular should be distributed on Monday and Tuesday, and another one on Thursday and Friday of each week. Every circular that is printed should have without fail an ad. for tea and another for coffee. Don't say too much, but make a clear, strong point each time. Not more than six or eight articles should be advertised on any one circular. Always give prices and a few words about each article, the whole matter being printed in clear, heavy type. Occasionally, besides the regular form, a few prices might be quoted on some special goods.

SPECIAL PRICES

can be made on some goods to last for three days each week. For instance, a special price will be put on some articles for Monday, Tuesday, and Wednesday. Starting with Thursday morning, these articles are

Many Men of Mark

have testified to the excellence of IMPERIAL CHEESE, and among them the best food judges of the world.

But, its success is not based so much on their verdict as on the opinion of the thousands to whom it has become almost indispensable.

A. F. MacLaren & Co., Toronto, Can.



36 YONGE ST.

We shall be glad to have you call on us when you are visiting the city. Our staff, telephones and services are at your disposal. We cordially invite you to make **36 Yonge Street** your downtown headquarters.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

TORONTO

put back to the regular price, and special prices for the remainder of the week are put on other goods. This should never be done with more than two or three things at a time, and when it is done, advertise and show the goods well, pushing them hard. Let everyone have all they want, unless you set a limit to the amount each purchaser can have of the goods at the special price. It won't do to have bargains and then hide them. When tea or coffee is made in the store and demonstrated, advertise that fact especially well.

Have circulars distributed carefully by persons who will put them under the doors, not only around the store, but in every locality from which trade naturally comes to the street on which your store is situated. Don't wait until the people get on the street, and then depend altogether on attracting their attention by the appearance of the store. Get their attention before they come on the street; bring them on the street with the idea in their heads that your store is the one they are looking for. If you do this, they will stop and see you.

Always

HAVE EVERYTHING WEIGHED AND
MEASURED

that can be kept ready to hand to the customer as soon as it is called for. This work

can be done in the early part of the week, when trade is lighter. This is work that must be done, and done carefully, and should be finished each week by Thursday. All such weighing should be done by someone competent to do justice alike to the customers and the store—to weigh honestly.

In waiting on trade, each man should have his own place at the counter, and work there; but under no circumstances should boys be allowed to wait on the trade until thoroughly drilled in their work. There is no excuse at any time for any lack of courtesy to a customer. No matter how big the crowd may be in a store, every man can work quickly and still have a pleasant word and manner, all of which helps immensely to make a store popular. When through waiting on a customer, pack the goods in the customer's basket carefully, or else bundle them neatly.

Watch that customers, especially children, always get their turn, and if a person attempts to leave the store without being waited on politely speak to them, telling them they will be waited on in a few moments. Such an act generally holds a customer until the chance to wait on him or her comes.

I BELIEVE IN DELIVERING GOODS

to customers. Never promise to have an

order delivered at a certain time unless you are reasonably sure that it will be delivered at that time. If, through any unforeseen circumstances, it is impossible to deliver all orders at the time promised by the usual means, resort to unusual means, and have goods home when promised, even if additional expense be incurred. Keep your word and your customers' confidence. You cannot afford to break the former or lose the latter.

Always have the cashier supplied with plenty of change. Make the allowance liberal; don't trust to luck or your neighbors to help you out. Customers don't want to wait while change is hunted. Another point in connection with the advertising—keep everlastingly before the public, on the circulars and every ad. printed in any form, and talk it over the counter, the difference between your method of selling honest goods at honest prices and the system of those who are selling cheap teas and coffees with a premium at the price of high-grade goods. Keep quality and price to the front all day and every day, and make your name and character part of the business.

It costs money to advertise, and to the advertising account must be charged the difference of price when goods are sold at special prices. When this is done there

TAPIOCA IS SCARCE

If you want a bag or two, write us. We can make the price right.

JOHN SLOAN & CO.

Wholesale Grocers.

TORONTO

is a reduction of profit sure, but this reduction is the price paid for the advertisement which the special prices give. At a convenient place, where it can be plainly seen,

HAVE A BARGAIN TABLE,

on which samples of special-price goods can be kept, or any stock that is not moving right, so that customers can see them more easily. If there should be any article which fails to sell, put it on this table, with a price that will make it sell. Cost, or even less—much less, if necessary—is better than no return, and you keep your shelves clear of stale stock. A good salesman can sell anything he wants to sell, if there is merit in it and it is pushed, but never forget that nothing will sell long without pushing. By honesty, energy and push there will be no stale stock, odds or ends, and the shelves will always be clean, with bright new goods.

An easy way to

SELL PLENTY OF MACKEREL

or any salt fish is to handle them right. Of course, the fish must always be covered with plenty of brine and the barrel tightly covered. Have the barrels placed in a row against a wall or partition in the cellar if possible. At each end of the row of barrels in use place and fasten at the rear in an upright position a 2 x 3 post. To these two posts fasten a board or boards about 18

inches wide, running the length of the barrels, sloping at a good sharp angle towards the barrels. Let the front of this board be about one foot above the top of the barrels and extend over them three or four inches, while the rear will be, by reason of the angle at which it is set, several inches higher than the front. Along the front place a two-inch strip the entire length of the board, with a hole in the bottom of the strip right over the centre of each barrel. On Fridays and Saturdays, when salt fish will sell heavily, the fish can be taken from each barrel and laid on this board, which will drain them quickly, the brine running back in the barrel through the hole in the strip, while the fish are held firm in an almost upright position.

When fish are drained for Friday and Saturday, use large white plates to show on after draining, with a spray or two of parsley to garnish them. When the plates are filled, fill the draining-board, and when more are wanted they can be had immediately, ready drained without waiting. For other days, have short, flat tubs—the bottom part of small fish barrels, sawed off, will do—kept scoured and clean, outside and in; the fish kept in these for show should be well covered with brine, the sale during these days not warranting them being put on dishes, as they would dry out.

Many other little things, each one important, such as keeping the store, cellar and storage-rooms clean, the butter refrigerator sweet, the scales and scoops bright and polished, not on certain days, but every day, are not specially mentioned, because every business man knows the necessity for such things.

THE PERSONAL CLEANLINESS

of everyone employed in the store is imperative. Always have clean hands. Don't attempt to touch butter, tea, coffee, or anything, in fact, with hands soiled with oil or grease of any kind or mackerel brine. Never use the hands to touch anything that can be handled with a scoop. If too much has been put in a bag, empty it out or take it out with a scoop, but don't put your hands in it. Have a special knife for butter—silver-plated is the best, as it will not blacken the butter—and use no other knife for butter, and use the butter knife for nothing else but butter. If the cheese knife blackens cheese, take a small piece of soft cheese and rub the knife well with it on both sides. The knife will then cut clean, without any black mark.

There is not one theory among all the ideas herein described, every one of them having been tried and its value proven by the writer, who, while head clerk for a former employer was given permission to use his

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are invited to call and see us. We have the finest sample room and most complete stock of **FINE** and **STAPLE GROCERIES** in the trade, including many specialties controlled only by ourselves. **Our Travellers and Staff** will be pleased to welcome you.

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

WHOLESALE GROCERS,
MANUFACTURERS, IMPORTERS OF TEAS.

TORONTO

own methods, with the result that by the application of the very ideas contained in this paper a business of several hundred dollars per week,

PAYING A HANDSOME PROFIT, with 60 per cent. of the total trade in tea and coffee, was built in ten weeks' time in a broken-down store with a past history or reputation which had to be wiped out. This was done under exactly the same conditions as those described in the beginning of this paper as the conditions surrounding the store I would start. The same competition from the same stores had to be met and overcome, and it was met and overcome in the manner and time I have described, a result far greater in extent and much harder to achieve than to make a new store pay in six months, for a new store has no past reputation to wipe. The store where this was done continued successful during my engagement. My employer and myself disagreed about salary, and I resigned my position.

After I came away my former employer did not succeed in keeping the store on the same successful basis, for the very good reason that he would not pay a first-class man to run the store, and he did not know how himself, being without any experience

whatever in the grocery business, except the little he gained while he had the store. He therefore sold out to one of the largest firms in the city, who now run the store as a cut-price store. In starting a store in this same locality now, to be run on the ideas herein described, I would not therefore have to meet the competition of another store run in a like manner, the absence of which competition would therefore make my chances of success far better.

This system can, with some slight modification be applied to meet the requirements of any locality. But it is especially intended to meet and overcome the competition of cut prices and department stores. It has successfully done this in a fair, open fight against great odds, for two of the stores whose competition was overcome were representative stores of the two largest cutters in Philadelphia, while another was a department store—the headquarters of another chain of cut-price stores. It is simply selling things for what they are in an up-to-date, aggressive manner at prices which are honest to the grocer and his customer.

W. C. Dahl, of The W. C. Dahl Co., late general merchants, Orangeville, Ont., is dead.

LONDON'S MEAT SUPPLY.

Little more than a half of the bill that London settles every year goes into the pocket of the English farmer, says Cassell's Magazine. From the ends of the earth comes this vast supply. This great ogre of a city of ours, before whose gastronomic efforts the feats of all the giants of legend and fairy tale fade into insignificance, has taken his toll of the wild ranchers from boundless Western prairies, of the beautiful chestnut-colored herds of the Andalusian Mountains, of the piebald-coated cattle that the honest Dutch tend as their own children, and of the sturdy oxen of the North German plains. Canada and Australia send us lambs and sheep, the River Platte our ox tongues, Hamburg and Rotterdam our pigs. What an advertisement for the Navy League! What an object lesson for those who declare our fleet is overgrown!

It passes human comprehension to think what would become of London if our command of the sea were lost and the foreign supplies failed! if the 150,000 live cattle from America that swell the metropolitan cattle herd during the year never reached their destination; if Holland's half million of sheep were forced to remain on the home pastures—in short, if the 140,000 tons of meat, neither bred or fed in these islands, that London annually consumes, ceased to appear in the butchers' shops of the metropolis.



IN MANY CASES

adulterated foods taste better and sell better than pure food. But, such is **not** the case with marmalade.

It's the absolute purity of **UPTON'S MARMALADE** which gives it the rich flavor for which it is famous.

In 1-lb. glass jars and 7-lb wood pails.

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Tiger Stove Polish

For sale in two sizes, a 5 and 10-cent size. The packages are large and handsome, and give a good profit to the dealer. The polish does not dry or rust in the tins, but will impart a beautiful and lasting shine. Sold by all wholesale dealers, and by The F. F. Dalley Co., Limited, Hamilton, Ont., Canada.

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TEAS

give the highest satisfaction to customers and allow the grocer a long profit.

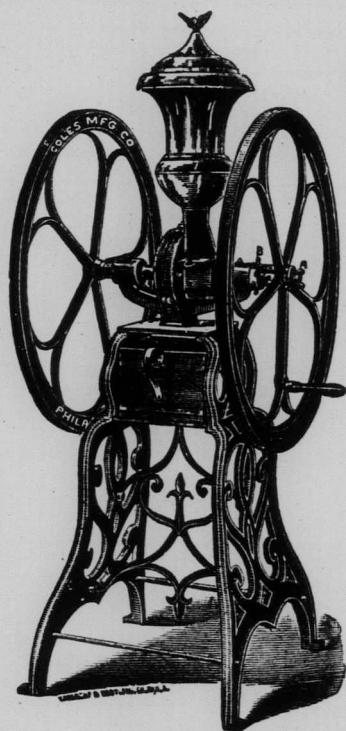
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MONTREAL



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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.

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For Toilet and Bath

Pure, white Wool Soap is an ideal soap for the toilet and bath. It is high grade toilet soap at the laundry soap price.

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

ELEVEN-CENT CHEESE.

HERE has been a sensational advance in the price of cheese during the past week of over 1c. per lb.

This jump is due to heavy buying throughout the country on export account, and, as a result of it, the first cost price of cheese has reached 11 9 16c., a figure that has not been paid at this time of the year in the past ten seasons. At the Campbellford board, 1,704 boxes were offered and sold at that figure.

Prices now are 3c. per lb. above where they were this time last year, 1c. per lb. above 1897, and 2½c. above 1896, which affords a pretty good idea of the reasons cheese-producers have to be satisfied this year. In fact, since the present season opened, prices have averaged 1½c. per lb. advance on last year's basis.

There have been marketed to date at Montreal, 1,147,231 boxes of cheese, against 1,223,528 last year, a decrease of 76,297 boxes; but, when due allowance is made for the extra 1½c. per lb., the aggregate return to Canadian cheese-producers this year has been greatly increased, the

excess on the total receipts to date at Montreal since the season opened being, in rough figures, \$800,000 odd; and, if prices continue firm, the increase will be still greater.

No doubt it is a puzzle why prices have kept up this summer in the face of heavy exports, the total up to last Saturday being 1,097,704 boxes, against 953,000 for the same period in 1898.

The reasons are various, for, while it is now perfectly clear that stocks of last year's cheese in Great Britain were exhausted by the opening of the present season, it is also very evident that the home make in Great Britain, and the supply from European countries, has been enormously curtailed by the torrid dry weather which has prevailed in England and on the Continent practically since the middle of June.

Naturally, with reserve stocks nil in England, and the consumption of cheese there at its zenith, as it always is during the harvesting season, the heavy demand has to be met, and it is from the way the demand from abroad has followed the rise on this side that retailers in Great Britain are sold up as closely as wholesalers. At any rate, the rapid clearance of arrivals is the only reasonable explanation to offer for the manner in which buyers in Britain have responded to the demand for higher prices made upon them from this side.

Canadian factorymen this year have also been in a position to take immediate advantage of every change in the market, as they have not, as yet, contracted a box ahead, but sold their output as it was ready for the market.

DELEGATES TO THE MARITIME BOARD OF TRADE.

Through some inadvertence, the names of the Kentville, N.S., delegates to the Maritime Board of Trade, published in last week's issue, were ascribed to Halifax, while the names of the Halifax delegates did not appear in the list at all. The Halifax delegates were Messrs. J. E. De Wolfe and C. M. Creed. In the report of the proceedings, however, the names of the delegates appeared as they spoke upon the various questions which came up for consideration.

CANADIAN REFINED SUGAR STEADY.

The refined sugar situation in Canada has, so far, been unaffected by the decline and unsettled feeling in New York.

This is easily understood by a comparison of prices now ruling in the United States and those asked in Canada, which shows that, even allowing for the drop in New York, prices in Canada are 17c. per 100 lb. below present values in the United States.

The raw sugar situation has also ruled unsettled abroad, prices on beet having declined as low as 10s. ½d. to 10s. 1½d. for August and September beet in London. Since then, however, the market has reacted somewhat, and values have recovered ¾ to 1½d. of the decline, 10s. 2½d. for both August and September being now quoted.

At New York, raw sugar, which has been unsettled, has lately ruled steadier, in sympathy with London and increased demand from refiners, present prices being 3 15-16c. for fair refining, 4½c. for centrifugal 96 test, and 3 13-16c. for molasses sugar.

DISCOURAGEMENT IN BUSINESS.

Dissatisfaction is not a bad quality. On the contrary, when present in a moderate degree, it is beneficial.

When a merchant or a clerk is completely satisfied, he is no longer ambitious to improve his business or his condition. And, like an engine without steam, he comes to a standstill. Next stage is decay.

But excess of dissatisfaction produces discouragement. And then, instead of being impelled forward, most men experience the opposite results.

Ever aim to reach a higher notch—to make your business or your position better. "If at first you don't succeed, try, try again," as an old maxim has it. You may not reach all the notches your eye is upon; but, by trying, you reach those you otherwise would not.

CANNED BEETS.

A line of canned vegetables, new to the Canadian trade, is being put on the market. We refer to canned beets. As far as can be learned two factories are so far engaged in putting them up.

While new to Canada they have been on the United States market for a year or two, and last year the demand is reported to have exceeded the supply.

GROCERY IMPORTS FOR TWO YEARS.

THE wholesale grocery trade of Canada, like other branches of commerce, is sharing in the general prosperity which the country has now for a year or more been enjoying. And one of the best proofs of this is reflected in the trade returns.

The fiscal year ended June 30 last, but, until the Trade and Navigation Returns are issued, which will be not for at least another six months hence, it will be impossible to give any other than a summary of the imports of groceries for that period. A summary, however, enables one to acquire a knowledge of the importations under the different classifications as well as the grand totals. As far as they go, therefore, they are of interest. The following tables, which are compiled from the monthly returns issued by the Department of Trade and Commerce, and are, therefore, subject to slight revision, give the importation of goods (dutiable and free), appertaining to the grocery trade, for the fiscal years 1898 and 1899:

DUTIABLE GOODS IMPORTED.

	1898.	1899.
Ale, beer and porter	\$ 146,169	\$ 163,810
Rice	297,311	406,341
Fish and products of	381,911	490,758
Fruits and nuts, dried	1,152,003	1,178,061
" green, viz. oranges and lemons	667,686	797,171
Fruits, all other	36,884	415,727
Pickles, sauces, capers, all kinds	132,521	173,381
Provisions, viz. lard, meats, fresh and salt	1,241,659	1,206,295
Provisions, viz. butter and cheese	82,258	64,766
Soap of all kinds	255,502	373,114
Spices, ground and unground	193,601	196,744
Spirits of all kinds	906,177	115,816
Wines, sparkling	160,057	209,508
Wines, other than sparkling	265,630	303,348
Molasses and syrup	589,948	742,714
Sugar, raw and refined	4,596,240	5,868,855
Tobaccos and cigars	222,970	260,231
	\$11,704,517	\$13,957,655

FREE GOODS IMPORTED.

Coffee	\$ 453,327	463,274
Fish and products of	510,755	442,371
Fruits — Bananas, olives, pine-apples, etc	503,838	567,289
Salt	290,772	294,445
Tea	2,590,274	3,313,632
	4,348,966	5,077,011
Grand total of grocery imports (dutiable and free)	\$16,053,483	\$19,034,666

It will be noticed that the increase in the imports for the last fiscal year was practically \$3,000,000, or 18.75 per cent. This is most gratifying.

The largest percentage of increase is in dutiable goods, being 19.02, against 16.74 in free goods.

With a few exceptions there was an increase in every item above enumerated.

It may possibly be remembered that when THE CANADIAN GROCER was dealing with

the imports of provisions during the fiscal year, 1898, it ventured the opinion that the importation of salted meats would probably not be as large in the succeeding as in the preceding year. We gather from the above table that that prediction has been verified.

The increase in the importation in bacon in 1898 was in part due to the scarcity of heavy fat hogs in Canada, owing, in turn, to the attention that had been given to the producing of "streaky" bacon for the British market, thus necessitating the importation of fat bacon by our own packers to satisfy the demand for the lumber camps. During the past year the producing of fat hogs has not been so much neglected, hence the absence of the same need for importing fat bacon.

The importation of dried fruits and nuts is all the more striking on account of the unusually small quantity of Eleme figs, Sultana raisins and certain descriptions of nuts, due to the shortness of their respective crops and accompanying high prices. When the detailed returns are issued, it will probably be found that the increase is largely due to a freer importation of Valencia raisins.

The importation of pickles, it will be noticed, continues to increase, the quantity brought in last year being \$20,860, or 13.67 per cent. in excess of that of 1898.

The series of articles which appeared in THE CANADIAN GROCER some months ago, on the subject of Canadian pickles, induced a few of the makers of these goods to improve the quality of their product. The reports we receive from time to time prove it. But, there is still an abominable lot of trash on the market. And as long as this is so, little else than an increase in the importation of foreign goods can scarcely be expected, for it is beyond the power of a few picklers who aim to turn out a first-class article to counteract all the evil which careless and unambitious manufacturers work.

The increase in the importation of spirits and wines, while perhaps not gratifying to prohibitionists, is gratifying in so far as it is an indication of better times, for, when times are bad, they always leave their impress upon trade in these lines.

Just how, in the absence of the detailed

trade returns, to account for the increase in the importation of sugar is a rather difficult matter, but it will, in all likelihood, be ultimately found to be largely due to the importation of foreign refined sugars, which, it will be remembered, came into this country from the United States in increased quantities, chiefly on account of the war among the independent refineries and the Trust.

The increase in the importation of coffee is not much—scarcely \$10,000—but it comes as a change to the decreases of the last few years.

Had there been anything else than an increase in the importation of tea, we should have been disappointed. The past 12 or 14 months, taking it all around, have been rather active in the tea trade; and the speculative and excessive stocks bought a year and more ago, when alleged tariff possibilities were used as arguments for making sales, have been dissipated, leaving the market in a better condition and favorable for an expansion of the import trade.

The few unfavorable features which characterized the grocery trade were due, not to market influences, but to the old evil, namely, the cutting of prices. Sugar and Valencia raisins may be cited as cases in point.

STRONGER MARKET FOR CURRANTS.

A stronger tone has developed in regard to the currant market. Until quite recently the estimates were for a large crop. But drought has been so severe that the original estimates, according to advices just to hand, have been reduced by almost 10,000 tons.

It is now estimated that the total yield will not exceed 150,000 tons. As the quantity to be held back by the Government, under the provisions of the retention law, will be 15 per cent., it is possible there will be available for export but 127,500 tons.

The quality of this year's yield is expected to be superior to that of last year.

In consequence of the threatened short crop, prices are cabled firmer from the primary market, and it is said that present figures are likely to be maintained.

The first shipments were expected to leave Patras about August 20th.

CLOSE OF THE SALMON CANNING SEASON.

THE season for the canning of salmon on the Fraser river is over, having closed August 25.

Although the pack is larger than was a few weeks ago thought probable, the season has been a most unsatisfactory one for the packers, on account of the high price they were compelled to pay for fish. Shortly after the season opened the price paid to the fishermen was 30 to 35c. for each fish. During a couple of days in the middle of last month it dropped down to 15c., but before the week was out it had reached 25c. The average price paid during the season is estimated by one canner at 22c., or about two-thirds above the nominal price of a few years ago.

In a letter we have before us from Malcolm & Windsor, Limited, Steveston, B.C., under date of August 24, is the following: "The fishing season for sockeye salmon closes to-morrow, August 25, and with it closes the most unsatisfactory and most unprofitable year it has been the misfortune of Fraser river packers to encounter. The price of the raw material was forced up to such an extent by the scarcity of labor and keen competition among the different canneries as to make canning anything but a profitable undertaking, and the unfortunate part of the business lies in the fact that the packers have no one but themselves to blame for the present demoralized state of the industry. * * * Taken as a whole, the past season must have given food for reflection to many of the packers, it being abundantly evident that the business can no longer be carried on profitably under existing circumstances."

The size of the pack on the Fraser is variously estimated at from 400,000 to 450,000 cases. Last year the total was 268,203 cases, including the fall pack. In 1897 the total on the Fraser was over 800,000 cases, the largest on record.

The pack of salmon on the Fraser river during the past seven years was as follows:

1893	457,797
1894	363,967
1895	400,368
1896	356,984
1897	860,459
1898	268,203
1899	450,000

What the pack is on the northern rivers we have not the means at present of ascertaining. From all reports, it has been fairly

successful. Up to July 15, it was about 79,000 cases. It may, therefore, be safely conceded that, while the total pack in British Columbia will not be nearly as large as in the phenomenal year of 1897, yet it will compare not badly with the average of previous years.

The comparative pack in British Columbia for the five years ending 1898 was, by cases, as follows:

	1894.	1895.	1896.	1897.	1898.
Fraser river	363,967	400,368	356,984	860,549	268,203
Skeena river	61,151	67,797	100,140	65,905	80,900
Rivers Inlet	29,351	38,579	107,468	40,207	165,484
Naas river	19,587	19,530	11,649	20,817	20,000
Lowe Inlet	8,315	8,681	10,395	10,666	10,323
Namu Harbor	.....	3,000	3,957	4,357	.....
Alert Bay	2,000	5,100	2,840	8,602	8,189
West Coast, V.I.	.....	3,320	5,107	4,434	4,330
	194,371	566,495	604,570	1,105,477	496,529

A significant feature of the present year's pack on the Fraser, that is worthy of note, is that the larger proportion of it is in 1 lb. flat tins. "Talls," write Malcolm & Windsor, Limited, "have been neglected this season, and but few have been packed, the high price of fish militating against the variety." A good number of ½ lb. flats have also been put up, according to that firm's letter.

Nearly all the flats will, of course, go to the English market.

GLUTTING THE MARKET.

DURING the past three weeks there have been several instances of glutting the Toronto fruit market with one or another line of fruit.

For two weeks this market was so over-supplied with muskmelons that prices fell to a point which made it more profitable to feed inferior to hogs rather than send them to market. This week shippers have been more careful about the quality of the stock sent in, with the result that prices have been advanced to a point satisfactory to both grower and handler.

Watermelons have been brought into the market in such quantities that prices fell to a point that frightened shippers, so that they refused to send them into the market until higher prices are assured.

Notwithstanding reports to the effect that the drought has reduced the crop of tomatoes, this fruit was sent into market on Friday and Saturday last in such quantities that the price fell from 15 to 20c. per basket to 8 to 10c. This, of course, was unremunerative to all concerned, except the

consumer, and the consequence was, that receipts on Monday and Tuesday were so small that it was not difficult to get 20c. per basket for all good stock. Receipts are now normal, and from 15 to 18c. is the ruling quotation.

While it may be difficult to prevent glutting the market, growers should remember that it rarely pays to ship inferior stock, especially when the market is well supplied.

Another point worth remembering is that every oversupply which knocks prices below a paying basis is closely followed by a reaction, which means better prices for those who gauge the market to hit the reaction correctly.

PUSH THE BEST GOODS.

EVERY merchant should keep in his store low-priced as well as high-priced goods, but where some make the mistake is in bringing the former forward as a substitute for the latter.

It is the high-priced goods that give, as a rule, the best satisfaction to the purchaser, and also the best results to the seller. Naturally, therefore, these are the goods which should be pushed. That they are not always well known.

Time and again, when a customer asks to see a certain line of goods, the clerk will submit the cheapest line there is in the store, instead of beginning with the highest-priced and working down to the lowest, if necessary.

While every man must use his own judgment, it is not wise to suppose from appearances that the cheaper the goods the better they will suit the customer. Unless the customer asks for the lowest priced article in a certain line it is the wisest thing, as a rule, not only to offer the best, but to show why it is the best. But, of course, if it is the cheapest that a customer will have, it is unwise to be overpersistent in pushing forward the high-priced article.

A CORRECTION.

A paragraph appeared in our last issue to the effect that Wood Bros., millers and grain dealers, Brantford, Ont., had been succeeded by The Brant Milling Co. The paragraph was taken from a commercial agency report, but we have been advised by the Messrs. Wood that the statement is untrue. According to a circular which accompanied the letter of the Messrs. Wood, a change has been made in the personnel of the firm by Mr. W. B. Wood being succeeded by Mr. Thomas L. Wood, who had been associated with the business for some years. The circular also pointed out that the firm's new flouring mill, replacing that which had been burned down, enables it to supply its customers as before.

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CEYLON TEA


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RED CROSS TEA

in lead packets, and

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

HORSE HAIR.

Have you any? We buy it.

GEO. ROSSITER & SONS

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HORSE-SHOE SALMON

Is packed ONLY from the finest

Fraser River Sockeye Salmon.

For twenty years the leading brand on the Canadian Market.

It pays to buy the best.

For Sale by all Wholesale Grocers throughout the Dominion.

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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

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

Grand Mogul ... Goods ...

- Consist of Pure Ceylon Tea in Packages.
- Pure Coffee in Packages.
- Pure Cream Tartar in Packages.
- Pure Baking Powder in Packages.
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- Pure Soap in Cakes.
- D. S. F. Mustard in Tins.

The sale of these goods shows the grocer over 42% profit averaged, a ready sale, splendid satisfaction. Can you get any other goods with so many advantages, so well advertised as Grand Mogul?

T. B. ESCOTT & CO.,

Tea Importers. Wholesale Grocers and Manufacturers,

London, Ont.

MARKETS AND MARKET NOTES.

GROCERY QUOTATIONS BY WIRE.

Should readers of this journal desire to secure between regular issues, the quotations on any staple line, they will, on application, be furnished by return mail or by telegraph; if by the latter method, at the cost of the person seeking the information.

ONTARIO MARKETS

TORONTO, August 31, 1899.
GROCERIES.

THE travelers who had been off the road for a couple of weeks were last week again on their respective routes, and, as a natural result, a larger business has been done. Canned goods are quiet, as a rule, although there has been a little speculative buying during the past week. The canned goods situation is, on the whole, stronger than it was a week ago. This is particularly true as far as corn and tomatoes are concerned. The coffee trade is a little more active, and a better business is developing in the tea trade on retail account. Sugar is meeting with a good demand at unchanged prices. In spices, the feature is the strong position of pepper. A continued strengthening in the tone of the currant market is to be noted, and Valencia raisins are cabled much dearer. Locally, there is practically nothing but fine off-stalk on the market.

CANNED GOODS.

There is a gradually strengthening of the position in regard to canned corn and tomatoes on account of the continued drought. At present, there is no dearth of tomatoes coming into the factories—in fact, some, at least, have been compelled to turn farmers away who were bringing them. This, however, is no guarantee that the pack will be large. The packers can only put up a certain number of cases per day. It is length of season enables a large pack to be put up, and what militates at the moment against a lengthy season is the drouth, which, naturally prevents the development of the later fruit. Some of the wholesale houses, awaiting developments, have, this week, instructed their travelers to withdraw prices on tomatoes for future delivery, while we know of one house which has advanced its figure to 85c. The ruling quotation, however, is 80c., but there is so little business doing that all quotations are practically nominal. One wholesale house reports that it refused 85c. f.o.b. factory for 2,000 cases each of tomatoes and corn, but it is quoting

tomatoes to retailers in small lots at 75 to 80c., but there is no demand.

Corn continues to be the strongest feature of the canned vegetable market, as it is the general opinion, rain or no rain, that the pack will be very small, which, with the market practically bare of old corn, makes the position decidedly strong. Wholesalers are firm at 85c., but there is very little business doing at the moment. Old corn is quoted at 90 to 95c. per doz.

Beans are firm, and we hear of one instance in which a sale was made back to a packer at 75c. The ruling quotation to the retail trade is 75 to 80c. The idea as to price to the retail trade for peas is 75c.

Salmon fishing closed on the Fraser river on August 25. The pack there is estimated at from 400,000 to 450,000 cases. But while that is double that of last year, the season has been a bad one indeed for the packers on account of the high price they paid for fish, ranging all the way from 15 to 35c., while the average price is estimated at 22c. It is said that the packers have

See pages 29 and 30 for
Toronto, Montreal, St. John,
and Winnipeg prices current.

positively lost money. There has been very little doing in canned salmon for future delivery. The packers do not appear to be offering at all. The wholesalers are still quoting to the retail trade, but there is not much doing. The prices they are asking are \$1.32½, \$1.35 and \$1.40 for Fraser river fish; \$1.25 for northern river fish, and \$1.05 for cohoes.

Canned lobster are firmer, advices from Newfoundland stating that the price of ½-lb. flats has advanced 50c. to \$1 per case within the last few weeks. Not many 1-lb flats appear to have been sold to local wholesalers this season, they having bought rather heavily last year.

The local demand for canned meats is keeping up well.

COFFEES.

A little more activity has developed upon the local market in Rio coffees, both wholesalers and retailers being freer buyers. Prices are pretty low.

SUGARS.

The outside markets are lower on both raw and refined sugars. There have been several declines in beets in Europe during

the past week. The decline in refined sugars in New York last week was from 3-16 to ¼c. per lb. On the local market, the demand is active and prices unchanged.

SPICES.

The feature of the spice market is the firmness of pepper, the price of which has advanced about ½c. per lb. during the last couple of weeks in the primary market. Tapioca, while firm, shows no further advance.

TEAS.

Wholesalers report an improved demand for tea, particularly for the Japan description. Shipments of Japan tea are arriving freely, but not much new business is being transacted for importation.

There is a good inquiry for Ceylon and Indian teas of low grade, but there are few, if any, teas obtainable at the low figures which buyers are willing to pay. Suitable low grades, in fact, are hard to get.

Shipments of China green teas have arrived during the past week, and there has been a little business done by the brokers, but it is very little. Prices are lower than last year. One or two inquiries are reported for China black teas, but we hear of no transactions. China black teas are dearer than they were last year.

FOREIGN DRIED FRUITS.

CURRENTS—The position of the currant market is a strong one. This week's mail advices and cables from Greece state that the crop is smaller than anticipated, owing to the drouth. It is now expected that the total yield will only be about 150,000 tons. As the quantity to be retained under the law is 15 per cent., the quantity available for export will probably be only in the neighborhood of 1,275,000 tons. Local wholesale houses report a good and an increasing demand for currants, and prices are firmer.

VALENCIA RAISINS—The market is advancing. Some cables announce an advance of 1s. 6d. and others of 2s. 6d. There is practically nothing but fine off-stalk left on the local market and that is quoted at from 5½ to 6c. Cleaned can be obtained, however, at the same figures.

SULTANA RAISINS—Early shipments were effected on August 21. The market is strong, there having been a series of sharp advances lately owing to damage by rain. A. Whittall & Co., under date of Smyrna, August 11, write: "Although Sultanas promise a production of 30,000 tons, against 24,000 to 25,000 tons last year, stocks this season in all consuming centres are all ex-

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ceedingly small. The United Kingdom has barely 600 tons, against 2,000 tons same time last year. This fact proves that, notwithstanding the high level of prices that prevailed last season, the consumption was sufficiently active to absorb all the yield and to deplete stocks carried over from the previous year. So far as can be learned the available excess this year will only be a matter of 3,000 tons when the question of the stock of old is taken into account. This excess, therefore, is not large enough to permit of prices ruling at a level very much lower than last season."

FIGS—Tapnet figs for future delivery are being offered rather freely. Prices are higher than the opening figures of last year.

GREEN FRUITS.

The volume of business being done on the Toronto fruit market continues exceedingly brisk. One firm alone handled over 4,000 packages of the various fruits on Tuesday, which was, as usual, the busiest day of the week. The fruits most in evidence are peaches, pears, grapes, apples and tomatoes. Canadian Crawford peaches are arriving more freely than a week ago, yet, as the quality is right, prices are well maintained at 75c. to \$1.25. Common white varieties are easily purchased at 40 to 75c. Californian Crawfords are quoted at from \$1.25 to \$1.50 per box. Canadian Bartlett pears are also more plentiful, but prices firm, as the demand is excellent. Grapes are beginning to arrive in great quantities. The demand is poor for inferior stock, but improves in proportion to the improvement in the quality. Red peppers are coming in more liberally, and prices are down 15 to 20c., the quotation now being 40 to 60c. Canadian apples are offered in large quantities, with

prices steady. Towards the end of last week the arrivals of tomatoes were so immense that prices fell to as low as 8 to 10c. This somewhat frightened shippers, with the result that early this week arrivals were so light that prices advanced to 20c. Shipments are increasing again, bringing the price to 15 to 18c. Raspberries and watermelons are off the market. Raspberries are done, and the cause of the scarcity of watermelons is that prices have ruled so low lately that shippers refused to bring them in at the price. The glut of inferior muskmelons has been ended. Prices were so poor that shippers found it did not pay to send anything but good stock in. The result is a good demand at higher prices. There is a fair movement of lemons, and a brisk sale of bananas at unchanged prices. Huckleberries, of which there has been an immense crop this year, are almost done. A few lawtonberries are offering yet at unchanged prices.

COUNTRY PRODUCE.

EGGS—Receipts continue large. On account of the very hot weather lately the quality is below the standard. The local demand shows some improvement, due probably to increased consumption during Exhibition time. Prices are steady at 13 to 13½c.

BEANS—There is practically nothing doing. Prices are nominally \$1 to \$1.10 for hand-picked, and 75 to 85c. for ordinary stock.

POTATOES—Prices continue to stiffen because of the prolonged dry weather, an advance of 15c. being noted, the present price being 65 to 70c. per bushel. The demand is good.

VEGETABLES—Celery is 10 to 25c.

cheaper. Otherwise there is no change. We quote: Cauliflower, \$1 to \$1.50 per doz.; Rhubarb, 15 to 20c.; radishes, 15c. per dozen bunches; corn, 10 to 20c. per doz.; vegetable marrow, 40 to 60c. per doz.; green onions, 5 to 10c. per doz.; celery, 40c. to 50c. per doz.; lettuce, 20 to 25c. per doz. bunches; cabbage, per doz., 30 to 50c.; parsley, 20 to 25c. per doz. bunches; green cucumbers, 5 to 10c. per doz.; new beets, 10 to 15c. per doz. bunches; parsnips, 40 to 60c. per dozen bunches; carrots, 10 to 20c. per doz. bunches; green peas, \$1 to \$1.10 per bag; butter beans, 75c. to \$1 per bushel; tomatoes, 15 to 20c. per basket.

BUTTER AND CHEESE.

BUTTER—Though the drought is affecting the production, receipts continue fairly large. The local demand is considerably reduced because of the high prices, and Manitoba is supplying the wants of all points west of that Province, so the sales of Ontario butter on that account are practically nil. The export demand, however, is brisk, and prices show an advance of ½c. in best dairy tubs and in all creamery. The English market is slightly easier this week, as the drought there has been relieved by showers. We quote dairy tubs at 17 to 18c.; best tubs at 16½ to 17½c.; second grade tubs at 12 to 14c. Creamery tubs and boxes are worth 20 to 21c., and prints and squares, 22 to 23c.

CHEESE—There seems to be no let-up in the stiffening of cheese prices, especially on the country boards. During the past week, prices ranging all the way from 11¼ to 11 9-16c. have been paid at the boards. Locally, prices did not follow up so rapidly, and many sales have been made in Toronto

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from 10¾ to 11c. At present, 11 to 11½c. is quoted.

FISH.

Oysters have arrived. They are quoted at \$1.50 per gal. for standards and \$1.75 for selects. The scarcity of whitefish and trout is still keeping fish prices firm. We quote as follows: Trout, 8c.; whitefish, 7½ to 8c.; Oregon salmon, 12½c.; maskinonge, 8c.; pickerel, 7½c.; perch, 4c.; herrings, 4c.; halibut, 12½c.; steak cod, 7c.; haddock, 5c.; 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., oysters, selects, \$1.75; standards, \$1.50.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN.—Prices are easy, but unchanged, at outside points, where red and white are both selling at 68½ to 69c. this week. There is a good movement on the street markets, of wheat especially. Goose wheat has advanced 2 to 2½c., while red and white have declined 2c., resulting in that goose wheat is now ½ to 1c. per bus. dearer than red and white. We quote the street market: Wheat, white and red, 70c.; goose, 70 to 71c.; peas, 60 to 61c.; oats, new, 34 to 35c.; old, 29 to 30c.; barley, 43 to 44c.; rye, 51 to 53c. No. 1 hard Manitoba wheat is 2 to 2½c. lower, now being quoted 78½ to 79c. Toronto and West.

FLOUR—There is a fairly good demand. Prices are unchanged. We quote as follows: Manitoba patents, \$3.90; Manitoba strong bakers', \$3.60; Ontario patents, \$3.70; straight roller, \$3.35, Toronto freights.

BREAKFAST FOODS—The demand is improving. Prices are unaltered. 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.

SEEDS.

There is a small jobbing movement of timothy at \$3 to \$4 per cwt. Little clover is yet moving. There is a brisk demand for alsike at \$4 to \$4.75 for choice to fancy lots. Extra fancy lots are worth 25c. more.

SALT.

The demand keeps good with prices steady. 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.;

BUSINESS CHANCE.

PROSPECTS OF A LARGE CROP—A GOOD Opportunity.—For sale, a General Business in a thriving town in the Northwest Territories. Turnover \$25,000 per year, with every prospect of doubling itself next year. Stock about \$3,500. Terms—About \$3,000 cash; balance could be arranged for. Present owner going into the Wholesale business. Apply, General Merchant, care Editor CANADIAN GROCER, Toronto. (34)

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

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THREE STANDARDS ARE:

WHITE SWAN

1-lb. Tin, 25c.

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COWAN'S

Hygienic Cocoa

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are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO

sacks of 200 lb., 45c. English coarse salt 47 to 49c. Toronto per sack of 154 lb.

HIDES, SKINS AND WOOL

HIDES—A brisk demand keeps prices firm. We quote cowhides: No. 1, 8½c.; No. 2, 7½c.; No. 3, 6¼c. Steer hides are worth ½c. more. Cured hides are worth 9c.

SKINS—The feeling continues stiff, with prices unchanged. We quote as follows: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 7c.; dekins, from 30 to 35c.; culls, 15 to 20c. Sheep and lambskins are selling at 45c.

WOOL—Conditions are unchanged. There is little doing. We quote fleece at 14 to 14½c., and unwashed at 8 to 9c.

MARKET NOTES.

Currants are advancing.

Barrel pork is 50c. per bbl. dearer.

Canned beets are being put on the market this season.

Sweet potatoes are on the market at \$3.75 to \$4 per bbl.

Sultana raisins have advanced 3s. per cwt. within the last few days.

Oysters are on the market at \$1.50 for standards, and \$1.75 for selects.

Dairy tub and all makes of creamery butter are 1c. per lb. dearer. Cheese has advanced ½c. per lb.

Black pepper has advanced about ½c. per lb. in the primary markets within the last couple of weeks.

A. B. Lambe, Toronto, representing Carter, Macey & Co., teas, New York, is removing from 26 Wellington street east to Room No. 3, Church street.

QUEBEC MARKETS.

MONTREAL, August 31, 1899.

GROCERIES.

THERE has been a fair volume of trade in general groceries during the week, but the movement is still of a mid-summer character on the whole. Sugar prices have not been affected by the drop in New York, but business in this staple is quieter than it was. Holders manifest firm views on Barbadoes molasses, and expect an advance in jobbing values as soon as the fall movement sets in. Canned goods are quiet, but firm in tone, corn being a notable instance in this particular, it being impossible to obtain a firm offer on this vegetable from packers. Dried raisins and currants are both firm at primary markets, an advance of 6d. being cabled on the latter,

while, in some cases, quotations have been entirely withdrawn. Coffee is dull and spices are firm, while there is rather more inquiry for tea on forward account. In country produce, the dominant fact is the sensational strength of cheese, owing to heavy buying.

SUGAR.

There has been no change in the local sugar situation despite the decline in New York, for the very good reason that prices in Canada are still 17c. per 100 lb. below the present values ruling in New York. The raw sugar market in London has ruled very weak of late, beet declining as low as 10s. ½d. to 10s. 1½d., but, since touching those figures, the price has improved to 10s. 2¼d. for both September and October beet. Actual demand on spot for refined is less active than it was, as buyers' wants have been anticipated for some time, but prices here are steady at \$4.55 for granulated, and \$3.65 to \$4.30 for yellows, as to grade.

SYRUPS.

There is no change in syrups, demand ruling slow, and values the same at 1¼ to 2¼c. per lb., as to quality at the factory.

MOLASSES.

There is no new feature to note in the molasses market. Demand is slow for round lots, and, in the absence of transactions, prices are difficult to quote. There are buyers willing to concede 32½c., but sellers will not listen to this price, and have confidence in better prices in the future. The jobbing price is 35c. on car lots, and 36c. for single puncheons, but an advance is being talked about.

CANNED GOODS.

Trading in canned goods has been rather quiet during the past week. Advices continue to predict a short pack of corn, some estimating the shortage at 25 per cent. At present no firm offers can be obtained on new pack, and old pack is firmly held at 90 to 92½c. Offers of new crop tomatoes are noted at 75c. f.o.b. factory, and old stock is firmly held at 77½c. Sellers ask steady prices on new crop peas and beans, viz., 75 to 77½c.

Demand for new crop fruit is quiet and values rule steady. We quote: Apples, 3 lb., 75c.; preserved, \$1.40; 1 gal. tins, \$2; pears, 3 lb., \$1.80; plums, 3 lb., \$1.60; green-gages, 3 lb., \$1.75; yellow peaches, 3 lb., \$2.25; pumpkins, 3 lb., \$3.65; strawberries, preserved, \$1.35; do., in syrup, \$1.15; raspberries, preserved, \$1.40; do., in syrup, \$1.15.

Business for forward delivery in new pack salmon has been nil, but the tone is firm and prices all around are fully maintained.

DRIED FRUITS.

Private advices from Denia state that orders so far executed for Valencia raisins have been on the basis of 18 to 20s., the inside figure being for shipment via Liverpool for fine off-stalk, which is equal to 5 to 6½c. laid down in Montreal.

A considerable business for importation has been transacted in currants at 13s. 6d. for Provincials, 13s. 9d. for Filiatras, 16s. for Patras and 20s. for Vostizzas, and latest cables quote an advance of 6d. all around upon these prices, while in some cases prices were withdrawn altogether.

COFFEES.

Business in coffee is quiet, and prices generally steady, a few lots of Maracaibo, in bags, selling at 8 to 14c., as to grade, for 25 and 30-bag lots.

SPICES.

The spice market is firm, especially for pepper and nutmegs, and higher prices are looked for in both these lines. Tapioca, for future shipment, also exhibits a stronger tendency, and cannot be laid down here under 4c. duty paid. We quote as follows: Singapore black pepper, 12½ to 13c., and Singapore white, 19½ to 20c. Penang pepper, 17½ to 18c., and West Coast, 12 to 13c. Pimento, 11 to 12c. Nutmegs, 28 to 44c., as to quality. Cassia, 9 to 10c.; Jamaica ginger, 19½ to 20c.; Cochin tips ginger, 6 to 6½c.; Zanzibar cloves, 9 to 10c.; nutmegs, 40 to 55c., and mace, 45 to 50c.

TEAS.

There has been a rather small trade in teas during the past week, but, for forward account, importers note more inquiry. Sales of 300 to 400 packages new crop Japan are reported at 15½ to 17½c., and another lot of 200 at 15c. Ceylons are strong, and recent advices from primary centres note an advance in prices.

GREEN FRUITS.

There has been a fair trade in green fruits during the past week. Bananas have ruled at 75c. to \$1.25 per bunch, and lemons are slow at \$2 to \$3 per box. Oranges are steady under light supplies, but the demand is light at \$3.25 to \$4 per box. There have been heavy receipts of seasonable fruit. Bartlett pears realize \$1.80 to \$2.20; plums, \$1.10 to \$1.40, and nectarines, 85c. Barrel pears were in great demand, selling up to \$4.30 per bbl., while ordinary stock

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Rowntree's

Rowntree & Co., Limited, of York, England, desire to call the attention of the Canadian trade to their well-known preparations, viz.:

Rowntree's ELECT Lemonade

A new Lemonade (in essence), of great purity and delicate flavour. This deliciously refreshing beverage for the hot season has attained immediate popularity in the Old Country, not only because of its superior qualities, but by reason of its great economy in use.

Rowntree's ELECT Cocoa

A delicious, highly-nourishing, and thoroughly digestible Cocoa, so economical in use that 120 breakfast cups can be filled from a 1-lb. tin.

ROWNTREE'S CHOCOLATES AND CONFECTIONERY.

Of world-wide fame for delicacy of make. Chocolate creams of all varieties. Rowntree & Co., Limited, are the largest manufacturers of Gum Confectionery in the world, their large Yorkshire Factories employing over 1,500 hands.

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Blended and packed in 1/2-lb. and 1-lb. Lead Packages in Bond in England

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318, 320, 322 St. Paul Street, Montreal.

went quickly at \$3.90 to \$3.95. Apples realized \$1.65 to \$3, as to grade.

FISH.

The fish market is nominal as to value. We quote: Fresh haddock and cod at 3 to 4c. for haddock, and 3 to 3½c. for cod; British Columbia salmon, 12 to 13c.; halibut, 13 to 14c.; salt fish: Green cod, \$4.25 to \$4.50 for No. 1, and \$5 for No. 1 large per barrel; dry cod, \$4; Nova Scotia herring, \$4.25 to \$4.50 in barrels; Cape Breton, \$4.75 in barrels; No. 1 Labrador salmon, \$14 to \$15; sea trout, \$9.50 to \$10; lake trout, \$4.25 to \$4.50 per keg of 100 lb.; No. 1 green haddock, \$4 to \$4.25.

COUNTRY PRODUCE.

EGGS—There was some demand over the cable and one or two round lots were placed on Liverpool account. The local demand continues slow and the market is quiet with no change in prices to note. We quote: Choice candled stock, 15½ to 16c.; straight lots, 14 to 14½c.; No. 2, 11 to 12c., and culls, 9 to 10c. per dozen.

MAPLE PRODUCT—A few small lots of maple syrup are coming forward, but the demand at present for the same is slow, and the market is quiet. We quote: Syrup, in small tins, 55 to 60c., and sugar, 7¾ to 8c. per lb.

HONEY—There is very little doing in honey and the market is quiet. Old white

clover extracted is offering at 6½ to 7c. per lb.

BEANS—Business in beans is chiefly of a jobbing character and prices rule steady at 95c. to \$1 for choice hand-picked, and 85 to 90c. for primes.

POTATOES—Receipts of potatoes are fairly liberal for which the demand in a small way is fair, and prices are unchanged at 35 to 40c. per bag.

ASHES—The demand for ashes is still slow and the market remains quiet. We quote: First sorts, \$3.70 to \$3.75; seconds, do., \$3.50, and first pearls, \$5.25 to \$5.50 per 100 lb.

FLOUR AND GRAIN.

FLOUR—There was no material change in the situation of the flour market. The demand was fair from local and country buyers for small lots, and a moderate amount of business was done. We quote: Winter wheat patents, \$3.75 to \$3.90; straight rollers, \$3.30 to \$3.40; in bags, \$1.60 to \$1.65; Manitoba patents, \$4 to \$4.20; strong bakers', \$3.60 to \$3.80.

GRAIN—There was nothing special to note in the local grain situation to-day. The decline in wheat prices at American centres has checked the foreign demand here for the same, in consequence the volume of business done over the cable to-day was small. There continues to be a fair inquiry

for new crop peas, but shippers are not disposed to accept present bids for any more. On spot, they are bidding 65c. in store, September delivery. The market for new crop oats was firmer, 29¼c. being bid for round lots afloat, September delivery. There was a good demand for No. 1 hard Manitoba wheat in the Winnipeg market, and prices for such advanced 1c. over Saturday's closing, but other grades closed a trifle lower.

MEAL—Business in meal continues quiet, and the market is still unsettled. Rolled oats are quoted at \$3.65 to \$3.67½ per bbl., and at \$1.70 to \$1.72½ per bag, but these figures are being shaded in some cases.

FEED.—There is nothing new to note in feed, supplies being still short, and prices firm. We quote—Ontario bran, in bulk, \$14 to \$14.50; and shorts, \$15 to \$15.50 per ton; Manitoba bran, \$14; shorts, \$16 to \$17; mouillie, \$18 to \$25 per ton, including bags.

HAY.—The demand for baled hay was better, and a fair amount of business was done. We quote: Choice No. 1, \$8 to \$8.50; No. 2, \$6 to \$6.50, and clover, \$5.50 to \$6 per ton, on track.

PROVISIONS.

The local market was without any new feature. The demand is only fair for cured meats, and other lines are moving slow,

TEAS TEAS TEAS

A NEW
Consignment of **Indians, Ceylons, and Japans** in hand.
Wholesale only.

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

consequently, trade on the whole is quiet. 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, 7c. to 7¼c. per lb.; and compound refined, 5½c. to 5¾c. per lb. Hams 12c. to 13½c., and bacon 11½c. to 12½c. per lb.

CHEESE AND BUTTER.

CHEESE — The past eight days has developed renewed excitement in the cheese market, which has led to an advance since last week of over 1c. per lb. on the export basis. Business was done over the cables at 11¼c. for Westerns, and 11½c. for Easterns, while one line of 5,000 boxes Easterns, comprising Julys and Augusts, chiefly the latter, sold at 11c. At the wharf, Monday morning, 7,000 or 8,000 cheese were disposed off, and 10¾ to 11c. was the ruling price, and in the case of some inferior lots prices ranged down to 10¼c. This is an advance of over a full cent since last Monday, and to say that it is entirely due to speculation is absurd. Of course, speculative buying has had a great deal to do with it, but the drouth in Great Britain is the primary cause of the current high prices. The Liverpool cable advanced another 6d. to 51s.6d. for colored, and 50s.6d. for white.

BUTTER — The market shows a turn to more steadiness, though the actual change is slight. At the boat on Monday morning, creamery sold all the way from 20½ to 21¾c. from first hands, which, of course, means an advance for dealing between traders. Western dairy, in shipping lots, was firm at 15½ to 16c. The local jobbing trade is quiet: Creamery, 21½ to 22c.; Townships dairy, 17 to 17½c., and western, 16 to 16½c.

MONTREAL NOTES.

Cables note an advance of 6d. all around in currants at primary markets.

The decline in sugar at New York has not affected this market to any extent.

The possibility of an advance in the jobbing price of molasses is being discussed.

A sensational jump of a full cent per pound in cheese is a leading feature this week.

Estimates state that the pack of new canned corn will be 25 per cent. short this season.

Tapioca for forward shipment is held very firm, and none could be laid down here under 4c. duty paid.

Louis Picard has started in business as grocer in Montreal.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,
ST. JOHN, N.B., August 31, 1899.

WHILE business is still somewhat quiet, there is an improvement noticed. Market being somewhat steady affects sales. Dried fruits incline to have attention, but dealers prefer to await events, hoping for lower figures. While payments through the trade are fair, three failures within the past few weeks have not been without their effect. The fact is, dealers get credit too easily, and in the end there is loss. In tea, fair stocks of new have arrived; prices are firm and reports firm. China teas favor rather firmer figures. In spices, the tendency is stronger, particularly in pepper. Tapioca is still high. Hops are a very light sale; prices are high. Retail trade is particularly good. The city is full of strangers, the hotels being unable to accommodate them.

OIL — At this season burning oils become active, and large orders are being booked. Prices are firm. A new oil light has been shown in the city, which is very brilliant, and should it prove a success, would mean an increased demand. Lubricating oils are quiet and easy. Paint oils keep very high, and have but a light sale. In cod oil receipts are as yet small; price is low. It

AMERICAN SUGAR.

We quote in car loads (mixed cars if you wish), Standard Granulated and Bright Yellow Sugars, FREIGHT and DUTY PREPAID, as follows:

Brockville, Berlin, Belleville, Brampton, Brantford, Chatham, Cobourg, Delhi, Guelph, Lindsay, Napanee, Peterboro', Prescott, Port Hope, Port Perry, Simcoe, Sarnia, Stratford, St. Catharines, St. Marys, St. Thomas, Woodstock.—Standard Granulated, \$4.60 per hundred; Bright Yellow, \$3.53 per hundred.

Barrie, Collingwood, Goderich, Listowel, Meaford, Orillia, Owen Sound.—Standard Granulated, \$4.62½ per hundred; Bright Yellow, \$3.55 per hundred.

Dundalk, Markdale, Orangeville, Pembroke, Renfrew, Shelburne, Sault Ste. Marie.—Standard Granulated, \$4.65 per hundred; Bright Yellow, \$3.57 per hundred.

— We will be pleased to quote any other point not mentioned above.

We quote Macdonald's Tobaccos, f.o.b. Toronto, as follows: Brier, 8's, at 61 cents per pound; Prince of Wales, 8's or 16's, at 63 cents per pound.

57 Front St. E., Toronto.

A. H. CANNING & CO.

The Following Brands
Manufactured by
The American Tobacco Co.
OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses
CUT TOBACCO
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.
CIGARETTES
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE, DERBY

Toronto Salt Works
TORONTO, ONT.

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

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.

SELL . . .

**GOOD
WILL
SOAP.**

35% profit at six for a quarter.

Vanluven & Co., Napanee, Ont.

READY LUNCH BEEF

Sells on Sight!

Handsome label you ever saw;
contents equal to appearance.
Handsome hanger in each box.

2^s retail at 25c.

Once their habitations are sprinkled with

Helpepper

nothing will induce vermin to remain.

LEEMING, MILES & CO., General Agents for **MONTREAL.**
Canada,

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.**

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



**The Leader
Lawn
Swing**

Children's Delight, Satisfying to
all, Perfectly Safe, Very Strong,
Most Restful and Invigorating.

ORDER NOW.

THE DOWSWELL MANUFACTURING CO., LIMITED,
HAMILTON, ONT.

Hugh Walker & Son Wholesale Fruit and
Commission Merchants

Consignments carefully handled.

GUELPH, ONT.

seems that a manufactured oil has largely taken the place of cod oil for manufacturing purposes, giving satisfaction at a lower price.

SALT—There have been no receipts of English salt during the week. Market is well supplied, and there is no change in price. There is a good active demand. In Canadian salt there is rather less sale as the dairy season advances. We quote as follows: Liverpool coarse, 45 to 48c.; 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 still some inquiry from the trade for corn, peas and tomatoes, but packers have very few if any to offer; in fact, it is said some will not be able to fill their orders, particularly for corn. Except in peas, stocks are light, and corn and tomatoes will come on a bare market. This is true of other lines, as salmon, peaches and golden apples. The latter are firmer, but trade is largely supplied. Lobsters will be higher than ever this fall; in fact, are so high as to have little or no sale. Oysters are rather higher, and scarce. Pineapple is marked up; in fact, is hard to get, and as packing season is over is likely to still further advance. Sardines, particularly natives, have improved sale. Haddies are likely to rule higher, as pack is smaller than was expected. Clams and bloaters have a good sale.

GREEN FRUITS—This is a very active line. Apples and Californian fruits are leading in the demand. In the former, American fruit is still supplied, but the larger part of the sale is New Brunswick fruit, which is of nice quality. As yet, the price is quite high. Some apples from Nova Scotia are being received, but the quality is poor, and sales are largely made by auction. Pears are in favor, and some very nice eastern Bartletts have been received, and sell low. Californians are of large size and hold high. Peaches of nice quality are received, both Ontario and Californian. They, with Californian pluus, hold at an even figure. Ontario plums are quite plentiful, and, owing to a small crop in Nova Scotia, will be more largely used than usual. Oranges have but light sale. Lemons are higher, and move quite freely. Bananas still have a good sale. Small cranberries are a light crop, and are quite high in price. Blueberries are very plentiful, and are low. Raspberries are about out of the market. In tomatoes, natives are more freely received, but a good many Ontarios are still sold. Prices are lower.

DRIED FRUITS—Except a few Valencias for early shipment and some candied peels little has been done in new fruits. Prices of Californians are daily expected. In Valencias, dealers hope for lower figures later. Currants show quite a range in the figures quoted by different brokers, and buyers hold off. Outside of the buyers, who are bound to look for lower figures, the feeling is that higher prices will rule. In spot stocks, prices are low and there is but limited sale. In prunes, there is some

inquiry, but little will be done until the new year. The position is considered strong, and price asked on new Californian fruit is rather higher than last season. In regard to apples there is a difference of opinion, but, while figures may be lower than last season, there is not likely to be any very low prices. In onions, American are now supplying the trade. Prices are still quite high. Nuts, particularly filberts, will rule quite high this season.

SUGAR—There is no change in prices. Yellows rule rather lower in proportion to granulated, and are having rather more active demand. On the whole, the tendency is firm and any change is expected to favor holders.

MOLASSES—The presence of considerable New Orleans in desirable packages and of particularly good value at the figure asked has created a somewhat easier tone in the market. Porto Rico held here is very fine stock, and, while there is a fair supply, prices are firmly held. Barbadoes is high and scarce. The stock of other grades is small.

PRODUCE—Eggs are not plentiful, but the demand is not large. Prices are kept quite firm. Buyers are now particular about quality, but such as are coming in give good satisfaction. Butter is very plentiful and only best stock will bring even a fair price. There is only a retail demand for creamery. The one large factory making butter in this Province is shipping it to England. Cheese are lower here than at any outside point. Stocks are light and factories have largely sold for export, many having contracted for their season's output. The factories have received fair prices, but in some cases below market value. The loss, because of no proper way of selling, will amount to several thousand dollars.

FISH—All lines are scarce, particularly fresh fish. There are almost no fresh fish. The run of fall shad was light, and best pickled shad will rule high. Dry cod hold their price, but any increased receipts will tend to rather easier figures. Pollock keep high, and are likely to rule firm. In pickled herring, firm figures rule. At Nova Scotian points light catches are reported, and, as they are the early fish, they are the best. Large fish will rule high. In Grand Manan herring, late catch fish are the best. New smoked are still high, but with freer arrivals lower figures will rule. We quote: Large and medium dry cod, \$3.75 to \$4; small, \$2.50; pickled shad, \$3.50 to \$5, as to quality; haddies, 4½c. per lb.; smoked herring, 7 to 8c.; fresh haddock and cod, 2c.; boneless fish, 4 to 5c.; pollock, \$2.25 per 100; pickled herring, \$1.75 per half bbl.

PROVISIONS—There is more inquiry, and meats tend higher. In all grades of pork higher prices are asked. Chief supplies are coming from Boston. They are selling below Western figures. Beef is firmer. In smoked meats, market is being more largely supplied by local cured. Prices, at present, are quite firm. Lard is still low, but tendency is towards higher prices.

FLOUR, FEED, AND MEAL—In flour, there is a better movement, and rather higher figures rule, particularly in Ontario grades. There is quite a range in Manitobas. Oats are scarce, and show little change in price. Rather lower prices rule

in oatmeal, but, at present, shippers look for but little change. Cornmeal is scarce, and full figures are asked. The limited supply causes rather higher figures. Beans have more inquiry, but local sales are light. Prices are firmly held. Our farmers have had good haying weather, and a fair crop and better figures are expected than last year. We quote: Manitoba flour, \$4.55 to \$4.70; best Ontario, \$3.85 to \$4.10; medium, \$3.60 to \$3.75; oatmeal, \$3.90 to \$4.10; cornmeal, \$2.25 to \$2.30; middlings, \$21 to \$22; oats, 41 to 43c.; hand-picked beans, \$1.05 to \$1.10; prime, 95 to \$1.00; yellow-eye beans, \$1.90 to \$2; split peas, \$4.10 to \$4.15; round, \$3.25 to \$3.40; pot barley, \$4.10 to \$4.15; hay, \$7.

ST. JOHN NOTES.

J. J. Bostwick received this week a shipment of canned meat from The Wm. Davies Co., Limited, Toronto.

Two young St. John business men are going with Armour & Co., of Chicago, namely, F. Merritt, late with Puddington & Merritt, and R. F. J. Parkin, late with Dunn & Co.

The loss to farmers and cheese factory-men, in both this Province and Nova Scotia, on account of not having public cheese sales will, this season, run into thousands of dollars.

Said a dealer to a broker: "What difference do your people make between hand-picked and prime beans?" The reply was, "5c." "Oh," says the dealer, "I am offered primes 8c. below hand-picked." "Yes," replied the broker, "but they charge you 8c. more for their hand-picked than their primes, and we charge but 5c. more."

TRADE CHAT.

AN exchange says it is estimated that the various canning factories in Picton, Belleville, Bloomfield and Trenton will this year turn out over 6,000,000 cans. One factory in Picton, that will turn out 2,500,000 cans, 12 years ago only turned out 136,000 cans.

It is reported by the mercantile agencies that the store of A. M. Cole, grocer, Vancouver, is closed.

All accounts against the late Isaac G. Hutchinson, general merchant, Brighton, N.S., are advertised for by Fred. H. Hutchinson, administrator of the estate.

At a meeting of the Stratford, Ont., Board of Trade, it was decided to reorganize the board, and to call a meeting in September to elect new officers and to arrange a policy of action.

The Dominion Government has decided, by Order-in-Council, to admit free of duty all sugar or molasses of cane or beet testing under 35 deg. by the polariscope, for use in the manufacture of compressed food for live stock, when imported by the manufacturers of such food, to be used only in their own factories.

Thomas Wilson, fruit inspector for British Columbia, is visiting Winnipeg and other points in Manitoba and the Territories studying the fruit markets there with a view of capturing this trade for British Columbia, where the fruit-growing industry is being rapidly developed.

VISIT US.

When in our city call and see us. We won't urge you to buy goods if not requiring, but we might be tempted to show you any specials which we may have, and can now advise that we are busy collecting for your inspection when you call. Our office and staff will be at your disposal, and we shall be glad to renew old acquaintances and make new ones. We say again come and see us.

Our customers do not always know what we pay for goods, but they can always find out what we sell them at. That is where the money is in it for them. In asking you to acquaint yourselves with what we have to offer, we are asking you to adopt the same policy in your buying that we have ourselves adopted, and which enables us to offer you uniformly rock-bottom values, not to speak of frequent specials. We adhere to the policy of buying where we can buy best, and when we can buy best. We welcome all reputable sellers to offer us goods. We ask all reputable buyers to secure our offers.

NOW ON THE WAY.

One carload, 200 barrels, Tomato Catsup, quart bottles, packed 4 dozen in barrel. Manufactured by The Joseph Campbell Preserving Co., of Camden, N. J., under "Crescent" brand. Quality as good as the best. Price away lower than any other high-grade catsup---\$1.50 per dozen.

SUGARS . . .

We will sell you either Canadian or American at a delivered or f. o. b. price Toronto or Montreal—and more interesting still, we will sell you at less than combination prices.

H. P. ECKARDT & CO.

Wholesale Grocers and Tea Jobbers,

Cor. Front and Scott Streets,

 TORONTO.

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Blue Label Tomato Ketchup

is the only Ketchup as good as Blue Label—made of finest, reddest, ripest tomatoes, seasoned with the best of spices and put up in sterilized bottles.



Prepared by . . .

Curtice Brothers Co.

ROCHESTER, N.Y.

Proprietors of

The largest Canned Goods Packing Establishment in the world.
Manufacturers of Canned Fruits, Vegetables, Preserves, Jams, Jellies, Soups, Meat Delicacies, etc.

WRITE FOR QUOTATIONS.

SPARKLING WHAT? Pure Gold Jelly Powder

Up to the date of this number of THE CANADIAN GROCER, it has no rival in the following qualities, viz.:

- SPARKLING BRILLIANCY —
- PURE INGREDIENTS —
- DELICIOUS FLAVORS —
- NATURAL COLORS —

It is a quick seller, and a money-maker.
You probably have it.

If not, you should order it from

THE PURE GOLD MFG. CO., Limited

Write us for book of recipes.

31-33 Front St. East, TORONTO

B. C. First, last and all the time.

Send us your quotations on Butter, Eggs, Cheese, etc., etc., or your enquiries for prices.

F. R. STEWART & CO.

VANCOUVER, B.C.

Branches: Victoria and Nelson.

Canadian Agents for "HONDI" Pure Ceylon Tea.

EXHIBITION BUTTER

We are anxious for good dairy butter: the demand will be good for the next two weeks. We can realize good prices at present. Ship at once.

T. H. SMITH & CO.

70 Colborne Street, TORONTO.
Telephone 8355.

POULTRY WANTED ALSO.

THE MANITOBA

Produce & Commission Co.

Limited

WINNIPEG, MANITOBA.

WHOLESALE DEALERS IN

Butter, Eggs, Cheese, Fruits, Cured Meats

**PICKLED, DRY AND
SMOKED FISH**

Consignments and
Correspondence Solicited.

BRANCHES
AT:

**Vancouver,
Victoria,
Nelson,
Rossland,
B.C.**



California Fruit will Soon be Over for Preserving. Place your orders now.

PEACHES PLUMS PEARS

We are now receiving a car every day.
Heaviest receivers in Canada.

The . . .
Macpherson Fruit Co.
WINNIPEG, MAN. Limited

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Dairy, cl
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CURRENT MARKET QUOTATIONS

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, CHEESE AND EGGS

Table with columns for Montreal, Quebec, Toronto, Hamilton, St. John, Halifax, and Manitoba. Rows include Dairy, choice large rolls, per lb., Cheese, per lb., and Eggs, per doz.

CANNED GOODS

Large table listing various canned goods such as Apples, Asparagus, Beans, Corn, Peas, Pears, Pineapple, Peaches, Plums, Pumpkins, Raspberries, Strawberries, Succotash, Tomatoes, Lobster, Mackerel, Salmon, Sardines, Sportsman, Key opener, P. & C., American, Mustard, Haddies, Kipper Herring, and Herring in Tomato Sauce. Columns include prices for Montreal, Toronto, St. John, and Halifax.

GREEN FRUITS

Table listing various green fruits including Oranges, Lemons, Bananas, Coconuts, Tomatoes, Red Peppers, Peaches, Plums, Watermelons, Raspberries, Lawtonberries, Huckleberries, Canadian Peaches, Pears, Plums, Canadian Grapes, and Sweet Potatoes.

SUGAR

Table listing various types of sugar such as Granulated (St. Lawrence, Red-patch), Granulated, Acadia, Paris lump, Extra Ground Icing, Powdered, Phoenix, Cream, Extra bright, Bright coffee, No. 3 yellow, No. 2 yellow, No. 1 yellow, Foreign, yellow, and Trinidad.

HARDWARE, PAINTS AND OILS

Table listing hardware, paints, and oils including Wire nails, Barbed wire, Smooth Steel Wire, Annealed wire, White lead, Linseed oil, and Turpentine. Columns include Montreal, Toronto, St. John, and Halifax.

SYRUPS AND MOLASSES

Table listing various syrups and molasses including Dark, Medium, Bright, Corn Syrup, Honey, Molasses (New Orleans, Barbadoes, Porto Rico, Antigua, St. Croix), and Sliced smoked beef.

CANNED MEATS

Table listing various canned meats including Comp. corn beef, Mince, Lunch tongue, English brawn, Camp sausage, Soups, and Sliced smoked beef.

CANDIED PEELS

Table listing various candied peels including Lemon, Orange, and Citron.

FRUITS

Table listing various fruits including Currants, Filifras, Patras, Vostizzas, Dates, Figs, Prunes, Raisins, and Domestic Apples.

PROVISIONS

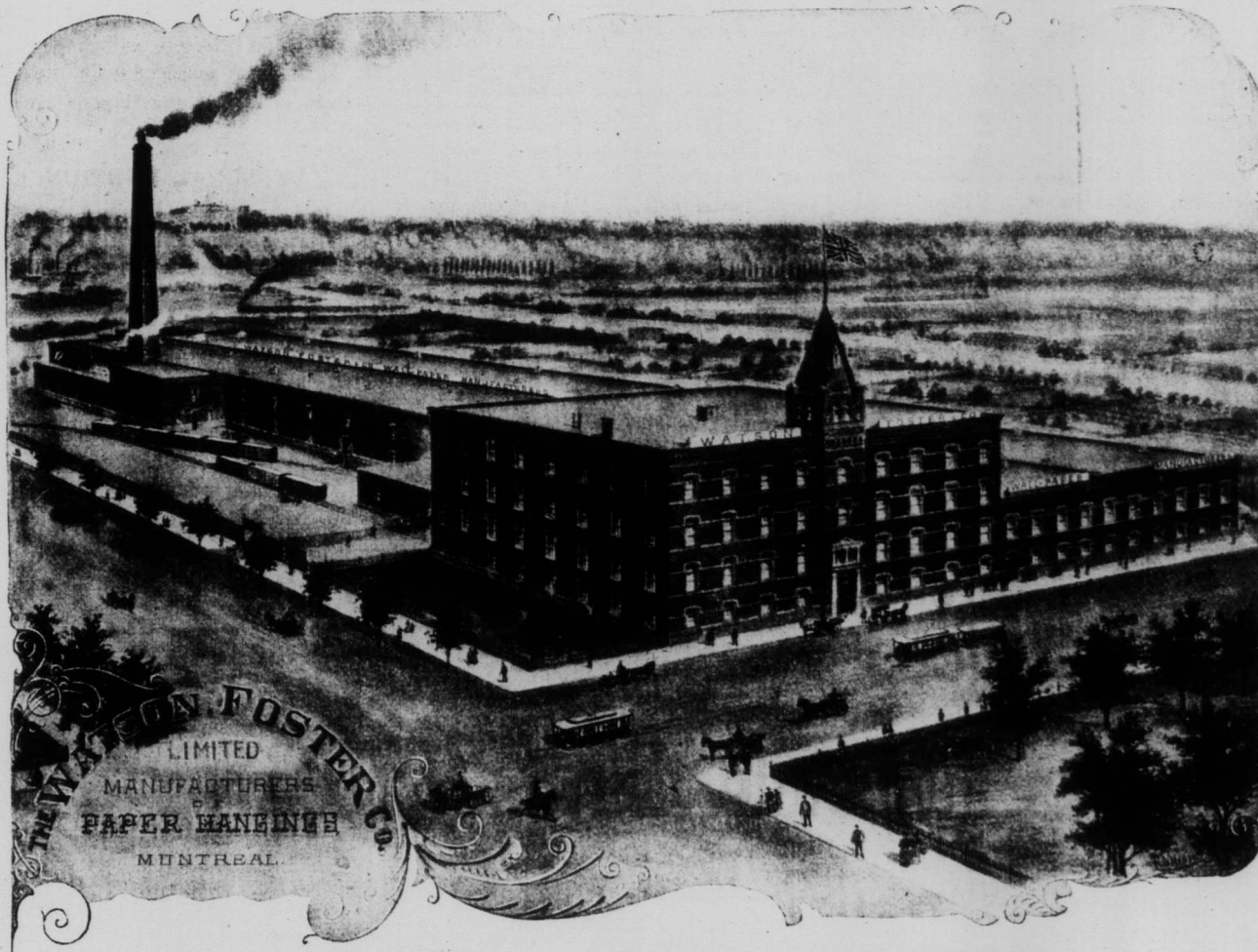
Table listing various provisions including Dry Salted Meats (Long clear bacon, Smoked meats, Breakfast bacon, Ham, Shoulder hams, Backs), Barrel Pork (Canadian heavy mess, Clear shoulder mess, Plate beef, Lard, Lard, Tubs, Fats), and Shortening.

THE . . .
Watson, Foster Company

Limited

Manufacturers of
 all grades of
 WALL PAPERS

Montreal, Canada.



**The Factory Producing the Most Modern, Artistic and Profitable
 Line of Paper Hangings on the Continent.**

Have you made your selection of Wall Papers for season 1899-1900? If not, now is the time to inspect our more-than-ever popular line. Our representatives are now on the road. Will have much pleasure to call on you and show you through our new samples. The frequent introduction of up-to-date novelties, nobby styles, artistic gems, and popular sellers all through the extensive collection will render the ordeal a pleasing one to you. It will require very little argument to convince you that our assortment embraces the kind of papers you should have to hold your best trade and increase the volume of your business.

OUR HEAVY 21-INCH PAPERS in Flats, Plain Varnish Golds, and Embossed Varnish Golds;
INGRAINS—with their handsome, remarkably rich match Friezes;
EMBOSSSED PULP EFFECTS—the newest specialty out, will obtain the above results for you.

Note.--- Freight equalized with Toronto for towns West of Belleville and West and North of Toronto.

Manitoba
 and B.C.

HINTS TO BUYERS.

WARREN BROS. & CO. have been appointed agents for the pickles manufactured by E. Manwaring, of Peckham, S. E.

The travelers of Lucas, Steele & Bristol have samples of Fischer's gelatine.

"We are showing good values in cleaned currants," remark John Sloan & Co.

A. Booth & Co. are offering oysters this week at \$1.75 for selects and \$1.50 for standards.

John Sloan & Co. have a shipment of boneless fish, 25's, also 100-lb. cases of skinless codfish.

A supply of Sealy's ocean kippered herring and finnan haddie has been received by The Eby, Blain Co., Limited.

The Greig Manufacturing Co. are expecting another shipment of "Valento" wine within the next two weeks.

Lucas, Steele & Bristol report they are experiencing good results from "Kiji" tea in 1-lb. packages and in bulk.

A shipment of Heaton's mixed pickles and chow chow has been passed into stock by The Eby, Blain Co., Limited.

T. Kinnear & Co. have taken into stock a shipment of boneless fish in 25-lb boxes: also half-barrels of No. 1 herrings.

Repeat orders of new season's Japans

showing fine liquoring quality have been received by The Eby, Blain Co., Limited.

W. H. Gillard & Co. have on hand a range of very fine Rio coffees, which they are offering at low figures.

The Eby, Blain Co., Limited, are clearing out the balance of their stock "Gem" jars at reduced prices for this and next week only.

T. Kinnear & Co. have arriving a shipment of "Valento" wine in pints and quarts. "Valento" is non-alcoholic.

A full supply of domestic sardines, ¼'s in oil and tomato sauce and ¾'s in mustard, has come to hand with The Eby, Blain Co., Limited.

Warren Bros. & Co. are in receipt of a shipment of green Rio coffee. "I never saw a finer and more even sample," said a member of the firm.

Canned beets, both sliced and whole, are being offered by Lucas, Steele & Bristol. Their canned asparagus and canned spinach are pleasing everyone.

You can buy a genuine French sardine, key opener, ¼'s and ½'s, to retail respectively at 10c. and 20c., at The Eby, Blain Co., Limited.

In store with W. H. Gillard & Co. a consignment of Gillard's (England) new pickle and new sauce, the superior excellence of which goods is winning many friends in Canada.

CURRANTS FIRMER IN LONDON.

A London, England, paper of August 19, says: "Currants on the spot are firmer, supplies being very small, and the prices asked for new crop are higher than was expected, which is naturally having an influence on existing stocks. Samples of the new fruit are being received by post daily, and give the impression that most of the growths will be dry and good. Estimates of the weight of the crop are being reduced from day to day as the harvesting proceeds, and it becomes more possible to get at the out-turn. Speaking broadly it would appear that there is a shortage as compared with last season in every district except the 'Islands,' in which the crop is large and good."

PERSONAL MENTION.

Major John Sloan, of John Sloan & Co., is holidaying on the lower St. Lawrence.

On Thursday, last week, W. H. Tighe, grain dealer, etc., Chatham, Ont., who has been for some months troubled with brain trouble, went for a short walk. He has not since been heard of. On Sunday, a book, identified as his, was found on the L.E. & D.R.R. bridge over the Thames river. The river has been dredged, but no trace of Mr. Tighe was discovered.

SELECTED WHOLE MIXED

Pickling Spices . . .

blended to produce the best results.

McLaren's Invincible Extracts

for your best trade.

Ocean Wave Baking Powder

the always reliable for good work.

Coffees

A large assortment of all kinds, green, roasted, ground.

Everything first-class.

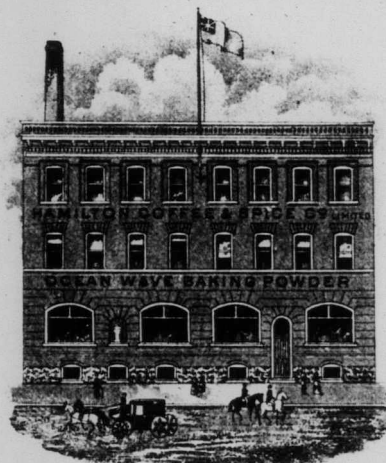
Prompt shipment.

The HAMILTON COFFEE & SPICE CO.

LIMITED

25 and 27 McNab Street South

 HAMILTON



25 & 27 MACNAB ST S HAMILTON, ONT.

TEAS TEAS TEAS


It is only by close and constant attention, and by giving extra good values that we have built up a large business in **Teas**.

Nothing will be spared in this department to attain a higher level if possible. We are in it; **the trade knows what that means.**

We invite all those who have not tried our **Teas** yet to do so. Send us your orders, we guarantee entire satisfaction.

Samples sent without delay when asked for.

— A SNAP —

WE OFFER: 

150 cases of Evaporated Apples, in first-class order, kept in cold storage, at 8c.

DO YOU WANT ANY ?

L. Chaput, Fils & Cie.

MONTREAL.

MANITOBA MARKETS.

WINNIPEG, August 28, 1899.

THE absorbing subject in Manitoba at the present is whether or not our enormous crop is to come off in prime condition. So far, reports from all directions are most encouraging. The August moon has passed the full and there has been no frost. There is no disguising the fact, however, that in many districts the crop is a little later than last year. Although wheat-cutting is progressing rapidly in some sections, yet, taking the Province as a whole, it will require fully ten days of fine warm weather to bring the crop to perfection, and, latterly, the weather has been cooler than could be desired, though with the end of the week warmer weather has set in.

Mr. Tom Wilson, member of the Board of Horticulture, is in the city in the interests of the British Columbian fruit growers. The Fruit Growers Association, of British Columbia, have this year secured the services of an expert packer from California, who is, at present, moving from station to station in that Province, supervising the packing of fruit for this market. The cars will be shipped through to Mr. Wilson at this point, and, it is likely, will be handled, through Bright & Johnson, of this city. The C.P.R. have undertaken to give special attention to the icing of the cars as they come through, and an earnest effort is being made to place British Columbian fruit on this market in prime condition. The time is most opportune, as California, Washington and Oregon plums are all somewhat short, and, in consequence, plums which retailed here at from \$1.15 to \$1.25 per crate last year, are selling this year for \$1.50 to \$1.75. Last year, 35 cars of Walla Walla fruit was sold on this market, this season 7 cars are the outside limit to be obtained. The green fruit market in this city has been pretty well cleared up during the week, but large shipments are expected on Monday. There have been several Ontario shipments of plums, peaches and pears, but, with the exception of small lots arriving by express, they have, as usual, arrived in poor condition. In grapes, a very fine sample of "Moore's Early" has been received per express, and these are quoted at 60c. the 10-lb. basket. One car of Ontario apples has arrived in fine condition. These are selling at \$4 per bbl.; American apples, at \$3.50. Montana crabs are a complete failure this season, there being no car lots to be had. The Southern crabs are arriving; barrels are very poor. They sell at \$5.50. Tokay and Muscat grapes are arriving in small quantities from California, and sell at \$3.50 the 20-lb. case. Bananas are growing scarce, and \$3 is asked for bunches in good condition. A final car of watermelons, muskmelons and cantaloupes, are due to

arrive Tuesday; these will be the last of the melons. The watermelons weigh 25 lb. apiece. Plums, \$1.50 to \$1.75, but Oregon fruit, due to arrive Tuesday or Wednesday, will probably go as low as \$1.25. Lomons and oranges are without change.

In general groceries there has been no change in any line. Prices are firm. Trade is very fair for the season, but no active movement of any kind is reported. If anything might be said of canned goods, it is that the market appears rather stronger than last week.

CURED MEATS—This market continues very firm, but no additional advance over last week is reported. A good deal of American meat is coming on this market.

BUTTER—This market is active and advancing. Creamery has advanced 1c. during the week, and the quotation at factories is 17½ to 18c. There is report of one purchase of very fine creamery at 19c. In spite of the sharp advance in creamery, little change has taken place in dairy, with the exception that there is a slightly increased demand for small lots of strictly first-class fresh yellow dairy, for which 12c., country points, is paid. All other dairy ranges from 10 to 11c., with a tendency to go into cold storage. The first car of creamery, entirely the product of one creamery, went east to Montreal last night. It was shipped from the R. A. Lister creamery at Morris.

CHEESE—There is a sharp demand, and the supply in this Province is far below the requirements of the trade, and there is no doubt that lots from Ontario will soon be on the market. The price paid during the week was 9½ to 10c. There is no doubt that Manitoba dairymen have made a mistake in the matter of cheese production this year.

EGGS—This market is very stiff at 15c. delivered, Winnipeg. The quality of the eggs, however, is improving, as cooler weather prevails.

NOVA SCOTIAN FRUITS.

The Nova Scotian plum crop is light this year, and this market will have to depend on Ontario for its later supply. Both Ontario and Californian plums, pears and peaches are now on the market. Nova Scotian apples are beginning to arrive in small lots by schooner. The Forest Flower landed a few barrels last week.—Sun, St. John, N.B.

Robert Macdonald has sold out his grocery business on the corner of Neeve and Ontario streets, Guelph, to Steve Matthews, who will take possession at once. Mr. Macdonald will go on the road for C. Kloepfer, M.P., wholesale carriage hardware dealer, Guelph.

GUESSING FOR GOLD.

The Pure Gold Manufacturing Co. have opened another of their surprises for their patrons in the shape of a guessing contest, the subject of which is a large package of jelly powder, an enlarged fac-simile of their well-known package jelly powder. The prize is certainly a valuable one—no less than \$100 in gold.

W. Lefavre & Taschereau have been appointed curators of F. Gagnon & Fils, general merchants, etc., St. Paul's Bay, Que.

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

Tobacco That Sells

and pays the dealers from 25 to 45 per cent. profit is what we have to offer you.

Our Plug Chewings are:

POMMERY, highest grade, bright, 3½'s.

SMILAX, bright pounds.

HOLLY, bright, 3's and 8's.

BLACK BASS, Navy, all styles.

Our Plug Smoking Brands are:

MONARCH, 3½'s.

MARIGOLD, ROUGH and **READY**, 8's.

CLOVER, Double Thick, 8's.

BANNER, SOLACE, 13's

Attractively packed in small boxes.

Hundreds of grocers are already handling them and are pleased with the goods.

Quality and price are in their favor.

We want our Tobaccos handled by every grocer in Canada.

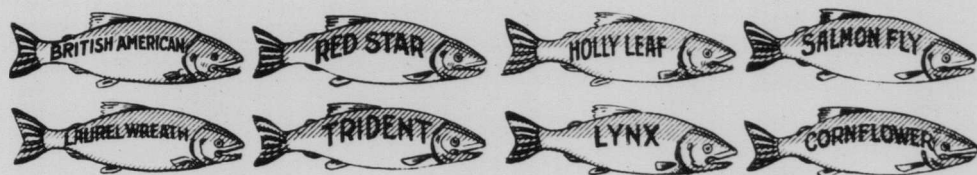
Dominion Tobacco Co.

80 to 94 Papineau Ave., MONTREAL

SOVEREIGN BRAND SALMON

— IS THE FINEST QUALITY. —

PRICES ON 1899 PACK NOW READY.



All these Brands are Finest Quality Sockeye. We give special prominence to "Sovereign" Brand, as it is **Choicest Fraser River Salmon**; white and gold embossed label; tins tissue wrapped. For select trade. Delivery on contracts guaranteed.



Anglo-British Columbia Packing Company

LIMITED

Wholesale Selling Agents: { WATT & SCOTT, Toronto.
WATT, SCOTT & GOODACRE, Montreal.
E. NICHOLSON, Winnipeg.

VANCOUVER, B.C.

WESTERN Incorporated 1851. ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,340,000.00
Annual Income - 2,290,000.00

Head Office: TORONTO, ONT.

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

RIO COFFEE.

Shipment extra choice, colory coffees now in store ex Asiatic Prince.

WARREN BROS. & CO.
TORONTO.

NEW SEASONS

Moning Congou

NOW IN STORE.

PERKINS, INCE & Co.

TORONTO.

NEW SEASON'S

"Golden Leaf"

JAPANS

We have now in stock 50c., 40c. and 25c. lines; also Nibs and Siftings—all fully up to the usual high standard of cup quality. See our travellers or write for samples.

GEORGE FOSTER & SONS

Wholesale Grocers,
BRANTFORD, ONT.

East India

Pickle Spice

Brightest, Cleanest, Best combination of choice **Whole Spices**, giving that piquant flavor relished by connoisseurs.

Largest 5 and 10c. packages.
Best value in bulk.

**Todhunter,
Mitchell & Co.**

TORONTO.



**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."

"Couvert" Champagne

HAS A RECORD
OF OVER
100 YEARS.

It held first place a century
ago—does now—always will.

Laporte, Martin & Cie.

MONTREAL.

We beg to Advise our Customers

and the trade generally that our travellers will be at No. 50 Bay Street, (Room 37) Merchants' Bldg., Toronto, during the Exhibition, with full lines of samples of Earthenware, China, Glassware, Lamps, etc.

We may state that we carry a full stock of Haviland's French China, decorated and gilt, No. 2194, as well as Haviland's White China, round edge also. Full lines of J. & G. Meakins' celebrated ware, such as Enamelled and Gilt "Autumn Tints," White Granite, etc.

The JOHN L. CASSIDY CO., Limited, of Montreal

Crosse & Blackwell, Limited

New Season's

Candied and Drained Peels

LEMON ORANGE CITRON MIXED (O. L. & C.)

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

C. E. COLSON & SON,

— MONTREAL.



EDDY'S

HOUSE, HORSE, SCRUB AND STOVE

BRUSHES

are pronounced by those who have used them to be without an equal. They are made by a new process and will **outlast** any other kind on the market.

We intend to push this Branch of our Business vigorously, and it will be to the best interests of our friends in the Trade to see that they are fully stocked with Brushes of our make.

The E. B. EDDY CO., Limited

HULL.

MONTREAL.

TORONTO.

Quebec,
Halifax,

Hamilton,
Winnipeg,

London,
Victoria,

Kingston,
Vancouver,

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

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

THE estate of Ismael Guindon, general merchant, St. Faustin, Que., is offering 40c., cash, on the dollar.

G. W. Martin, grocer, Kentville, N.S., has assigned.

Jos. Bussiere, grocer, Quebec, is offering 50c. on the dollar.

Campbell Bros., general merchants, McAdam Junction, N.B., have assigned.

E. O. Ingalls, grocer, fancy goods dealer, etc., Selkirk, Ont., has assigned to Robert Bruce.

D. G. Cathcart, grocer, etc., Revelstoke, B.C., has assigned to The Parsons Produce Co.

Auguste Berube, cigar dealer and confectioner, Lake Megantic, Que., is offering 25c. on the dollar.

Paradis & Jobin have been appointed curators of J. & J. Nadeau, general merchants, etc., Cascapedia, Que.

James Martin has been appointed provisional guardian of M. A. Menard & Co., general merchants, Buckingham, Que.

L. N. Bourgeois & Co., general merchants, Danville, Que., have assigned, and a meeting of their creditors has been called.

PARTNERSHIPS FORMED AND DISSOLVED.

Shaw & Lloyd, grocers, Bridgetown, N.S., have registered dissolution.

Ford & Rogerson, grocers, Vancouver, have dissolved, E. B. G. Rogerson continuing.

Ulric and Joseph Messier have registered partnership under the style of Messier & Frere, grocers, Montreal.

Bouchier & McAdam, general merchants, Abbotsford, B.C., have dissolved, — Bouchier continuing.

Edouard D. Marceau has ceased to be a partner in the firm of L. Chaput, Fils & Cie., wholesale grocers, Montreal.

Racine & Frere, grocers, Montreal, have dissolved, and Clara Racine, wife of Damien Racine, has registered as proprietress.

Copartnership has been registered by James J. Hughes and George E. McFarlane as general merchants, under the style of Hughes & McFarlane, Souris, P.E.I.

The statement in last week's issue that Wood Bros., millers and grain dealers, Brantford, Ont., had been succeeded by The Brant Milling Co. was in error. The only change made in the firm was that W. B. Wood was succeeded by Thomas L. Wood. The firm style Wood Bros. continues unchanged.

SALES MADE AND PENDING.

The stock of A. N. Ellis & Co., general merchants, Carberry, Man., has been sold at auction for 59c. on the dollar to T. Finklestein.

The assets of Robert Robertson, general merchant, Burnstown, Ont., have been sold at auction.

CHANGES.

Wm. Moeser, grocer, Ottawa, has sold out.

J. P. Dixon, grocer, Montreal, has sold out.

Racine Freres, grocers, Montreal, have sold out at 71c. on the dollar.

A. H. Sperry & Co., grocers, Greenwood City, B.C., have been incorporated.

W. R. Erskine, general merchant, Atwood City, Ont., has been succeeded by G. Lougheed.

Mary C. Sequin, wife of Frank McGuire, has registered as tobacco and cigar dealer under the style of Frank McGuire.

John McFarlane, general merchant, etc., Campbell's Bay, Que., has retired. He has been succeeded by McFarlane Bros.

The stock of T. G. Clute, general merchant, Stirling, Ont., has been sold to W. R. Mather, who continues under the style of Clute & Mather.

L. J. Lahay, sawmiller and general merchant, Kearney, Ont., has sold out his general store to D. S. Vincent, of Novar, Ont., who is selling out his Novar business and intends moving to Kearney.

DEATHS.

D. Sissons, general merchant, Carlton, N.W.T., is dead.

A TRADE SERMON.

One of the London trade papers of recent date contains the following item :

"The personal estate has been valued at £31,534, and the gross value of the whole of the estate is £69,975, of Mr. Edwin Henry Booth, of Avenham Tower House, Preston, J. P., grocer, who died on January 13 last, aged 70 years, a native of Bury, where, when 11 years old, he ran errands for a tailor and draper, and had experience of the difficulty of living on 3s. per week. He began business as a grocer in Blackpool, and afterwards opened a shop in Chorley, and, 40 years ago, opened a third shop in Preston, where at that time opphans had no shelter but the workhouse. Mr. Booth and some friends, therefore, founded the society which has had its outcome in the Fulwood Orphanage, and of this institution he was treasurer until he died."

There are several trade sermons in the above paragraph, which is a type of similar items of trade news all the time being made public. It is an answer to the query, Does the grocery business pay? As a boy, this man earned 75c. per week; at threescore and ten he bequeathed a fortune of \$350,000. Industry marked his entire career. Benevolence was with him practical, and not theoretical. The work of his life was rendering a needed service to the people and of using his gains in a way to benefit his fellows long after a busy life closed.—American Grocer.

Empire Smoking Tobacco



Ask your wholesaler for a sample caddy of

EMPIRE

at

36 cents.

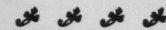
5, 10 and 15 cent Plugs.

Big Plugs

FOR

Little Money

Empire is a fine, cool smoke, and is sure to please. It is the largest, cheapest and best in Canada.



Made by the

EMPIRE TOBACCO CO., Limited

Granby, Que.

BUY ENGLISH PRODUCTS AND SUPPORT THE MOTHER COUNTRY.

BRUNNER, MOND & CO., L'T'D

NORTHWICH, ENGLAND.

Crescent



Brand

ENGLISH

BICARBONATE OF SODA

SPECIALLY REFINED AND RECRYSTALIZED.

WHY PAY EXORBITANT PRICES FOR SODA IN PACKETS WHEN "BRUNNER, MOND'S" SODA IN DRUMS IS THE **PUREST** AND SO MUCH **CHEAPER?**

CONCENTRATED SAL SODA

(SESQUI-CARBONATE)

THE BEST AND MOST CONVENIENT FORM OF WASHING SODA. DOES NOT CHANGE ITS COMPOSITION WITH TIME OR HEAT. IT IS ALWAYS EQUALLY GOOD TO USE. DOES NOT INJURE THE MOST DELICATE FABRIC OR THE MOST DELICATE SKIN. **1-LB.** DOES THE WORK OF **2-LBS.** OF ORDINARY SAL SODA. AN ELEGANT PREPARATION, IT SHOULD BE STOCKED BY EVERY UP-TO-DATE GROCER AND CHEMIST

SODA CRYSTALS.

(SAL SODA)

FINEST QUALITY. LUMP OR CRUSHED, AS DESIRED. IN DRUMS, BARRELS AND BAGS.

WINN & HOLLAND, MONTREAL, SOLE AGENTS FOR CANADA.

G. F. & J. GALT PACKERS OF THE BLUE RIBBON TEAS

42 SCOTT ST. TORONTO. CELEBRATED

WINDOW-GAZERS EARN MONEY.

“MODERN conditions, needs and competition, develop many queer pursuits,” said the State street merchant. “The business of carrying signs about the streets—‘sandwiching,’ it is called—is a century old. Merchants used to advertise their goods, you know, by hiring a man to go about ringing a bell and crying the wares of his patrons. That is one of the street noises we have lost. I sometimes think it would be a good scheme to revive it. It would pay while its novelty lasts. The queerest profession of all professions, I think, however, is the profession of window-gazer. All pursuits are ‘professions’ these days, as you are aware. We haven’t any ‘trades’ left. Never heard of a window-gazer?”

“There are many in Chicago, and, although they don’t get rich; they are paid enough to keep body and soul together. A window-gazer, as the name implies, is a man or woman who makes a living by gazing into a window. You know that if you stand in State street, look fixedly at the 12th storey of a building across the way, you will have a sidewalk blocking crowd about you in no time at all? Well, that is what the window-gazer does. He strolls casually along until opposite his employer’s window. Then he stops, and gazes with an appearance of deepest interest. In five minutes a crowd is gazing with him. As individuals of this crowd get enough and move on, others will take their places for probably half an hour. From a nearby street corner the originator of the audience is looking on. When the crowd has melted away totally, he gathers another by the same simple method. He works from 10 in the morning until 9 at night, and

he is paid \$2 per day. This may seem a large sum for such work, but it is not when the character of the window-gazer is taken into consideration. He must be a gentleman in appearance. To dress well is a desideratum with him. You will perceive that a man fitted out like a tramp might look into a window for an hour without exciting any attention or inducing anyone to stop and look with him. The nearer the window-gazer can approach to the ensemble of a man of leisure and wealth out for a stroll the more valuable his services are. The same things hold good of woman gazers. They are generally placed in front of the displays in the finer millinery shops or the department stores. You can spot one at any time by taking the trouble to hang about any establishment of this character, and keeping your eyes open.”—Show Window.

BE LOYAL TO YOUR EMPLOYER.

LOYALTY doesn’t mean honesty only, says The Keystone, it means more than mere faithfulness in the performance of prescribed duties. If you are truly loyal you will be watchful for his interest at all times, outside as well as inside the store. You will take as much interest in the success, as he does, or as much as you take in your own. You will constantly be studying how you can advance his interests within the limit of your opportunities.

A loyal clerk “takes the business to bed with him,” as Stephen Girard said. He doesn’t have to be told to do his work—he does it in the pleasure of the sense that it is his contribution to the prosperity of “the boss”; for loyalty is a higher virtue than

faithfulness. It represents all that faithfulness stands for, and something more besides.

The loyal clerk best shows his quality outside the store, outside of store hours. Let us suppose his employer is a crusty sort, or has peculiar notions, or an awkward habit of walking, or an impediment in his speech, or some other blemish which attracts attention and light talk. In a miscellaneous company of friends, or even among a few intimates, these crochets or peculiarities of “the boss” are made fun of, in the presence of the clerk. If he is just an ordinary clerk, who thinks that he has earned his salary when he has done his specified work, or who believes that he has discharged all moral obligations to the business when he leaves the store, he will join in the laugh, and probably lead in it. He will illustrate “the old man’s” absurdities, as one speaking with the authority of daily observation. But, if he is the loyal clerk we have in mind, he will show offence at these sarcasms; will correct the reports of idle gossip; will “stand up” for his employer with all the zeal he can summon. Whatever personal opinions he may hold as to the evidence of weaknesses or whims on the part of the merchant, he will not reveal, but will conceal such opinions, and make the best showing for a poor cause; for he is loyal.

If his employer is not honest, or in some particular not worthy of the respect of self-respecting people, he will quit his service; for the right sort of clerk will find it hateful service to serve such a man. He must quit him to be loyal to himself—to his conscience and his manhood. But while he remains he must be loyal; and he may withdraw his loyalty only when he withdraws his service.

Enameline

The Modern STOVE POLISH



PASTE.



LIQUID.

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.

'Daisy Fruit'

is a great seller. It is a good Fruit Biscuit at a low price. You should have a barrel at least. Samples and prices on application.

THE HOME CAKE CO.
GUELPH, ONT.

PAILS

"SUITABLE FOR"

Baking Powders
Cocoanuts
Confectionery
Mustards
Spices
Washing Compounds
ALL KINDS OF WOODEN-WARE KEPT IN STOCK.

Manufactured by
The Wm. Cane & Sons Mfg. Co., Limited
Newmarket, Ont.

Sole Agents:
BOECKH BROS. & COMPANY
Toronto, Ont.

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc.

Wholesale trade only.

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.

118 King St. East, TORONTO

Agents for HEINRICH FRANCK SOHNE & CO.

German Chicory, Coffee, Extracts and Essences

LUDWIGSBURG, GERMANY. FLUSHING, N.Y.



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.

WHEAT MARROW

SATISFYING FULLY, RECUPERATING QUICKLY,
DIGESTING EASILY.

The best properties of Choice Winter Wheat are given in this article. Ask your grocer for a 2-lb. package.

Manufactured by

THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor.

CORNWALL, ONT.

MONSOON

INDO-CEYLON TEA.

When all is said that can be said in favor of other teas, there remains the fact, admitted on all hands, that Monsoon is the best value ever offered.

No man denies it.

THE MONSOON TEA CO.

Toronto and Montreal.

MONSOON

INDO-CEYLON TEA.

per doz
\$2 00
0 75
1 25
0 90
1 50
2 00
3 00
6 00
4 00
6 00

FRACTS
\$6 00
4 00
5 00
3 00
2 00
3 00
1 80
1 20
7 00
1 00

DATS
per doz
1 25
2 25
1 25
2 25

F-RISING
per doz
1 20
1 20
1 20
1 20
1 20
1 20

1 20
1 30
2 60
1 30
2 60

1 10
1 10
2 22

ACTION

INDURATED FIBRE WARE.

Table listing various fibre ware items like Star Standard, Milk, Round-bottomed fire pail, etc., with prices.

JAMS AND JELLIES.

Table listing various jams and jellies like Orange Marmalade, Clear Jelly Marmalade, etc., with prices.

F. G. JELLY POWDER.

Table listing various jelly powder flavors like Raspberry, strawberry, orange, etc., with prices.

F. G. ICINGS.

Table listing various icings like Chocolate, Lemon, white, pink, etc., with prices.

T. LITTON & CO.

Table listing various products from T. Litton & Co. like Raspberry, Strawberry, Red Currant, etc., with prices.

LICORICE.

Table listing various licorice products like Young & Smylie's List, Fancy boxes, etc., with prices.

MINCE MEAT.

Table listing various mince meat products like Wethy's Condensed, Nicholson's, etc., with prices.

MUSTARD.

Table listing various mustard products like D. S. F., F. D., French Mustard, etc., with prices.

FRENCH MUSTARD.

Table listing various French mustard products like Crown Brand, Pony size, etc., with prices.

THE F. F. DALLEY CO.

Table listing various products from F. F. Dalley Co. like Dalley's Mustard, Dalley's Superfine Durham Mustard, etc., with prices.

ORANGE MARMALADE.

Table listing various orange marmalade products like T. Litton & Co., Silver Pan, etc., with prices.

PICKLES---STEPHENS'

Table listing various pickles from Stephens' like Patent stoppers, Corked, etc., with prices.

SODA---COW BRAND.

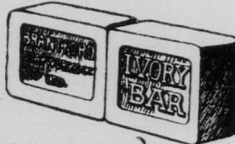


Case of 1 lbs. (containing 60 pkgs.), per box, \$3.00. Case of 1/2 lbs. (containing 120 pkgs.), per box, \$3.00.

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 1/2-lb. and 5-lb. Quotations furnished for "Ivory Bar" and other grades of soap on application.



1 box and less than 5 boxes, \$1.00. 5 boxes and upward, 4 boxes, \$1.00. Freight prepaid on 5 box lots.



A. F. TIPPET & CO. Maypole Soap, colors 1 box and less than 5 boxes, \$1.00. Maypole Soap, black, 5 boxes and upward, 4 boxes, \$1.00. 10 per cent. discount on gross lots.

STARCH.

Table listing various starch products like Edwardsburg Starch Co., Laundry Starches, Canada Laundry, etc., with prices.

THE F. F. DALLEY CO.

Table listing various products from F. F. Dalley Co. like Boston-Laundry, Culinary-Toledo Corn Starch, etc., with prices.



Table listing various starch products like Kingsford's Oswego Starch, Silver Gloss, Pure, etc., with prices.

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.

Table listing various starch products from Brantford Starch Co. like Canada Laundry, Acme Gloss, etc., with prices.

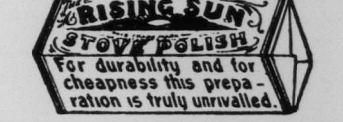


Brantford Gloss 1 lb. fancy boxes cases 36 lbs. 07 1/2. Canadian Electric Starch 40 packages in case 3 1/2. Celluloid Starch bxs. 45 cartons per case 3 50. Culinary Starch-Chal. Prep. Corn 1 lb. pkgs. boxes 40 lb 0 04 1/2.

No. 1 Pure Prepared Corn 1 lb. pkgs. boxes 40 lbs. 0 06. 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, \$3 85. 5c. size. 5 50. 8c. size. 6 60. No. 4-5c. size. No. 6-8c. size.

TEAS.



Table listing various tea products like Salada Oeylon, Brown Label, Green Label, etc., with prices.

RAM LAL'S lead packages.



Table listing various tea products from Ram Lal's like Cases, each 60 1-lb., 60 1/2-lb., etc., with prices.



Table listing various tea products like Ceylon Tea, Black Label, Blue Label, etc., with prices.

CROWN BRAND.

Table listing various tea products from Crown Brand like Red Label, Blue Label, Green Label, etc., with prices.



Table listing various tea products from Luella Ceylon Tea like Blue Label, etc., with prices.

TOBACCO.

Table listing various tobacco products like Empire Tobacco Co., Foreign, Royal Oak, etc., with prices.

WOODENWARE.

Table listing various woodenware products like Washboards, Matches, etc., with prices.

Table listing various woodenware products from Boeckh Bros. & Company like Washboards, Improved Globe, etc., with prices.

Vertical text on the right edge of the page, including 'THE MOS...', 'SPECIAL', 'For the entire Montreal, I in Manitoba', 'Re...', 'This cut re', 'We are', 'B', 'of all desc', 'G S C F B', 'or, in fact, us a line.', 'THE', 'Oak', 'Is Ho the Mak ness'.

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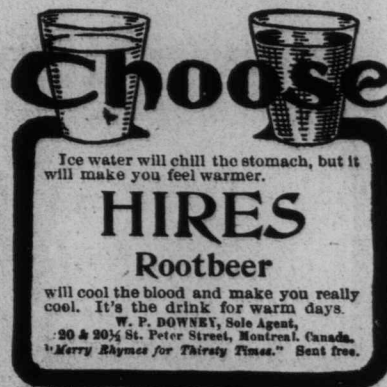
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YLN.
Retail
0 25
0 25
0 30
0 40
0 50
0 60

0 35
0 35
0 36

packages
0 19
0 20
0 22
0 28
0 35
0 42
0 55

Retail
0 50
0 40
0 25
0 25
0 25

YLN, 1's
PKGS.
3 1/2 0 25
3 0 25
1 0 30
3 0 40
0 0 50
0 0 50
0 0 60

0 36
0 52
7s 0 53
0 54

9s,
0 39
0 41
0 44
0 44
18s,
0 44
0 44

per doz
1 40
1 60
1 70
1 80
1 70
1 80
2 50
Single Case.
26 \$3 40
05 3 25
90 3 10
25 2 35
75 2 85
30 1 40
50 1 60
50 2 60
06 2 10
25 2 35
20 3 30

Per doz
1 45
1 50
1 60
1 70
2 20
1 35

gross
2 68

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