

THE CANADIAN GROCER

VOL. XII

TORONTO AND MONTREAL, JUNE 10, 1898.

No. 23

COLMAN'S MUSTARD



BEST ON EARTH

Selected
Quality
Full
Weight



Every
Can
Guaranteed

DELAFIELD, MCGOVERN & CO. NEW YORK.

YES They always ask for it again. It's a repeater every time.

Have you ever tried it at your own table? If not—do so at once! Then



you'll know why it is that everyone likes it so well. It sells any time—winter or summer.

J. H. WETHEY

Sole Manufacturer St. Catharines, Ont.

30,000,000 lbs.

That is the quantity sold annually of the famous

**“BOSS”
Lunch Milk Biscuit.**

(Patented and Registered.)

You are always ready to take hold of a staple, fast-selling article. We believe we have it, and experience proves our claim. Let us get together.

A TRIAL ORDER. And the pleased comments of your customers will do more to convince you than anything we can say.

The process of making them preserves all the nutritious and wholesome properties of the ingredients. A delicious Lunch Biscuit at a popular price. Everyone stamped **“BOSS.”**

Only authorized manufacturer in Canada.

Queen Biscuit Co.

ST. JOHN, N.B.

(Mail orders promptly filled.)

**Best
Because
Purest.**

**It Costs
No More.**

**It Costs
No More.**

The word “best” is misunderstood in Salt. Scientific methods of the day prove that the Vacuum Process, and that process only, makes a uniform, pure, sparkling Salt Crystal. We have the only plant in Canada for supplying Salt made by the Vacuum Process. Thus, Windsor Salt is doubly refined, cleansed, purified, dried. “As pure as Windsor Salt” is the trade phrase from which the quality of all other salts is judged. “Best because purest.”

Windsor Salt

Leading Wholesalers Sell It.

The Windsor Salt Co., Limited, Windsor, Ont.

Bi-Carbonate Soda.

For greatest purity, unequalled strength, absolute evenness of the grade, the "Hand in Hand Brand" of Bi-Carbonate of Soda, has yet to find a competitor.

The United Alkali Company of Great Britain vouches for its high quality, and we stand back of them. 98⁵⁰/₁₀₀ of pure Bi-Carbonate of Soda in it—please remember that.

Stower's Lime Juice

Made only from especially cultivated West Indian Limes. 20 per cent. stronger than any other and so admitted, everywhere.

It is concentrated—distilled and re-distilled, and absolutely pure.

There is "no musty flavor to it"—this one point alone gives it individuality.

No free acid taste. It keeps perfectly in any climate.

Quality Wins Trade

The way to a woman's confidence lies in helping her to economize on what she wears. The English Home Dye of highest quality—Maypole Soap does just this.

All colors in it and each one is fadeless and brilliant. It doesn't leave "streaks" in what is dyed with it. Handy—quick—sure—clean. Used like ordinary soap—no mess, no trouble, no disappointments.

Maypole Soap Dyes.

The Cocoa and the Chocolates that bear the name "Fry" need no argument from you as to their high quality. "Fry" is a household word when purity, and richness and delicacy are thought of.

And because a little of Fry's Cocoa does more than a woman expects it to, she buys it and saves money. That assures **you** a pleasant spot in a woman's memory.

Fry's Cocoa and Chocolates.

To Hit The Center.

It takes Skill and Experience and Good Ammunition to hit the bullseye—a rifle bullet kills where bird shot simply maims. **Quality Counts**, but time alone proves that.

True, we aim high, but we shoot to hit the center of the Target of Public Opinion—and we hit it. Increasing sales on these two sterling brands prove this beyond a single question. **Quality always counts**—we aim high, but we aim “to hit the center,” **and we hit it.**

Greig's Crown Brand Flavoring Extracts.

The extracts of highest quality, absolute purity, great strength, “True to Nature,” in their 40 different Fruit, Flower, and Spice flavors. The best cooks use but half the usual amount of the Crown Brand—thus you save your customers much money in a twelvemonth. Don't fear—12 months is a long time we know, but they won't use any other brand once they try the “Crown Brand.”

The Greig Mfg. Company.

Robert Greig & Co, Agts., Montreal.

Lorimer's Worcestershire Sauce.

Possessing a peculiar piquancy that gives an added zest to appetite. Used more generally because of the excellent “body” it has. A little of it answers the purpose, and hence its economy. Used by the Nobility in England. The Recipe of a Nobleman living in the county in which it is made—And it's a great trade stimulant, too.

Robert Greig & Co, Agts., Montreal.

"SURE CATCH"

Seal Wax Border
Sticky
Fly Paper

PRICE LIST FOR 1898.

SPECIAL OFFER

One or more Boxes \$0.40 per box
Half Cases (Five Boxes) 1.80 each
One to Five Cases (Ten Boxes each) 3.40 per case

At the solicitation of many jobbers we shall also pack "Sure Catch" in half cases, thereby avoiding repacking small lots.

In every case of "SURE CATCH" Sticky Fly Paper, we shall pack to sheets of "SURE CATCH" Poison Fly Paper free, (one sheet in each carton). At the usual price, this nets the dealer 66% per case more than the usual profit on Sticky Fly Paper.

"Sure Catch" Poison Fly Paper.

Made of extra heavy absorbent felt paper.
Packed 6 sections in an envelope.

PRICE LIST: 1 Box, 50 Envelopes, \$1.25. 1 Case, 10 Boxes, 500 Envelopes, \$10.00

J. HUNGERFORD SMITH CO.

ROCHESTER, N.Y.

Manufacturing Chemists

TORONTO, ONT.

We also manufacture "TRUE FRUIT" Fountain Syrups.

Retail at
25c. per 1-lb. tin.



Slade's Pure... English Butter Scotch

HOME MADE DELICACY

MADE from Pure Cane Sugar and Fresh Butter. The most delicious, pure and wholesome Candy ever sold. Invaluable for coughs and sore throats.

Weekly sale in Great Britain and Europe, 50,000 TINS.

PURE AS THE CRYSTAL SPRING

Slade & Co., Limited, *The Royal Candy Works, Leeds, Eng.*

BALDWIN'S Condensed Milk.

EXPORT
CANADIAN
BRANDS

Manufactured in the heart of the Eastern Townships, the Garden Dairying Section of Canada. For sale by all wholesale grocers. Write us for prices and particulars.

RICHEST
PUREST
BEST

ROSE & LAFLAMME, Agents, MONTREAL.

CADBURY'S
CHOCOLATES

ARE
SIMPLY
DELICIOUS
AND ARE
PACKED
SPECIALLY
FOR
CANADIAN
MARKET.

CADBURY'S COCOA

The LANCET says:—
"CADBURY'S represents the standard of highest Purity."

The ANALYST says:—
"CADBURY'S is the typical Cocoa of English Manufacture."

ABSOLUTELY PURE, THEREFORE BEST.

The MEDICAL MAGAZINE says:—
"For Strength, for Purity, and for Nourishment, there is nothing superior to be found."
It is not dark in liquor like those prepared with Alkali.

IT IS
"A PERFECT FOOD,"
THEREFORE BEST.

VIEW OF MANUFACTORY, BOURNVILLE.

SCENE ON CADBURY'S COCOA ESTATE

CADBURY'S
COCOA

(Absolutely Pure)

AND
MEXICAN
CHOCOLATE
HAVE
AN
ENORMOUS
SALE
ALL OVER THE
WORLD.

Agents: MESSRS. FRANK MAGOR & CO., 16 St. John St. MONTREAL



AURORA
(Registered Trade Mark)

Ceylon Tea

Comprises the choicest pickings from the best known gardens of Ceylon. It possesses delicious aromatic and stimulating qualities, together with **Absolute Purity**.

Health, Purity, Convenience are the distinguishing features of the **Aurora Tea Package**.

Retails at 35c., 40c. and 50c.

W. H. GILLARD & CO., Agents for **Canada,** **Hamilton, Ont.**

TANGLEFOOT

Sealed Sticky Fly Paper.



SEE THAT IT LOOKS LIKE THIS.

40 cents a Box---\$3.40 a Case.

The principal requirement of sticky fly paper is stability, while in your stock as well as after it is opened for use.

Stability Tanglefoot possesses in the highest degree; constant and well directed experimenting have developed a paper very nearly perfect and not approached by anything in the line.

Sell Tanglefoot and you will know that you are supplying the latest ideas and improvements as soon as they are out.

This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

THE CANADIAN GROCER

Vol. XII. (Published Weekly)

TORONTO AND MONTREAL, JUNE 10, 1898.

(\$2.00 per Year) No. 23

SUCCESS AS A TRAVELING SALESMAN.

By Henry W. Chapman.

I HAVE traveled 20 years and never missed a season. I have been married eight years and only spent one Christmas with my wife. But I would rather be a traveling salesman than a lawyer or a doctor. Perhaps it is true that to succeed at anything a man must prefer that thing. If I am to be guided by my own experience, there are also other essentials to even a reasonable success: Know your goods, know your market, know your customers. Work by day and travel by night. Keep your digestion and your temper even. Keep your eye clear and your hand steady, and tell your customers the truth—not fairy stories, not even "good stories."

The commercial traveler who carries a pistol, a pack of cards, a bottle of whisky and a box of cigars in his satchel doesn't hold out. As a type he is rapidly disappearing. The merchants of the United States have gotten educated beyond him. Goods are no longer sold on friendship. They must have merits of their own, and they must be offered for sale at the right time. Anticipation is half the battle. In the development of this country, the part played by commercial travelers is rarely considered. Yet it is a great deal easier to go out and do nothing than it is to tell how it is done.

Instead of the commercial traveler's work being a picturesque spree, with good stories, good cigars and perpetual parlor car seats, it is after all governed by exactly the same rules as those which regulate any other business. He is the middle man between the seller and the buyer, and he must command the respect of each of them. In order to do this he can't well avoid being truthful, courteous and polite. Instead of loafing, drinking and exchanging jokes with people along his route, he must work hard each day, say one town a day, and travel by

nights to the next stopping place. It is hardly necessary to say that he must feel well and keep well to be able to do this; and his digestion must be equal to almost any kind of food he finds.

If my experience is of any value to young men who may think of starting out in this business, they are welcome to it. I began on the road about the time I reached my majority; already I had served a useful apprenticeship in the retail trade. Why was that useful? Because you can't sell goods unless you know them; you can't convince a customer unless you can answer his questions and anticipate his objections. There's no use wasting time in trying to make friends with him unless you can sell him goods. Drinking with him and telling him good stories doesn't count for much nowadays. It's more and more straight goods and straight business.

Every week I get letters from friends asking advice about the road. I believe it is true that I am the oldest man in my line, dry goods specialties, traveling out of New York. For 20 years I have made regular trips through the southwest. I have never carried a pistol in that time and never need one—in spite of the saying that when you need a pistol in Texas you "need it like h—l." I never saw trouble that I felt I had to take any part in. Indeed, I never carried a weapon since my early days, when there were not so many railroads, and I had to make wagon trips sometimes by night, from one backwoods town to another, with a colored man driving me and a Winchester on the seat by my side. When a young man asks how he can start all I can say is, begin in a small way. Experience and reputation in your line are absolutely necessary to secure employment by a good house at good money. Until you have these, try

for them, as a retail salesman, anywhere. Unknown quantities are not wanted in big houses.

There are certain kinds of trade, such as shoes, the hat and the clothing, which do nearly all their business by means of traveling salesmen. And they do nearly all of it in four or five months of the year. These salesmen go out in May and June to take their fall orders, and they go in November and December to take their spring orders. A salesman who would travel ten months in the year and carry five times as many goods could not sell any more than they do in four or five. Which indicates that there are two kinds of salesmen, the "pikers," who grind away all the time, and the men who bunch their hits, to use a baseballism, anticipate their customers' demands, sell spring goods, say, in my line, in November and December, go out in March to keep in touch with customers and then spend the warm months in New York selling goods in their own houses to their road customers who have come on here to buy for the fall. While it is true that it is the advance business that pays, it is also true that there isn't any man who can make what I call a salary unless he sells goods in New York as well as on the road. While merchants came to New York twenty years ago more than they do now, it is still true that they continue to come on now at certain times. It is in New York, then, that the traveling salesman who has been in their stores, and mixed with them, knows what they want and how to sell them. And it is here, above all, that the value of the traveling salesman to his parent house is proven, above all mercantile agency reports.

The best customers last year may not be so good this year; discounts may have fallen off, ill-health hurt his business; he may have quarreled by letter with the home house. Now, the home house only wants to weed out undesirable customers, but to replace them with good ones. It is 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.

experienced traveling salesman who alone can know not only when, but where to go. If I tell a southern merchant in July, in New York, that I will be in his place on December 1, and I've always "tooted fair" with him, he'll wait to buy my line of goods until he sees my samples. I have traveled 2,000 miles in one week, and made from five to seven towns in each. On the 26th day of last November I was in Dallas, on the 28th in Waco, on the 29th in Galveston, on December 1 in Houston, and on December 2 in Fort Worth. That would measure only about 700 miles over the State, but it was 4,500 the way I went.

Expenses? Expenses don't cut any figure. You must get the business, no matter what it costs. Your expenses may be \$60 one week and \$160 the next. To meet them you draw drafts on the parent house—not on a bank. I never knew a reputable house to refuse to pay a draft drawn by a reputable traveling man. And for integrity traveling men are away above the average. The old timer who drank hard and told stories is no longer "in it." The merchant of to-day knows when he is "getting a run for his money." It doesn't do any harm to "jolly" him a bit; naturally, you wouldn't take your troubles to him. Tact and truthfulness generally win. And sometimes you tell him a story you have heard.

Experienced men, who have their health, are never out of a job. Such a one, who travels with a special line of goods for a big house, may make \$12,000 or \$15,000 a year in commissions. Many of them make from \$6,000 to \$8,000. A good house salesman in a big house may sell in the market (that is, in New York City, of course), a million dollars' worth of general dry goods in a year. But he couldn't possibly go out on the road with general samples and sell half that amount. Yet, a good traveling salesman with a special line of dry goods might sell on the road a million dollars' worth of his specialty. So the cost to general houses is less than to special lines to sell their

goods, and the general salesmen get paid less.

Concentration is what pays the house as well as its travelers. Know your market, know your customers and know your special line of goods. Every successful road salesman has offers to take out side lines. But I have always refused; it's better to have one thing to sell and to sell that and nothing else. In all my 20 years on the road I have never been insulted, never had a personal altercation. And the one Christmas that my wife did spend with me she traveled 2,000 miles to do it. But I love my business; I wouldn't give it up. Even if, like some habits, it does "unfit a man for anything else."—Knoxville, Tenn., Sentinel.

THAT BROWN WICK.

IN a little more than a year, the wick business of the United States has been revolutionized by the Marshall Process wick. This is because the wick has merit. The Marshall Process or "Brown Wick" is not a dyed wick, but, by the peculiar patented purifying process of extracting all extraneous matter from the best cotton wick that can be made it becomes brown. What at first seemed a disadvantage proved a distinguishing mark, which has made it popularly known as the "Little Brown Wick." It cannot be bleached white, and a dyed wick would be hard and more useless than before. This is a flexible, fibrous wick, as soft as silk, through which, by capillary attraction, the oil is drawn up easily and freely, and with great regularity, insuring thereby the finest white light of the greatest possible illuminating power. More than this, the lamp does not "smell," the combustion of the oil being so perfect as to render it odorless. Gowans, Kent & Co., Toronto, are the Canadian agents for this wick.

Twelve cars of sugar for Winnipeg were included in the cargo of one C.P.R. steamer from Owen Sound last week.

ANNUAL INVENTORIES.

By Geo. L. Pender.

MY experience with the retail trade convinces me that there is no evil to which the average country merchant is more prone than the neglect to make a careful reckoning of his real condition from time to time. Some retail merchants will permit two or three, or even four, years to elapse between inventories, and some of them never take stock.

No merchant, however small his business, can afford to disregard this most important duty. An inventory should be taken at least once a year. Twice a year would not be too often. The advantages of inventories at frequent intervals are manifold. It is the surest way of determining the real worth of the merchant. It is the only method he can adopt of ascertaining whether or not he is conducting his business on a profitable basis. It is the best and most reliable plan of reducing stock and of finding out how much of the goods on hand is old or unsalable, and therefore needs special effort to work it off.

There is no good excuse for any merchant who neglects to follow this desirable and beneficial practice. There are at least two seasons of the year when trade is sufficiently slack to enable him to perform this most important work. These periods are those just preceding the spring and fall seasons, when stocks of merchandise are at their lowest. It is very desirable that a careful summing up of the previous season's results should be before the merchant at these dates, in order that he may know where he stands.

LACK OF BUSINESS ACUMEN.

"Aren't you sorry that you mixed corn flour with your wheat flour, now that you are found out?" asked the Job's comforter.

"I should say I am," the miller admitted. "In the first place, I ought to have called it a 'health blend,' and put it on the market at a higher price than the pure stuff."—Cincinnati Enquirer.

EVERY GROCER

who has tried **STOWER'S** goods has been pleased with them. We have in stock **Lime Juice, Lime Juice Cordial** and **Clarified Lemon Squash**. Have you tried our Lemonade, Strawberry and Orange Phosphate Tablets ?

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

CHINA and JAPAN are tea-drinking as well as tea-producing countries, consequently the choicest product is consumed at home.



INDIA produces the finest tea in the world, but the people of India do not drink tea, therefore the very flower of the crop comes to us in sealed packets, and is called

"Ram Lal's Pure Indian Tea."



JAMES TURNER & CO., - **Hamilton**

WHOLESALE AGENTS.

Stocks held at Vancouver,
Calgary and Winnipeg.



SAMUEL VILA,

Western Representative, CALGARY.

REINDEER BRAND

CONDENSED MILK,
EVAPORATED CREAM,
CONDENSED COFFEE AND MILK.

Always up to their reputation.
Keep a small stock on hand.
Campers and Fishing Parties require these goods.

**Our
Own
Crands**

Something Special in Currants

Excelsior Brand Vostizza
Crown Brand Vostizza } Cases and
Half Cases.

We carry full stock of general groceries, and our prices are always right. See our Travellers and get quotations.

THOS. KINNEAR & CO., 49 FRONT ST. EAST **TORONTO**

A PRAISEWORTHY STARCH.

RECENTLY we have received several inquiries regarding the "Boston Laundry Starch," which is made by The F. F. Dalley Company, Limited, of Hamilton, Canada, and, in keeping with the spirit which animates the publication of the American Journal of Health, a thorough investigation has been made with a result of demonstration that the article in question is eminently deserving of all praise. The following claim has been made for same: That it imparts a hard polish to collars, cuffs and shirt fronts.

In reply to those who ask if such claim is borne out in actual performance, we would say unhesitatingly, that it is not in the slightest degree overdrawn, but that the merits of the article in question are indeed conservatively stated, for a more praiseworthy addition to domestic equipment than is found in the "Boston Laundry Starch" has never been brought to our notice. It is invaluable to every household, and no one will ever regret the modest price which secures an article of such decided convenience and utility.

So many articles are advertised nowadays that it is impossible for the unadvised reader to distinguish between the catchpenny and the genuine. Honest statements concerning really worthy products are found side by

side with speciously worded claims which, after it is too late, are found to be wholly without foundation. It is the duty of every publication, entering the home, to investigate such advertised claims, that readers may be warned from the unworthy, and, at the same time, given unbiased advice regarding trustworthy articles placed upon the market. Such investigation has been made in this case, and, as a result, we do not hesitate to bestow heartiest editorial endorsement upon the "Boston Laundry Starch," which should find a place in every household in the land. —American Journal of Health, New York, June.

AN INTERESTING WEDDING.

A June wedding, of more than ordinary interest to merchants and provision dealers from Winnipeg to the Pacific coast, was celebrated on Wednesday, the 1st inst., when Miss Edith, eldest daughter of D. C. McTavish, The Hudson's Bay Co. factor at Rupert House, N.W.T., was married to R. A. Rogers, of Winnipeg. Mr. Rogers, as a member of the Parsons Packing Co., and as head of the Winnipeg Cold Storage Co., is well and favorably known throughout Manitoba and the Northwest. He has had much to do with the development of creameries, cheese factories, etc., in the west, and it was due to his enterprise that the first

really large and efficient cold storage warehouse was erected in Winnipeg, at a cost of \$40,000.

THE CANADIAN GROCER extends its congratulations to the happy couple.

MONTREAL GROCERS' PICNIC.

President John Scanlan presided at the regular monthly meeting of the Montreal Retail Grocers' Association, in the Monument National on Thursday evening, June 2. All the officers and about 30 members were present.

The treasurer, Mr. J. P. Dixon, reported that he had received contributions towards the annual picnic from different wholesale houses amounting to about \$230. The chairmen of the various committees had been delegated to select a suitable site for a picnic ground. They reported on the different places they had visited, and, after a thorough discussion, it was moved by Mr. Repentigny, seconded by Mr. Willison, and carried unanimously that the annual picnic be held at Cornwall, Ont., on July 13.

A discussion then took place as to the best means of making the picnic a profitable enterprise. It was suggested that the financial condition of the association would be much improved if the annual outing could be made to pay. It was decided to call a special meeting to go further into the question.



FOUR REASONS WHY GROCERS

for which Grocers can offer no substitute without injury to

should sell a brand of Stove Polish which, above ALL others, consumers want, and their trade.

Enameline

The Modern STOVE POLISH

First: It is Superior to All others in Quality.

Second: It gives Perfect Satisfaction to Consumers.

Third: It is Thoroughly Advertised and Sells itself.

Fourth: NO OTHER Stove Polish ON EARTH has so large a sale.

When the Days begin to Lengthen

profits begin to grow beautifully less—in the aggregate. At least that is the way most retailers look at it. Rolled Oats are staple goods, but some one says, "they heat my blood." That's just the person you ought to sell Flake Barley to—it **doesn't** heat the blood, yet it makes an ideal breakfast porridge. Nourishing—strengthening—easily digested. The wooden kegs we put them up in hold 25 pounds. The kegs are very useful after the Barley is sold.

Flake Barley for Breakfast

FROM MANUFACTURER TO
RETAILER DIRECT.

The Tillson Company, Limited,
Tilsonburg, Ont.

HOW TO SUCCEED IN GROCERIES.

MY theme this week is the dishonest grocer. If I could dip my pen in sulphuric acid and write on asbestos paper, I could not then express half the contempt and hatred which I cherish for the grocer who gives short weights and measures, makes low prices to attract trade, and steals customers away from a rival in business. Some people may think that I have suffered directly by such methods as these, which makes me so bitter against them, but this is not true. However, I sympathize with the honest grocer who is forced to meet such competition as this, and sees his trade gradually going toward the dishonest grocer.

The dishonest grocer does not exist, you say? He does, beyond a doubt.

He will never win out in the long run, because honesty will succeed as sure as the sun rises and sets. Why, then, are grocers dishonest? The most patent cause in making grocers dishonest is selling goods at too close a margin, or at no margin at all. The

temptation to make both ends meet by giving short count and short measure is too great in times of close competition, and the man who is at all weak will finally fall. "Honor and fame from no conditions rise; act well your part—there all the honor lies."

Is it honorable for a merchant to advertise twenty pounds of sugar for a dollar, and give only eighteen? Is it honorable for him to sell thirteen ounces for a pound, and forty-five pounds of flour for a quarter of a barrel, which should be forty-nine pounds? Is it honorable to overcharge on one article and undercharge on another? Is it honorable to go to your neighbor's customers and quote prices far below what you would to your own trade? What man who sells sixteen ounces to the pound and twelve to the dozen can compete with these sharks and pirates? They degrade the profession, and make all classes of customers suspicious of all dealers.

It is a blessing to feel that they will sometime overstep themselves, and perish through their own dishonesty.

Shakespeare says: "Who steals my purse steals trash, but he who filches from me my good name, takes that which not enriches him, and makes me poor, indeed." The pirates, who are engaged in these reprehensible practices, will find some day that they are known in their true light, and all the perfumes of Araby will not suffice to make their name sweet to the public again. They will be shunned like a pestilence, despite their air of respectability. Unfortunately this class of grocers is far too numerous. They advertise largely in the daily papers, and hide behind the shield of a great name. Once in a while an extraordinary clever shark will succeed, but, for the most part failure is their portion. Let all young grocers take the advice of one who has seen grocers rise and fall, and who has studied the causes of success and failure, and shun all dishonest and crooked practices.—Storekeeper.

Listowel is moving in the direction of establishing a co-operative pork packing establishment.



When the Snow

snows MacLaren's Imperial Cheese keeps itself cool.

When the Sun

shines we want you to keep MacLaren's Imperial Cheese cool.

A perfect cheese. None better made. Keep in a cool place.

Canned Salmon

Your Choice of BEST

Brands Red Sockeye Salmon

---Talls, Flats and Squats

GET OUR PRICES.

THE DAVIDSON & HAY, Limited

Wholesale Grocers

TORONTO

SLAUGHTERING AN INDUSTRY.

ACCORDING to the announcement of the Minister of Finance in the House, the duties on shirts, collars, etc., will not be altered during the present session.

This is much to be regretted, for, as matters now stand, Canadian goods are being crowded out by American slaughtered lots and European pauper-made goods. In fact, the situation has become so serious for the Canadian manufacturers, that a general reduction in wages will probably take place in the near future.

The industry has been struggling against a great disadvantage ever since the Fielding tariff came into force. By it, the duties on shirts, collars, cuffs, etc., were reduced to 35 per cent., while the duties on white and grey cottons were increased to 25 per cent., and on colored goods to 35 per cent. This was an evident error, for it meant that the shirt, etc., makers were to be taxed as much on their raw material as the duty on the finished article—a precedent which surely no Government would care to assume the responsibility of establishing.

Representations were made to the Government, and the Minister of Finance, evidently recognizing that an injustice had been done, introduced clause 355a, providing that cottons imported for the manufacture of shirts, etc., should pay an ad valorem duty of 15 per cent., and should be made up under Government supervision. This met with opposition from the jobbing trade, who contended that it would interfere with many lines of staples, and from the cotton manufacturers, who claimed that it would open the door to enormous imports of British and American cottons. Their arguments prevailed and the clause was withdrawn.

This is how matters have stood since, and though the shirt industry have preferred to meet foreign competition, and run their mills at a loss rather than disband their work people or reduce wages, still the struggle cannot be maintained indefinitely.

The shirt manufacturers of Canada employ over 8,000 hands, 90 per cent. of whom are women. These are paid wages averaging \$1 a day and are able to live in comfort. If the mills are closed, or a material reduction is made in wages, it will be a serious problem to know what is to be done for these people—many of them with families to support.

The cotton combine, which at one time was the particular bugaboo of the Liberal party, has been treated with every consideration in the framing of the tariff, while the shirt industry, in which no combine existed, and which is of equal importance as a wage-paying institution, was handled by the tariff revisers without mercy.

In view of these facts one cannot help wondering if length of purse has anything to do with the immunity from tariff overhauling which the cotton interest seems to possess. Evidently their "pull" on this Government is greater than their influence with the late Conservative Administration.

There is another feature which makes it seem as though the shirt men had been specially singled out for ill usage by the Government. Prior to the election of 1896, one of the leading lights of the industry was approached by a prominent Liberal with a view to securing his support. The manufacturer had been a Conservative, but, like many others, disgusted with the men who were then at the head of affairs, was induced to go over to the Liberal camp. First, however, he demanded an assurance from

the recognized leader of the party, Sir Wilfrid Laurier, that the manufacturing interests which had grown up and flourished under the National Policy should not be deprived of the protection which they required to permit of their competing with foreign goods. The assurance was given both before and after the election, and, later, when the tariff was down, and the shirt men found themselves in the cold, this gentleman received repeated promises from Sir Wilfrid—provided they kept quiet, that the duties would be restored and all made right.

How Sir Wilfrid Laurier can reconcile these statements with the action of his Administration is a question for independent voters to ponder over. One Minister said the Cabinet was not bound by the Premier's promises.

The matter is one which should interest every retail merchant in Canada, for, if an important industry is to be tomahawked and thousands of breadwinners thrown out of employment through lack of business ability—or something worse—in a Government, it is time that the commercial interests bestirred themselves, and called to account those who are responsible.

THE PRICE OF SUGAR.

In London, Java sugar is 1s. 4½d., and Muscavado sugar 1s. 6d. per cwt. higher than December 31 last; beet sugar is 2¼d. higher.

In New York holders of stored sugars expect prices to advance ⅓ to 3-16c. per lb. above present quotations.

"Gunpowder teas, to retail at 15, 20, and 25c., can be obtained from us at an exceptionally cut price," say Laporte, Martin & Cie. "They are the finest value for the money."

POLYNICE OIL

CURES

RHEUMATISM

Lumbago, Neuralgia

Dyspepsia and Kindred Diseases.

This new French medical discovery has been used with remarkable success in Bellevue Hospital, New York; Howard Hospital, Philadelphia; Maryland and Johns Hopkins University, Baltimore; Civic Hospital, Montreal, and in various other hospitals in the prominent cities.

WHAT A PHYSICIAN SAYS:

Johns Hopkins University,
Baltimore, 5th April, 1897.

The experiments made here at the hospital with the Polynice Oil, witnessed by me, having been very successful, I hereby recommend it in all cases of rheumatism.

(Signed) Dr. F. L. ROGER.

.. Polynice Oil ..

Sent postpaid on receipt of price, 50 cents, in money order, by the famous French specialist of Paris.

Dr. A. Alexandre,
1218 G St. N. W., Washington, D. C.



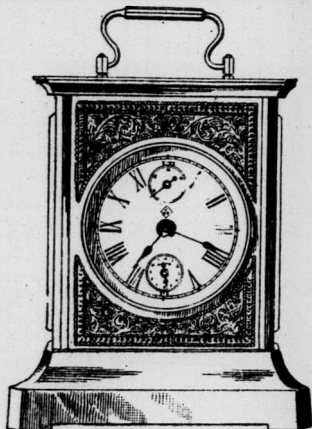
CONSTANT
DRIPPING
WEARS
AWAY
THE STONE

PERHAPS
A HOLE HAS BEEN
STARTED IN YOU.

Chances are that way.

Nine ailments in ten come from abuse of the nervous system by the use of poor trashy coffee. Buy Pure Gold Coffee and be happy.

It pays you a handsome profit.



To be given away free to our customers

A record breaker in the sale of Stove Polish—over 1,000 gross of Sunlight Black Lead sold to the retail trade alone inside of two months, and still the sales increase. Try it, it's a seller.



A Chance of a Lifetime

to get a gold watch and a music clock free. All the trouble it means to you is to sell and push Sunlight Black Lead, the best Stove Polish in the world, and positively makes no dust. For sale by all the wholesale trade. Price, per gross, \$2.25. Write for circular giving full particulars.

The Alpha Chemical Co., Berlin, Ont.



To be given away free to our customers



VINN & HOLLAND
MONTREAL

SOLE AGENTS
FOR CANADA

BRUNNER, MOND & Co.'s
Bicarbonate of Soda
Soda Crystals
Concentrated Sal Soda
Caustic Soda
Bleaching Powder
Pure Alkali

BEST IN
THE MARKET

PUREST THAT
CAN BE MADE

MAIL and TELEGRAPH ORDERS

When you send letter or telegraph orders to us you take no chances. We guarantee both price and quality to be right. The continued increase in our letter order business is the best indication we have that our efforts in this direction are meeting with the approval of the most critical buyers in Canada.

H. P. ECKARDT & CO. Wholesale Grocers TORONTO

WASHBOARDS
CLOTHES PINS
CLOTHES LINES
TUBS
PAILS
CHURNS
BUTTER PLATES
BUTTER TUBS
BUTTER PRINTS
BASKETS
SCOOPS

And all Grocers' Sundries

The H. A. NELSON & SONS CO., Limited

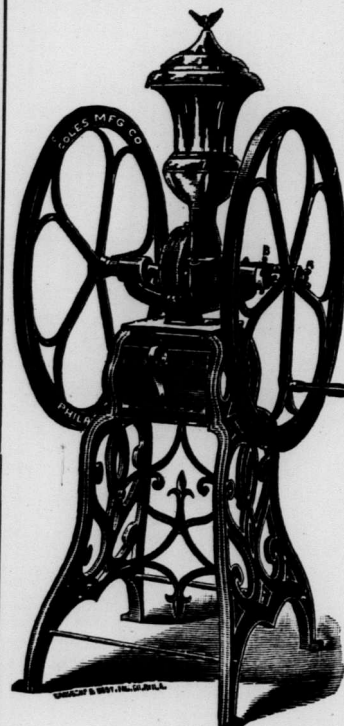
Sample room

...MONTREAL, QUE.

56 and 58 Front West, TORONTO.

Sold and highly
recommended by
all leading gro-
cers.

**Sovereign
Matches**



No. 18

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

Notice.

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

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

We Claim to have the easiest and quickest Grinders.

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

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

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

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.



President, JOHN BAYNE MacLEAN, Montreal.
Treasurer, HUGH C. MacLEAN, Toronto.

THE MacLEAN PUBLISHING CO
Limited.

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

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

DEBT COLLECTING METHODS.

There are a great many schemes in vogue for the collection of accounts from slow pay people. Some of them are in direct contravention of the law, and merchants cannot be too careful in the methods they employ.

The bad pay debtor, commonly known as the "dead beat," is entitled to no sympathy, but the law has seen fit, nevertheless, to shelter him in certain particulars, and the law must therefore be respected whether the dishonest debtor is entitled to respect or not.

An Ontario act of 1896 imposes a fine not to exceed \$20 per day upon persons who, in an effort to collect an account, use any notice or form which is an imitation of the forms appended to the Division Courts Act. To "dun" a person by postcard is also illegal, and so is any form which is designed to intimidate or to imitate legal documents.

Before us at the moment are a couple of forms and an envelope issued by a certain detective and debt collecting agency, which fact is stated in large letters on both envelope and forms; and all is on blue paper. The

documents have been forwarded to this office by a subscriber who desires to know if they are legal; also, whether the attachment of a red seal thereto would be illegal.

As to the documents themselves, it is the opinion of a well-known lawyer, that they and all similar ones are illegal, as their obvious purpose is to intimidate, to frighten into paying an account. Then, as to the seal, the obvious intention of that is to give the document the appearance of being issued under official authority, and is therefore designed to deceive.

The CANADIAN GROCER would not like to recommend the use of the documents. Aside altogether from the question of their legality, it is questionable whether they serve the purpose for which they are designed. They are chiefly intended to frighten the "dead beat" into paying his indebtedness. And when debtors of this class are not, as a rule, frightened by regular Division Court documents, they are not likely to be by these. The professional dead beat is not only often an intelligent man, but he can as quickly recognize an imitation from the real document as most people can a mule from a horse. And, when a merchant is discovered trying to deceive he, of course, weakens his case.

The question as to how debts may be best collected is an important one. We are, however, persuaded of one thing, and that is that a merchant should not give his accounts out of his own hands for collection until he had tried again and again himself. Having failed, then it is for him to employ other and more vigorous means.

The man with "snap" is not the man who snaps off people's heads. He is merely one who is awake to his opportunities.

WEIGHT OF A BAG OF POTATOES.

By an amendment to the Weights and Measures Act, it has been decreed that a bag of potatoes shall contain eighty pounds.

Under the law as it previously existed it was stipulated that "in contracts for the sale and delivery" of a bushel of potatoes the weight should be sixty pounds. There was no provision whatever as to the weight of a bag of potatoes. This defect the new law remedies.

CANADA AND THE U. S. TREATY WITH FRANCE.

A RECIPROCITY TREATY between France and the United States has been consummated. It went into effect in both countries on the 1st inst., and came as a surprise to even the people of the United States, although negotiations have been pending for about eight months.

This treaty is not without interest to Canadians, in view of the reciprocity treaty which exists between the Dominion and the French Republic.

According to the proclamation issued by President McKinley, the articles of United States production which are to be admitted into France at the minimum tariff, together with the rate in francs per 100 kilos thereof, are as follows:

	Per 100 kilos, Francs
Canned meats	15.00
Table fruits, fresh—	
Lemons, oranges, cedrats and their varieties not mentioned	5.00
Mandarine oranges	10.00
Common table grapes	8.00
Apples and pears—	
For the table	2.00
For cider and perry	1.50
Other fruits, omitting hot-house grapes and fruits	3.00
Fruits, dried or pressed (excluding raisins)—	
Apples and pears, for the table	10.00
For cider and perry	4.00
Prunes	10.00
Other fruits	5.00
Common woods—	
Logs, per 100 kilos	.65
Sawed or squared timber, 80 MM or more in thickness	1.00
Squared or sawed lumber, exceeding 35 MM and less than 80 MM in thickness	1.25
Wood, sawed, 35 MM or less in thickness	1.75
Paving blocks	1.75
Staves	.75
Hoops	30.00
Apples and pears, crushed or cut and dried	1.50
Manufactured and prepared pork meats	50.00
Lard and its compounds	25.00

The particular advantages secured by the United States are on meat products and lard compounds, the duty on the former being reduced by one-half, and that on the latter by one-third.

According to the official report of the United States Bureau of Statistics, issued several months ago, the exports of the United States to France for the fiscal year ending June 30, 1897, were \$56,287,631. Of the chief articles enumerated in the above list the exports were as follows: Canned beef, \$91,471; apples, green or dried, \$41,513; other fruits, \$259,867; lard, \$1,032,286; bacon, hams, pork, \$171,201; wood and manufactures of, not including furniture, \$889,319; corn, \$2,113,628; unmanufactured cotton, \$26,110,302; ingots, bars and rods of steel, \$4,513,395; crude mineral

oil, \$4,584,562; cotton seed, \$2,601,526; unmanufactured tobacco, \$1,832,903.

Articles, the produce of Canada, which France admits under the minimum tariff are:

Canned meats.
Condensed milk.
Fresh-water fish.
Fish preserved in their natural form.
Lobsters and crayfish preserved in their natural form.
Apples and pears, fresh, dried or pressed.
Fruits, preserved, others.
Building timber in rough or sawn.
Wood pavement.
Staves.
Wood pulp (cellulose).
Extract of chestnut and other staining extracts.
Common paper.
Prepared skins.
Boots and shoes.
Furniture of common wood.
Furniture, other than chairs, of solid wood, common.
Flooring in pine or soft wood.
Wooden sea-going ships.

It will be observed that the list of Canadian products entitled to enjoy the French minimum tariff is more extensive than is that of United States products, and that there is, at the same time, but little clashing of interests.

Canned meats, apples, timber and wood are practically the only articles which appear on the both lists. Canada is, therefore, likely to be affected little, if anything, by the treaty between the two republics. Of the articles which may possibly be affected the Dominion, last year, only sent \$1,589 worth of green apples, \$1,760 worth of dried apples, and \$152,019 worth of wood and manufactures of. We sent no canned meats to France.

The total exports of the Dominion to France last year aggregated \$690,696, and the chief articles of export were: Animals, living, \$125,014; breadstuffs, \$28,141; fish and fish products, 295,974; metals and minerals and manufactures of, \$45,230; wood and manufactures of, \$152,019.

Canada's exports to France last year were the largest in fourteen years, and have only been exceeded three times, and that was in 1879, 1880 and 1882. In the last named year the exports were \$825,573, or about 16 per cent. larger than last year.

The number of articles the product of France which are to be allowed into the United States under a lower tariff are also fewer than under Canada's treaty with France, and are largely confined to brandies, still wines, vermouth and works of art. One important article of French production, champagne, is not included in the United States list.

Canada's imports from France last year were valued at \$2,507,128 against \$2,782,773 in 1896 and \$2,636,342 in 1895. The

imports of the United States from France last year were valued at \$67,530,231.

From French returns we learn that the United States is fourth in order among the nations as a purchaser of the products of France. Great Britain comes first, of course. Then follow Belgium, Germany and the United States.

In 1896 the exports of France to British possessions aggregated 1,364,300,000 francs; to Belgium 576,300,000 francs; to Germany 401,500,000 francs, and to the United States 339,100,000 francs.

It is estimated that the concessions granted by the United States to France amounted to 1.42 per cent. of the total revenue paid by French imports, while the concessions made by France to the United States show a reduction of 2.58 per cent. of the amount of revenue paid by imports from the United States into France.

A LOWER TOBACCO DUTY.

THE British Government has taken sixpence per pound off the import duty on tobacco.

The Customs revenue from tobacco and snuff last year was £11,036,380, and it is estimated that the loss of revenue on tobacco, because of the reduction in the duty, will be £1,120,000.

It is worthy of note that the amount received by the British Government from the Customs duty on tobacco and snuff combined is rather more than 50 per cent. of the total Customs revenue. The total revenue last year was £21,556,460.

Next to tobacco, the largest source of revenue from the Customs is tea, but it is a great deal less, being only £3,805,935.

During the discussion of the Chancellor of the Exchequer's proposition to reduce the duty on tobacco it was suggested by some members of the House that it would be better to make the reduction on tea as an encouragement to British grown tea. Some would like to have seen the duty on tea made 2d. instead of 4d. per lb. But the Chancellor of the Exchequer was obdurate.

The average duty on leaf tobacco under the old tariff was 3s. 6d. per lb., or equal to 79c. per lb. Canadian money, and is said to be the highest duty paid in the world.

The Customs duty on leaf tobacco in Canada is from 10 to 14c. per lb.

NO BOUNTY ON SUGAR.

A PRESS despatch from Ottawa states that the Government has decided to do nothing during the present session of Parliament, at any rate, in the way of a bounty on the production of beet sugars in Canada.

In 1895 the Conservative Administration tried its hand at bounty giving, an Act being assented to in July, of that year, authorizing the payment of a bounty of seventy-five cents per hundred pounds on raw beet sugar of 70 degrees, produced in Canada between July 1, 1895, and July 1, 1897, with an additional one cent per hundred pounds for each degree or fraction of degree over 70 degrees. But no one took advantage of the Government's liberality. In the same year the import duty on raw sugar was fixed at ½c. per lb., and on refined at 1 14-100c. per lb.

It has been settled beyond peradventure that in certain portions of Canada at least, beets rich in saccharine can be produced, and the present agitation for the reimposition of the bounty is due to the efforts of those who are interesting themselves in the establishment of a beet sugar factory in Ontario.

Early in May, it will be remembered, the Toronto Board of Trade petitioned the Government, on behalf of a Scotch syndicate, which proposed starting a factory in Ontario, for a bounty on raw beet sugar, the sum so paid to be \$1 per 100 lb. the first year, 75c. the second, 50c. the third, and 25c. per 100 lb. for the fourth and fifth years. But as has already been pointed out, the Government has decided to do nothing this year.

The persevering man may not get all he wants, but he will get a great deal more than he would had he not persevered.

ADVANCE IN MATCHES.

A new list has been issued this week on matches by the E. B. Eddy Co., values having been advanced 25c. all round, and jobbers are now quoting as follows: Telegraph, 1 case, \$3.45; 5 cases, \$3.25; Telephone, 1 case, \$3.25; 5 cases, \$3.05; Phoenix, 1 case, \$3.15; 5 cases, \$2.95; Tiger, 1 case, \$3.10; 5 cases, \$2.90; Telephone, ½ boxes, 1 case, \$3.45; 5 cases, \$3.25.

Parlor matches are unaltered.

A 10c. PER LB. DUTY ON TEA.

IN THE war revenue bill, passed by the United States Senate, is a clause providing for a duty of 10c. per lb. on tea. Before the bill can become law it will have to receive the endorsement of the House of Representatives. Whether it will receive this endorsement remains to be seen. A private letter to hand from a New York tea house ventures the opinion that it will not. At any rate, the Senate's action has, in the meantime had the effect of imparting a stronger tone to the tea market generally.

In New York, holders have put their prices up, while cables from Japan state that shippers are asking from 2 to 3c. per lb. more.

The effect of these high prices, if maintained, will be keenly felt on the Canadian market, for buyers here who purchased on standards at a limited price will not be able to get their orders filled except at higher figures. In fact, in one instance reported, an advance of 4c. is demanded, while 2c. more is commonly asked. Several others have refused to entertain the proposition, while they, in the meantime, are refusing to place further orders.

The imposition of the proposed duty of 10c. per lb. will not only mean higher prices, but it would also mean the importation into the United States of less low-grade and medium teas than would otherwise be the case, although the tea inspection law already closes out a good many of these teas. This would mean a greater quantity of low-grade and medium teas available for the Canadian market, although here again the tendency in this direction has already been minimized by the fact that fewer of these grades of teas will be picked, the tea inspection law in the United States having induced the growers in Japan to curtail their output in this particular.

When it was proposed, under the Dingley bill, to put a duty on tea, it will be remembered large quantities of tea were bought up in Canada for shipment to the United States. It will be remembered the same thing was done, although to a lesser extent, four or five weeks ago, when the putting of a duty on tea for war revenue purposes was first mooted. What will be the experience in the present instance remains to be seen. So far there has been a little inquiry, and a

few China greens were shipped to the United States a few days ago.

As to the future of the market, a great deal now depends upon what the House will do.

CONFLICTING MOLASSES REPORTS.

THERE has been a rather unsettled feeling developed on Barbadoes molasses at the Islands within the past ten days or so, and advices have been of a conflicting character.

On the one hand, it is stated that the market there is very active, with a large business doing, while, on the other, some agents state that they have firm offers of 11c. first cost, which is a decline of 1 to 2c. per gallon.

It is worthy of note, however, that buyers in Montreal have not nibbled at any of these low offers.

The reason is clear. There has been possibly 4,000 to 4,500 puncheons of molasses bought on Montreal account, costing, laid down on the wharf, all the way from 28 to 28½c., and possibly 29c. The owners of this do not want any decline, and do not expect it, as it is pretty well known that there are not over 3,000 puncheons remaining unsold at Barbadoes.

Accordingly, with no old stock in Canada to speak of, the general expectation is that Canadian market values on Barbadoes molasses will rule pretty steady around their present range.

POOR CLERKS ARE DEAR.

A poor clerk is dear at any price. Low wages and clerks low in measure of ability are just as certain as it is that water seeks its own level.

If a merchant will not pay a fair wage he cannot get a clerk that will be profitable to him.

Poor clerks, like poor goods are unprofitable. A merchant may imagine that because he has secured the services of a clerk at a low wage that he has struck a bargain. But if that clerk be either ungentlemanly or ignorant of his business he will drive away more customers than he will attract. And a man who drives away customers is dear, even if his services were gratuitous and a premium was thrown in.

Judging from the character of some clerks, these are particulars which all merchants do not appear to consider.

DROPS FROM THE EDITOR'S PEN.

Ideas, like fish, become stale if not used.

Most people who deserve business get it.

A fool can give advice, but it is a wise man who can take it.

Dirt tarnishes a merchant's reputation as well as his store window.

A merchant requires brains as well as a good stock of merchandise.

War seems better at killing business than at killing either men or mules.

Men who look after themselves only will eventually be left to themselves.

Those who do not save their discounts, lose credit as well as their discounts.

Over-attentiveness to customers is nauseating, but sensible courtesy is palatable.

Most people spend more time splitting hairs than they do splitting cord wood.

Men, who make a failure of life, have, as a rule, no one to blame but themselves.

Honesty is the best policy, even when it may seem to be not the most profitable.

He who can seize an opportunity is greater than he who can seize a fortress.

He is a wise man who bottles pickles, but foolish is he who bottles up his ideas.

An attentive clerk is looking after his own interests, unconscious, as he may be, of the fact.

When a man gets angry he usually lets off steam that ought to be conserved for industrial purposes.

There are few things which have been so thoroughly tested and emerged therefrom with such credit as advertising.

One merchant ought to be ready to pull with his confrere even for his own sake, let alone for the other fellow's benefit.

If a merchant has not faith in himself, there are very few people who will have faith either in himself or his business.

The "dead beat" continues to sprout, and sprout he will until merchants no longer fertilize him with indiscriminate credit.

It is not the volume of business as much as the proportion of profit to the business done which determines whether the merchant is successful or not.

First impressions are often lasting.

The package often helps to decide the quality of the contents.

A good-appearing bag sometimes adds 10% quality and good flavor to the groceries therein.

Your wholesaler has them or can get them.

Large Size
Full Count
Good Paper

The customer unconsciously thinks the sugar tastes sweeter when done up in an "Eddy" Bag.

The stamp "E" on the bags will tell you they are our make; good appearance, superior make and strong paper will confirm it.

Sold as low as any other kind.

The E. B. EDDY CO., Limited

"The largest of its kind and the most unique establishment under the British Flag."

HULL, CANADA.

61 Latour St MONTREAL
38 Front St. West TORONTO

AGENTS—F. H. Andrews & Son, Quebec; J. A. Hendry, Kingston; A. Powis, Hamilton; R. V. Weldon, London; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Perse, Winnipeg; James Mitchell, Victoria and Vancouver, B.C.; John Cowan, St. John's, Nfld.

HINTS TO BUYERS.

This department has become so popular that many more notices than there is space for are received every week. In future only important items of information will be inserted. Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

SEVERAL lines of full-bodied creamy, liquoring Ceylons and Darjeelings have recently been received by the Eby, Blain Co., Limited.

H. P. Eckardt & Co. have just received a shipment of Booth pineapple.

A shipment of Booth's canned pineapple is in stock with T. Kinnear & Co.

H. P. Eckardt & Co. are offering a fine line of canned peas, at 75c. per dozen.

Booth's oval pineapple, 2-lb. tins is in stock with The Eby, Blain Co., Limited.

Perkins, Ince & Co. are in receipt of a shipment of Dutch granulated sugar in 100-lb. bags.

"New York" ginger ale is going out at the rate of 100 cases per day with W. H. Gillard & Co.

You can buy a good domestic pickle, 20-oz. bottles, to retail at 12½c., at The Eby, Blain Co., Limited.

The Davidson & Hay, Limited, announces special prices on selected and F.O.S. Valencia raisins.

The Davidson & Hay, Limited, has in stock this week shipments of English malt vinegar, bulk and bottled.

"Leader" cut smoking tobacco, 1-9's, to retail at 5c., is in stock with The Eby, Blain Co., Limited.

Full supplies of Crosse & Blackwell's and Morton's table delicacies have been passed into stock by The Eby, Blain Co., Limited.

The Davidson & Hay, Limited, has in stock its first shipment of new season's Japan teas as advertised in THE GROCER of May 27.

"Imperial" ice cream powders, assorted fruit flavors, for making the finest ice cream, is in stock with The Davidson & Hay, Limited.

T. Kinnear & Co. have received a shipment of Clark's goods, including deviled ham, deviled tongue, beef, turkey and chicken.

An importation of "Orient," the perfection of English breakfast tea, in 1's, ½'s, and assorted 1's and ½'s, has come to hand for The Eby, Blain Co., Limited.

Batger's "Nonpareil" table jellies, Burnham's "Hasty Jellicon" and Baltimore "Fruit Pudding" are meeting with brisk sale with The Eby, Blain Co., Limited.

Cooney's bag and square blue and dome head is being offered by W. H. Gillard &

Co. The bag blue is put up in neat bags, ready for use, to retail at 5c., saving much trouble and annoyance to the housewife.

"Aurora" Ceylon tea, which is put up in packages ½ lb. and 1 lb., is finding a ready sale with W. H. Gillard & Co., on account of the real merit of the tea, combined with the convenience and attractiveness of the package.

THE SUGAR INDUSTRY.

EDWARD KYNASTON'S West India Sugar Circular says: "The Sugar Conference appears to be settled to take place in Brussels on June 7 or 8, when all the European powers are to be represented, and it is devoutly to be hoped some definite and final solution to this vexed controversy will be the outcome of its deliberations. It surely ought not to be difficult to arrive at an understanding mutually acceptable to all, and from the course the American and Spanish conflict appears to be taking, it will be more than desirable that these bounties should once and for ever cease. There can be little doubt that sooner or latter the Philippine Islands, Porto Rico, and Cuba will pass into the hands of the United States of America, and once the Stars and Stripes flag is planted in these colonies there is but a very remote chance of its being disturbed. In that event, the sugar production in those places, coupled with that of the Sandwich Islands, and of the rapidly expanding beet industry in America, will more than supply all the requirements of that country, so that the cane sugar growers, with those who produce beet on the continent, will have to look to their respective populations, both home and colonial, to take off the sugar produced under their flags. If our Government will consider not only the present but the future position which will then exist, they will surely not hesitate to see their colonies righted in the unequal battle that has raged round them for so many years. The continental people have the remedy in their own hands, for by reducing their home duties, all their surplus production could quite well be consumed, after allowing for such quantities as will in a natural way find their destination in this country. That the present Spanish and American conflict will revolutionize the sugar world there can be little doubt, and as our colonies will more than ever need the Mother Country as an outlet for their produce, it will be simply a scandal if it is kept closed any longer by hostile tariffs which benefit the foreigner and the foreigner only. A suicidal policy such as this has been for so long a period must have caused unlimited amusement as well as profit to our continental neighbors, and it is high time a juster and more liberal administration of affairs

should be meted out to those of our own blood and connections. That the end of these bounties is not far off seems as certain as ever, and the party in power that brings about the consummation of this most desirable event will have won the lasting gratitude of our colonial inhabitants and of the sugar refiners in the British Isles.

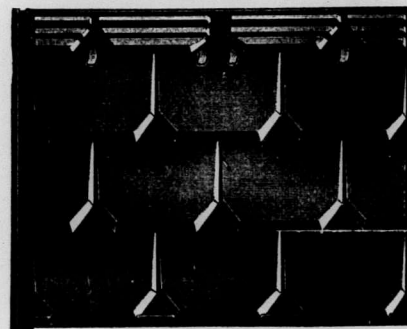
"The position of sugar is once again becoming sound, and as the cane crops for next year bid fair to show a not inconsiderable reduction, whilst the assumed sowings of beet can scarcely produce a crop exceeding the present one of say 4,800,000 tons or thereabouts, it is probable the next twelve months will display a higher range of prices than have obtained during the last two years. As this is in a great measure accidental, the opponents of bounties will have no just cause for saying the remedy has been found for the cane sugar growers' complaints, for, whilst these bounties remain, no limit can be placed on the continental production, which any year may plunge us into a deeper mess than ever."

Letters patent have been issued incorporating James Goldie, John Goldie, James O. Goldie, Roswell Goldie and Lincoln Goldie, all of Guelph, Ont., under the style of The James Goldie Co., Limited, with a capital stock of \$100,000 to carry on business as flour millers, oatmeal millers, etc., in Guelph and elsewhere.

It's the Roof That Counts.

Make sure of tight, durable and economical protection, by using

EASTLAKE STEEL SHINGLES



They are more quickly and easily laid than any other shingle, because of our patent cleat and water gutter—they fit accurately—any handy man can apply them.

They're Fire, Rust and Leak Proof—absolutely dependable.

Write us for further information.

Metallic Roofing Co., Limited

1180 King St. West, TORONTO

MASTERING THE BIKE.

THE only help I got in learning to ride the bike was from my wife. The little lady would grab hold of the framework just over the rear wheel and maintain my 200 pounds of peerless manhood while I talked to her and told her what to do and remonstrated with her for not doing what I thought she ought to do. I do not believe any one else could have helped me as much as she did. You see, I could hardly have talked as freely to any one else.

The last time she helped me my conversation ran something like this:

"Now give me a good start. Hang on! Hold up! Great Scott! Are you trying to run me into the ditch? Jane, pay attention to what you're doing. You'll kill me! Don't let me wobble so. Look out! I'm running into a rock—can't you see I am? There! I told you I would. It was all your fault. I should think you would have some sense by this time."

I did not stop here, but I have to make a break in the report of my remarks to say that just here a young lady of whom I am rather fond in a paternal sort of way, and whom I familiarly call Puss, rode up on her own wheel and went along with me although some few yards away for safety's sake. I did not stop talking to the little lady, though. By this time I was too mad to care for appearances. So I turned to Puss and continued:

"Did you ever see such a fool woman? Why can't she hold the blamed thing straight? Here I am wobbling around like a drunken man."

Puss merely grinned and showed her pretty teeth and gurgled a delightful little girlish laugh. That made me all the madder, and I began at my wife again.

"Now, Jane, do use some sense. Hang on! Put some muscle in it. How would you like it if I let you skin around like this when you were learning? Look out! Ouch! I'm going over. No, I ain't, Yes I am. Push! Pull! Move the blamed thing along. Stop here, stop here! Can't you see, you great, great goose, that I'm running into the fence? I'll be killed? My bicycle will be smashed to pieces. Stop me! I'm gone up! O-o-o-o-o-o-o-o-o-h!"

And, crash bang, I went into the fence, just as I had predicted. I picked myself up, and after an examination found that no bones were broken. Then I examined my wheel and found that it was all right. Then I looked around to find my wife and give her a piece of my mind. There she was, three blocks up the street, just at the point where I started, sitting on the curbstone and laughing so loud I could hear every "Ha, ha!" And, worse and more of it, Puss was im-

mediately across the street dismounted and also sitting on the curbstone and laughing just as hard.

Then I saw it all. I had made the whole distance all alone by myself, and I had been talking, directing and protesting to the circumambient air. No wonder the girls laughed, but I forgave them. I had learned to ride the bike.—New York Truth.

TORONTO GROCERS' PICNIC.

Messrs. J. W. Sykes, D. W. Clarke and T. Clarke, representing the Toronto Retail Grocers' Association, went to Port Hope on Monday, this week, to make arrangements for the annual picnic of the association.

They report that they were most cordially received by the mayor of the town, and by members of the Port Hope Retail Merchants' Association, and, that after they had finished the business of their trip, they were treated handsomely by their fellow business men in that town. They are all enthusiastic over their reception, and predict a good time on the day of the trip.

The sports and programme committee met on Monday evening, a report of which is to be presented to the association at its regular meeting on Monday evening next.

ORANGE MARKET OVERSTOCKED.

The immense quantity of California oranges on the market, with a large proportion of extremely poor quality, has about knocked the bottom out of the orange market. Cars upon cars (something like 100 cars said to be on track this week) are being turned into the New York market, and operators are almost willing to come out even, after paying freight and refrigerator charges. It apparently looks as if the people were getting tired of eating oranges, and are turning their attention to eating other fruits.—American Grocer.

BORACIC ACID IN BUTTER

A good deal of attention has been directed to the useful warning of the Minister of Agriculture for Ontario against the use of preservatives other than salt in the making of butter in Canada for the British market. He points out that Canada has a high reputation for the purity of her dairy produce, which is most important to maintain; adding that the increasing use of drugs as preservatives has alarmed British consumers so much that butter containing traces of such preparations is likely to be excluded from the country. Mr. Dryden takes an exaggerated view of the attention paid to the subject in this country at present; but he is wise in warning Canadian buttermakers to avoid a practice which is bringing discredit upon the butter imported from most of our principal sources of supply.—Grocers' Journal, London, Eng.

COST OF DOING BUSINESS.

THE following, signed by a Tennessee firm, recently appeared in The Interstate Grocer:

"In answer to your request as to the cost of doing business, we would say that is one part of our business that we watch very closely, and we take pleasure in giving you a list of our sales and expenses for the year 1897, as we think we could not give you a better answer than by giving you a statement of our actual business. We carry a mixed stock of about \$1,800, groceries, feedstuff, queensware, glassware, saddlery, harness, etc. We do our own work, with the exception of a porter and his salary is charged to the expense of delivering goods. Our sales for the year 1897 were \$11,350.85.

Rent for storehouse	\$240 00
Lights	30 00
Fuel	21 75
Delivering goods in city	270 00
Telephone rent	24 00
Privilege tax	32 25
Insurance	41 00
Stationery and postage	42 00
Drayage	48 00
Petty expenses	7 50
Total	\$756 50

"So you can see from above statement that it cost us \$756.50 to do \$11,350.85 worth of business, making a net cost of 6 2/3 per cent. on each \$1 worth of business done. We handle some country produce and make a small profit on it. We would like to hear from others on the subject, as we take a great deal of interest in that part of our business.

"Enclosed you will find check for \$2, for which you will please send us the Interstate Grocer for another year, as we don't see how we could do business without its aid and make money."

"CLAN" BRAND TEA.

Balfour & Co., of Hamilton, will, in a few days, have upon the market a new package tea. It will be known as the "Clan" brand, and the trade will be interested to learn that the packages will be imitations of the various tartans which are in existence. The advantage of this will be that the retailer will be able to supply a Macintosh, a Campbell, a MacGregor, a Colquhoun, a MacLean, or the descendant of any other clan with a package of tea labelled with the facsimile of his own tartan.

The tea will be of the finest Ceylon description, and will be put up in half pound and pound packages.

Balfour & Co. should experience a good demand for their teas.

PERSONAL MENTION.

Mr. John H. Magor, of Frank Magor & Co., Montreal, was in Toronto this week. He is en route to Manitoba, the Northwest Territories, and British Columbia, in the interest of Keen's mustard and blue. He reported that his firm was well pleased with the business done by Dane & Halford, the Toronto agents for Keen's goods.

THERE is no satisfaction or money in selling a poor article. But there is good satisfaction and good money in selling a first-class article.

RICE'S PURE SALT

is perfect Salt—pure—uniform in grain, clean, dry, and packed in bright and attractive packages and every one guaranteed.

PUT UP FOR ALL PURPOSES.

Sole Manufacturers

The NORTH AMERICAN CHEMICAL CO.

Limited

Long Distance
Telephone . . . 54

Goderich, Ont.

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**EMPIRE
TOBACCO
CO'S**

COLUMN

If the Retailer

will examine the percentage of profit on his tobacco investment he will sell only Tobaccos manufactured by **EMPIRE TOBACCO CO.**

**CURRENCY
OLD FOX
PATRIOT and
SNOWSHOE**

are our **Leaders**, and all Wholesale Grocers handle them.

**Empire Tobacco
Co.**

GRANBY, QUE.



Metal Ceilings are now being recognized as the most desirable covering for Private Houses, Club Rooms, Public Buildings, etc. They are very handsome in appearance, will not crack and fall off, and compare favorably in price with any good ceiling.

Fully illustrated catalogues sent on request. Estimates furnished on receipt of plans.

The Pedlar Metal Roofing Co.
OSHAWA, ONT.

**The Ontario Mercantile Agency
(Limited)**

18 Wellington Street East, TORONTO.

Collects accounts anywhere. Fees for current accounts 10 per cent. of amount collected. No fee less than \$1. Prompt returns. Report to you monthly. References given. Try us.

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



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

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

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

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

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

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

**NEW
18**



**SEASON'S
98**

"CROSSE & BLACKWELL"

**Candied and
Drained Peels**

C. E. COLSON & SON, MONTREAL

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, June 9, 1898.

GROCERIES.

BUSINESS during the week has improved rather than otherwise, and a generally satisfactory feeling prevails. No material change has been made in quotations during the week, although the price of canned vegetables is rather unsettled. The demand for canned goods generally, however, has improved during the week. There is a firmer feeling in regard to canned peaches, owing to reports that a short crop is expected. Sugars continue firm, with the demand a little better. The Japan tea market is cabled dearer, owing to the proposal in the United States to put a duty on tea. The ginger market is a little easier. Coffees are dull and unsettled in price. Business continues fairly good in the foreign dried fruits for this time of year. Rice is still firm and in good demand. Cream of tartar has again taken an upward turn in the primary market.

CANNED GOODS.

Trade this week in canned goods exhibits a great deal more activity than it did a week ago. In tomatoes, peas and corn the feeling is easier. Some wholesalers, who have hitherto been holding prices above those commonly ruling, are, this week, quoting the same prices as their confreres. The idea as to price is \$1.15 to \$1.20, and we hear of a transaction, in which a carload was concerned, at \$1.10. Ordinarily, peas and corn are quoted at 90c., but both can be bought at lower prices, and corn is being quoted by some houses as low as 82½c. Salmon is in brisk demand at steady prices. Fruits, and particularly peaches, are also selling better. It is reported that the peach trees in certain districts are being attacked by "curly leaf" and that a small pack is probable in consequence. This report is the cause of the increased demand. Prices are also firmer in consequence. Canned pumpkin is another line which is moving more freely than it was.

SYRUPS AND MOLASSES.

The syrup market is still in an uninteresting condition. There are a few bright syrups offering, but there is no demand. Molasses is also quiet, and advices from New Orleans indicate a somewhat easier feeling.

SUGAR.

Monday's cables on beet showed a decline of ¾d. per cwt. in London, with cane

quiet and firm. Otherwise the European markets have ruled firm. The same may be said of the markets on this side of the Atlantic, although in New York a nervous feeling prevailed in regard to refined sugars in consequence of the near approach of the completion of the Arbuckle refinery, which is opposed to the sugar trust. On Monday, however, the latter issued a notice to the trade stating that prices would be guaranteed against a decline this month, and this gave more confidence to buyers in consequence. In Canada, the market has ruled strong during the week. The demand is improving, and higher figures are looked for. During the week there have been a few importation orders placed for foreign granulated sugars, and some have arrived.

NUTS.

A further advance has taken place in Sicily filberts in the primary markets, a cable received in Toronto on Monday demanding higher prices.

For Prices Current See
Pages 34 and 35.

RICE.

The market still rules strong and local wholesalers are experiencing a good business.

COFFEE.

The coffee market is rather uninteresting and business is light, and advices in regard to Rio descriptions report an unsettled feeling.

SPICES.

Ginger is easier in the outside markets, and shippers report a little better demand. Singapore black pepper, on the other hand, is firmer. Trade, locally, in spices is naturally quiet at this season.

TEAS.

The feature of the tea market this week is the advance in Japan teas in the primary market, prices being 2 to 3c. higher in consequence of the proposal of the United States Senate to put a duty of 10c. per lb. on tea. This advance will cause some disappointment to wholesalers, who have bought Japan teas on standard at a limited price. Some business in Japan teas was done on the local market before the advance took place, but nothing is now being done from first hands. A small shipment of new season's Japan tea arrived on the Toronto market

last week. The one or two wholesale houses which brought on Japan teas by the first steamer are quoting 28 to 35c. per lb. There have been a good many transactions in Ceylon teas of low and medium grades during the past week, and there has been a little doing in Indian growths, but other descriptions are neglected. The Ceylon teas arriving this week are not showing nearly as good quality as those which arrived a month ago, and advices from Colombo and London say that fine teas are becoming scarce. Bright, flavory Pekoes are practically unobtainable in Ceylon. A few China green teas were shipped to the United States this week, while some teas of the same description, which had been rejected by the tea inspectors in the United States, are being offered this week in Toronto.

FOREIGN DRIED FRUITS.

CURRANTS—Further orders for import have been placed during the week. Shipments arriving still show remarkably good quality for this time of the year. The market rules steady. Advices from Greece state that the crop is doing well and promises to be large with opening prices lower than those now obtaining.

VALENCIA RAISINS—There has been some inquiry during the week for spot goods, but there has not been much business done. The crop in Spain is backward, and, owing to the war, the production is likely to be light.

SULTANA RAISINS—Raisins in the country of production have been good, and an abundant crop is now thought to be assured. The crop is expected to be larger than that of last year.

FIGS—A letter from Smyrna states that the original estimate of a 9,000 ton yield is being still lowered, and it would appear we are likely to have a minimum record yield next season. Offers have been asked from the United States for important quantities, but no shipper is inclined to undertake any forward engagements. Damage done to the trees is due to the winter frosts, and, though the rains may improve the quality, it will not contribute to augment the crop.

PRUNES—There is very little doing, the higher prices of California prunes and the appearance of domestic green fruits having materially checked the demand. The Bosnia crop promises to be very large, and of good quality. The Serbia production will be small.



We have put forth every effort to make the best Soap that can be made.

There is the best material in it.
There is brains used in its make-up.

That people are satisfied is the best guarantee of its worth. Surprise is known and used over all Canada—not in a small way, but universally used.

BRANCHES—

MONTREAL: Board of Trade Building.
TORONTO: Henry Wright & Co, 51 Colborne St.
WINNIPEG: E. W. Ashley.
VICTORIA: La Patourel & Co,

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

CALIFORNIA EVAPORATED FRUITS--There is little or nothing doing. Prices are much as before.

GREEN FRUITS.

The feature of the market this week is the practical commencement of the Canadian small fruits season. Canadian strawberries have begun to arrive in considerable quantities, and are in brisk demand. With a good shower of rain, the arrivals next week will likely be large. The price has fallen to from 10 to 12½c. per quart. Bananas are scarce, but, though the demand is good, prices are unchanged. The sale of pine-apples this season is smaller than usual, due to the scarcity and high prices. Canadian apples are about done, some fancy red Spies selling this week at \$7 per bbl. The orange trade is quieting down somewhat, as is usual at this season. There is still a considerable quantity of lemons of inferior keeping qualities on the market, and prices remain about the same as last week. The scarcity of tomatoes noted last week is not nearly so marked, and prices have come down again to \$2.75 to \$3.50 for six-basket carriers.

COUNTRY PRODUCE.

EGGS—The situation is unchanged. There is a brisk movement, with both supply and demand large. Prices are unchanged.

POTATOES—The feeling is decidedly weak. and prices for carload lots have dropped as

low as 53 to 55c. per bag. The price asked on the street market ranges from 55 to 60c. per bag.

DRIED APPLES—There is nothing doing, a decidedly weak tone being manifest. From 2½ to 3½c. is quoted, according to quality.

EVAPORATED APPLES — There is little doing, with prices nominally at 9 to 9½c.

BEANS—The feeling in regard to hand-picked is firm, with prices steady at 95c. to \$1. Opinion differs as to the value of ordinary beans, all the way from 60 to 80c. being noted. There is little movement at either figure, however.

HONEY—Little doing. Prices steady and unchanged.

VEGETABLES — There is now a brisk movement in all lines of green vegetables, as prices are about the minimum for most lines. Imported butter beans are off the market, and there will not likely be any more offering till the home product is put on the market. We quote: Rhubarb, 10 to 15c. per doz. bunches; onions, 12½c. per doz. bunches; lettuce, 15 to 25c. doz. bunches; radishes, 10 to 15c. doz. bunches; cabbage, new, per case, \$1.65 to \$1.75; per doz., 50 to 60c.; parsley, 15 to 20c. doz. bunches; cucumbers, Canadian, 40 to 60c per doz.; watercress, 15 to 20c. per doz. bunches; garden cress, 20 to 25c. per doz. bunches; spinach, 10 to 15c. per bush.; asparagus,

25 to 40c. per doz.; green peas, 75c. to \$1 per bush.

BUTTER AND CHEESE.

BUTTER—Receipts of dairy have not been as large this week as last, but it is considered that this is largely due to country dealers holding back tubs for higher prices. The outlook, however, does not seem to warrant any advance, as, though local and shipping demands are good, they are not over the supply. The British market for creamery is too low for export at the present figure, so there is no prospect for higher prices in either creamery tubs or prints for some time to come. Dealers are now paying 11c. f.o.b. at country points for dairy tubs and prints, and from 14 to 14½c. for creamery tubs, and 15c. for creamery prints.

CHEESE — The feeling is somewhat steadier at the factories, where from 6¼c. to as high as 7¼c. is asked. Prices ruling in Toronto are very close to 8c. per lb.

PROVISIONS.

Business in all meats is brisk. Though stocks of lard are light, it is considered that there will be enough to supply the demand. Long clear bacon and bacon pork are expected to fall short of demand, and are consequently firm in price. Quotations on plate beef have advanced 50c., now being \$11 to \$11.50.

**GOLDEN CROWN CANNED
LOBSTERS**

1898 pack, now booking orders.

Golden Diamond Canned Blueberries.

W. S. LOGGIE CO., Limited, Chatham, N.B.
(25)

FOR SALE. Choice Prime Beans.
Evaporated Apples.

Apply JAS. R. SHIELDS & CO.

Board of Trade, TORONTO

J. Y. GRIFFIN & CO.

Wholesale Produce

... and ...

Commission Merchants

Correspondence solicited. Consignments
handled to best possible advantage.
Prompt returns.

131 Water St. P. O. Box 28
VANCOUVER.

ROYAL JUBILEE OIL

Is the Best Burning Oil
in the Market.

ROYAL OIL COMPANY

SOLE MANUFACTURERS

Geo. Anderson, Manager.

Toronto

CANADIAN

Manufacturers and Shippers who are not represented in

WINNIPEG

Will do well to correspond with me.

E. NICHOLSON

124 Princess Street, Winnipeg, Man.

Successor to W. F. Henderson & Co.

Wholesale Commission Merchants and
Brokers.

Established 1882.

16 years' experience.

Strawberries. Strawberries.

Fresh Arrivals Daily.

Also full lines other FRESH FRUITS.

MAIL ORDERS
receive careful attention.

Clemes Bros. Toronto

FISH.

The demand for fresh fish continues good. Steak cod are off the market. Frozen fish are not in demand, but prices are nominally unchanged. We quote as follows: Fresh salmon trout, 6c.; fresh whitefish, 6 to 6½c.; steak trout, 7c.; fresh pike, 5c. per lb.; fresh perch, 4c. per lb.; fresh herring, 3½c. to 4c. per lb.; Labrador herring, \$5.50 per bbl. and \$3 per half-bbl.; Digby herring, 55c. per bundle of five; split herring, \$5 per bbl. and \$2.75 to \$3 per half-bbl.; boneless codfish, 3½ to 5c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg; ciscoes, \$1; haddies, 5½ to 6c. per lb.; fresh haddock, 5c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—There has been a decided slump in wheat during the past week, red wheat declining 11 to 13c.; white wheat, 11 to 12c. and goose wheat, 14c. Quotations on cars outside are as follows: Wheat, red winter, 92 to 95c.; white winter, 90 to 92c.; goose, 90c. There is still a good deal of wheat and oats offered on the street market. Barley, oats, peas and rye have all declined 3 to 4c. this week. The street market is active, a good quantity of wheat and oats still being brought in. We quote as follows: White wheat, 92c.; red wheat, 94 to 98c.; goose wheat, 88c.; barley, 35 to 36c.; oats, 34 to 35c.; rye, 51c.; peas, 55c. No. 1 hard Manitoba wheat has declined 12c., now being quoted \$1.26 Sarnia freights.

FLOUR—There is little doing, buyers only purchasing for actual requirements. Manitoba flour has declined 10 to 20c; Ontario flour, 25c. We quote: Manitoba patents, \$6.60; Manitoba strong bakers', \$6.10; Ontario patents, \$5.45 to \$5.50; straight roller, \$5 to \$5.10, Toronto freights.

BREAKFAST FOODS—There has been a decline of 20c. for standard rolled oats and oatmeal. Business is quiet. We quote: Standard oatmeal and rolled oats, \$4.30 in bags and \$4.40 in bbls.; rolled wheat, \$3.50 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$3.75; pot barley, \$3.75.

HIDES, SKINS AND WOOL.

HIDES—There is a good demand from local tanners, and prices are firm. We quote: No. 1, 8½c.; No. 2, 7½c.; No. 3, 6½c.; cured, 9 to 9¼c.

CALFSKINS—An advance of 1c. per lb. is noted, but the prices are considered too high, and there is but a poor demand. We quote: No. 1 veal, 8 lb. and up, 10c. per lb.; No. 2,

The Following Brands
Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCOS

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES ———

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY

SARNIA

Water White

Lamp Oil. .

Equal to the best American Water White Oil. Test it and be convinced. Genuine is branded *Sarnia Water White*. Wholesale only by

The QUEEN CITY OIL CO., Limited.
TORONTO, ONT.

THE TRADE BUILDERS OF B.C.

ARE

OKELL & MORRIS' GOLD MEDAL BRANDS

OF PURE Preserves, Pickles, Ketchups, Vinegars, Confectionery, Candied Peels

We guarantee the purity of our manufactures.

Works: VICTORIA, B.C.

**THE MANITOBA
PRODUCE AND COMMISSION COY.**

WINNIPEG, MAN.

Wholesale Dealers

PROVISIONS OF ALL KINDS

Consignments Solicited.

**DON'T PAY FREIGHT
ON WATER**

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

Agents—

W. H. SEYLER & CO.

Room 100, Board of Trade, TORONTO.

Agents for HEINRICH FRANCK SOHNE & CO.

German Chicory, Coffee, Extracts and Essences
LUDWIGSBURG, GERMANY. FLUSHING, N.Y.

**EGGS and
BUTTER**

IN BIG DEMAND.

SHIP TO

RUTHERFORD, MARSHALL & CO.

Commission Merchants

Toronto.

G.F. & J. GALT

PACKERS
OF THE

BLUE RIBBON TEAS

42 SCOTT ST. TORONTO. CELEBRATED

8c.; dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—There is little doing. We quote at \$1.15 to \$1.35.

WOOL—The prices now paid are speculative, as there is nothing in the English or American market to warrant the quotations. Unwashed is selling at 10 to 11c., and fleece at 16 to 17c.

SALT.

There is a good business being done. Liverpool salt is arriving in considerable quantities. We quote: Carload lots, \$1.05 per bbl., and 65c. per sack; less than carload lots, \$1.10 per bbl., and 70c. per sack. At the wells we quote: F.O.B., barrels, 75c.; sacks, 45c.

MARKET NOTES.

Sulphur matches are 25c. per case higher. Cream of tartar has advanced 2s. per cwt.

Standard rolled oats and oatmeal are 20c. cheaper.

Fleece wool has advanced 1c., now being quoted at 17c.

Ginger is a little easier, while black pepper is firmer.

Japan tea is 2 to 3c. per lb. dearer in the primary market.

Manitoba flour has declined 10 to 20c.; Ontario flour, 25c.

Calfskins have advanced 1c. per lb., which price is considered too high by most buyers.

Canadian strawberries are now arriving in large quantities. The price is 10 to 12½c. for quart boxes.

Rutherford, Marshall & Co. report that receipts of butter have been large, but that their local and shipping trade has enabled them to keep well sold up.

Ontario wheat has declined 11 to 14c. during the past week; barley, oats, peas and rye from 3 to 4c. No. 1 Manitoba hard wheat has declined 12c.

D. Gunn, Bros. & Co. have completed arrangements to buy the usual quantity of dairy butter in tubs. They would be glad to hear from any persons holding, stating the amount held.

The Dawson Commission Co., Limited, this week sold six barrels of especially fancy red spies at from \$6.50 to \$7 per bbl.

McLauchlan's Graham Crackers

In 1 lb. packages. Retail for 10c. These Biscuits are manufactured from the choicest ingredients, and packed with neatness and care. Grocers can recommend them with perfect confidence.

J. McLauchlan & Sons, - - Owen Sound

Two of the barrels were considered exceptionally fine looking for this season of the year.

QUEBEC MARKETS.

MONTREAL, June 9, 1898.

GROCERIES.

THERE has been a fair volume of trade in groceries during the past week, and the general firmness in values is expected to lead to a still better distributive movement. All leading staples are strong in tone, and none more so than sugar, and surprise is continually expressed that there has not been an advance in its price ere this. Molasses continue stiff, and syrups, while quiet, are firmly held. Tea is firm, with supply in first hands very light; and spices and coffee also are strong. Canned goods of all sorts are unchanged as to price, but meats are very stiff at the late advance. Dried fruits also are pointing upward abroad, though there has been no change in local prices.

SUGAR.

The strong tone of the outside sugar markets is well maintained, in fact, the raw cane article has probably never been in a stronger position than it is at present. Beet has fluctuated a fraction or so in London, but cane rules steady there, and in New York is very stiff. Cables from London said that cane was steady, but with little doing at 12s. 9d. for Java, and 11s. 3d. for fair refining. Beet was rather easier, prices sagging off ¾d. at 9s. 9d. for present, and 9s. 9¾d. for next month's delivery. Locally, the refiners appear to be unable to agree about an advance in price, for, while one, the other week, advanced prices on yellows, the other, this week, worked their lowest grade goods down 1-16 of a cent. The fact has not led to any change in the local jobbing range, which we quote as before. Demand is steadily improving, and as soon

as the preserving season sets in an active trade is anticipated.

SYRUPS.

There has been no alteration in the syrup market, but offerings are light, and prices quite firm, nothing under 2½c. being obtainable at the refinery.

MOLASSES.

A rather unsettled condition of affairs is reported from Barbadoes in molasses this week, but it is not believed that the local situation can be very seriously affected now, one way or the other. Montreal importers have bought in the vicinity of 4,000 puncheons, which will cost all the way from 28 to 28½c. to them net cash on the wharf. They are likely to hold values firm, and all the more so as it is calculated that there only remains about 3,000 puncheons for sale on the Islands.

CANNED GOODS.

The canned goods market has been somewhat quieter this week, the demand being principally for small lots, but the undertone is firm, and prices are fully maintained on all descriptions. As noted last week, canned meats are very firm at the advance already recorded.

TEAS.

There has been little change in the tea market during the week, business in a large way being confined to narrow limits, for the reason that there is no stock to trade in, while the distributive enquiry is only of a quiet character.

SPICES.

The news all indicates strength outside, but there is no change on spot, and trading is very light.

COFFEE.

Outside markets rule quite firm on coffee but there is little doing on spot.

RICE.

The decline in the price of breadstuffs has

**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**

W. B. BAYLEY & CO
EXPORT BROKERS

48 FRONT ST. E. **Toronto**



SUMMER 1898

EVERY REQUISITE in Staple and Fancy
GROCERIES for _____

CAMPERS' COTTAGERS' CRUISERS' SUPPLIES

CLOSE PRICES. PROMPT SHIPMENT.

THE EBY, BLAIN CO. LIMITED

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO.

THE ESSENTIALS OF
A GROCER'S SUCCESS

STANDARD JAVA CHASE & SANBORN
55 & 57 BROAD STREET BOSTON, MASS., U.S.A.
10 12 & 14 LAKE STREET CHICAGO

SEAL BRAND COFFEE CHASE & SANBORN BOSTON

STANDARD JAVA & MOCHA CHASE & SANBORN
55 & 57 BROAD STREET BOSTON, MASS., U.S.A.
10 12 & 14 LAKE STREET CHICAGO

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10 12 & 14 LAKE STREET CHICAGO

STANDARD JAVA & MOCHA CHASE & SANBORN
55 & 57 BROAD STREET BOSTON, MASS., U.S.A.
10 12 & 14 LAKE STREET CHICAGO

STANDARDS OF QUALITY.

CHASE & SANBORN - MONTREAL

1476/98

CLUB BLEND COFFEES

The following extract is from a letter recently received from one of the largest jobbers in the Maritime Provinces:—"The blend of Coffee we get from you suits us to perfection."

OUR CLUB BLENDS ARE ABSOLUTELY THE BEST IN THE TRADE. SAMPLES SENT ON APPLICATION.

S. H. Ewing & Sons,

Importers and
Manufacturers

Montreal

not had any influence on the rice market, values being held very firm at the recent advances.

DRIED FRUIT.

There has been some further trading in carload lots of California raisins, but prices show no change.

Valencia raisins are moving in a small way because there is very little stock to trade in. What is here consists principally of off-stalk fruit.

Local jobbers have done little or nothing yet for importation in currants. Locally, business is quiet and values are firm.

There has been a good enquiry for California prunes, but European sorts are almost off the market.

Figs are steady and dates are unchanged, and the same can be said of evaporated fruit.

NUTS.

Advices from abroad continue strong in regard to nuts, especially filberts and almonds. There is nothing special to report locally.

GREEN FRUIT.

The chief feature of the week has been the auction sales of southern strawberries. Two carloads were put through Tuesday under the hammer, strawberries realizing 11 to 15c., according to grade, and pineapples the

same range. The warmer weather has induced a somewhat better demand for oranges and lemons, but there has been no change in prices, and we quote the former at \$2 to \$3.25 and the latter at \$1 to \$3.50, according to grade.

DRIED APPLES.

Both dried and evaporated apples are unaltered.

COUNTRY PRODUCE.

EGGS—There was no change in the situation of the egg market. The demand today for small lots, to fill actual wants, was better, and a fairly active trade was done on the basis of 9 to 10c per doz.

BEANS—Business in beans continues quiet, but prices are fairly well maintained at \$1 for primes and at \$1.10 to \$1.15. for choice hand-picked per bushel.

HONEY—The market for honey is exceedingly quiet, there being little or no demand at present, and prices are nominal. We quote: White clover comb, 11c. to 12c.; dark do., 8 to 10c.; white strained, 6c. to 7c., and dark, 4 to 5c.

MAPLE PRODUCT—In maple product the feeling is steady, but the movement is small at this season. We quote: Syrup in wood, 4½ to 4¾c. per lb., and in tins at 45 to 50c., as to size. Sugar, 6 to 6¼c. per lb.

TALLOW—Rules quiet at 1½ to 1¾c. for rough and 3 to 3¼c. for refined.

POTATOES—Steady at 75c. on track.

HOPS—Dull at 12 to 14c. for good to choice, and 8 to 10c. for yearlings.

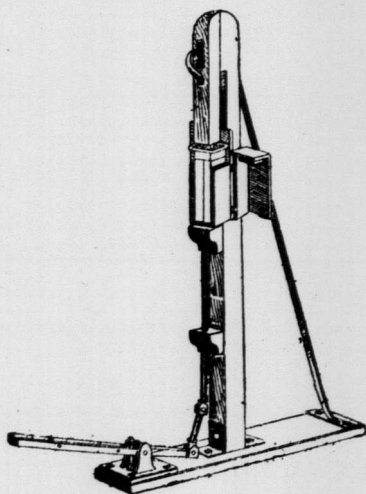
PROVISIONS.

There has been an improvement in the demand for provisions, especially for smoked meats, and a more active trade was done at steady prices all round. We quote: Canadian pork, \$16 to \$16.50 per barrel; pure Canadian lard, in pails, at 8½c. to 8¾c.; and compound refined at 5½c. to 5¾c. per lb.; hams, 11½c. to 12c.; and bacon, 12c. per lb.

FLOUR, GRAIN, ETC.

The feature of the grain market is the demand from foreign buyers for wheat, and sales aggregating 250,000 bushels of No. 1 hard Manitoba were made at prices equal to \$1.22 per bushel, afloat Fort William, which figure shows a decline of 10c. per bushel within the past two weeks. There were also sales of 25,000 bushels of Ontario red at 98c. Oats were weak and prices ½c. per bushel lower at 35½ to 36c. afloat. Other coarse grains are neglected and prices are difficult to quote.

There is no actual change in the situation of the flour market. The tone is easier, in sympathy with the sharp decline in wheat



THE Armada Tea Packer and Simplex Mixer

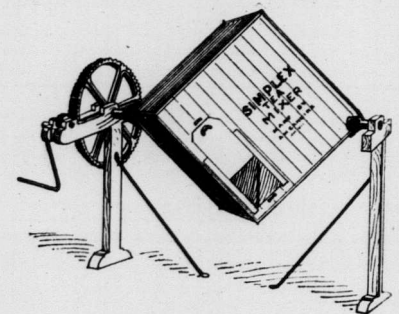
These machines are right. Every Grocer should have them.

Said Messrs. Bowman & Angevine, wholesale merchants, Saint John, N.B.:-

"The ARMADA Tea Packer purchased from A. H. Canning & Co., Toronto, is excellent. It is easy to handle, strong and durable. We are delighted with it."

Write for Prices.

A. H. CANNING & CO.,
Toronto, Ont.



BIRD BREAD and Cottams Seed, manufactured under six patents. Reliable standard goods; nothing to approach them for popularity and value. All wholesalers.

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.

\$2.50 per case; 80c. gallon.

THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

POTATOES

IN CAR LOTS, BUY NOW.

WM. HANNAH & CO.

Board of Trade. TORONTO

The
DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS,

Cor. Market and Colborne Sts., TORONTO.

California Navels
California Seedlings
Messina Lemons

Seedlings are now arriving in Good Condition and are taking the place of Valencias. Our Lemons and Navel Oranges were never better.

AUCTION SALES

Write us for particulars of sales. We are making special efforts to make these sales mutually profitable. They are held every Wednesday. We attend personally to all consignments of Fruit and Produce.

McWILLIAM & EVERIST

Wholesale Commission Merchants,

25 and 27 Church St., TORONTO, Can.

Telephone 645.

LARD



When you buy Lard, you want good Lard. We guarantee our "Star Brand" Kettled Lard to be absolutely pure. We have this in tierces of 400 lbs., pails of 60, 20, 10, 5 and 3- pounds each, and in 1 pound packages. This last we recommend to the general grocery trade, no delay in putting up, always ready, and of the finest quality; shipped in boxes of 40 and 80 pounds each.

F. W. FEARMAN

HAMILTON, ONT.

Fancy Oranges, Lemons and Bananas.

And all kinds of Foreign and Domestic Fruits.

New Crop Japan Teas

1898

Consignment of our delicious "St. Olaf" Brand now due

BALFOUR & CO. - Hamilton

FANCY MOUNT ROYAL MILLS

INDIA BRIGHT
JAVA
ROYAL
JAPAN GLACE
POLISHED
IMPERIAL SEETA
IMPERIAL GLACE

D. W. ROSS CO. RICES
Agents

THE MOST NUTRITIOUS COCOA.

EPPS'S

GRATEFUL—COMFORTING

COCOA

In labelled Tins. 14 lb Boxes.

Special Agent for the entire Dominion, C. E. COLSON & SON, Montreal. In Nova Scotia, E. D. Adams, Halifax. In Manitoba, Buchanan & Gordon, Winnipeg.

FIRST QUALITY

Oak Dash Churns

WHITE SPRUCE

Butter Tubs

PARCHMENT

Butter Paper

Also complete lines of Woodenware, Brooms, Brushes, Paper, Paper Bags, Twines, etc.

WALTER WOODS & CO.

HAMILTON.

HUGH WALKER & SON

Direct Importers and Commission Merchants

GUELPH, - ONT.

E. T. STURDEE

Mercantile Broker,
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ST. JOHN, N.B. Etc., Etc.

Wholesale trade only.

HAMS

BACON

LARD

SHORT CUT PORK

MESS PORK

The Wm. Ryan Co. Limited

TORONTO

COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

THE COWAN CO., LIMITED TORONTO

Hams

Bacon

Pure Lard

"MAPLE LEAF" Brand.

D. GUNN, BROTHERS & CO.

Pork Packers
Egg and Butter Dealers

TORONTO, ONT.

Send along your orders as you are doing, which will receive best attention and prompt shipment.

values, but, as the demand for flour is of a very limited character just now, no change in prices has been made. We quote as follows: Winter wheat patents, \$6 to \$6.15; straight rollers, \$5.50 to \$5.75; bags, \$2.60 to \$2.75; Manitoba patents, \$6.90, and strong bakers', \$6.50; extra, in bags, \$2.40 to \$2.50.

There is still a good demand for feed, and an active business is doing in this line at steady prices. We quote as follows: Ontario winter wheat bran, \$13.50 to \$14; shorts, \$16 per ton in bulk; Manitoba bran, \$14; shorts, \$16, and moullie, \$17 to \$18 per ton, including bags.

The demand for oatmeal is slow and the market is dull, with prices nominally quoted at \$4.30 per barrel and at \$2.10 per bag for rolled oats.

A fairly active trade continues to be done in baled hay, but the market is in an unsatisfactory condition just now owing to the cutting in prices on the part of some dealers. However, No. 1 is still quoted at \$10, and and No. 2 at \$8 to \$8.50 per ton, in car lots.

CHEESE AND BUTTER.

The cheese market continues mixed, and the facts of the situation are conflicting. A rather steadier feeling is apparent, and it has been supplemented by the payment of rather higher prices in the country, purchases lately at country boards establishing this fact. On the other hand, exporters who cabled on the basis of the higher prices paid cannot elicit any orders, and the inference is that some buyers on the other side were not prepared to follow the rise. Based on country purchases the market should be a $7\frac{1}{4}$ c. one at the least for finest western makes, but it is not, as $7\frac{1}{8}$ c. is considered an extreme price and 7c. is the ruling bid. In eastern makes $6\frac{1}{2}$ to $6\frac{3}{4}$ c. is the range.

Butter ruled steady at 16 to $16\frac{1}{4}$ c. for creamery, and exporters are willing to do business on this basis, but find it difficult to get the right quality.

MONTREAL NOTES.

Advices from Virginia state that peanuts are 5c. higher, and that sellers are firm at the rise.

Advices from Barbadoes state that there is scarcely 2,000 to 3,000 puncheons left for sale there.

There has been an advance of 25c. on the entire list of Eddy's matches, except in the case of parlor goods.

One of the refiners is offering low grade yellows 1-16c. cheaper, but the jobbing range has not been altered.

As a result of the rise in flour French imported Vermicelli would cost 1c. per pound more to import than it did in the spring.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,
ST. JOHN, N.B., June 1, 1898.

THE week has been a quiet one. Flour tends easier. Throughout the country everything is looking fine, vegetation being more advanced than usual at this season. In the city, quite an active business is looked for, both the C.P.R. and I.C.R. intending to build large elevators. In spice, prices are rather easier. This is, perhaps, the more noticed in ginger, though pepper has also been shaded. Cream of tartar, while lower than when present stocks were bought, is higher than last week. A number of our dealers bought quite freely at the lowest figures. In rice, prices are still high, with the Canadian mills able to follow rather behind the English advance to get the business and still make a profit.

OIL—The movement is light. In this, prices are firm, tending rather higher. Lubricating oils have not had as large a sale as usual, and the rest of the season is apt to even show poorer results. Burning oil shows but a small movement.

SALT—This is always quite an interesting feature in our market, as so much English coarse salt is used. Stocks here are not large, and a small cargo about due is said to be quite largely sold to arrive. There is another cargo afloat for here. Prices are firm. In fine salt there is a good sale. We quote: Liverpool coarse, 45 to 48c.; English factory-filled, 90c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 to \$2.60 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; mineral rock salt, 60c. to \$1.

CANNED GOODS—There is little to report. In vegetables, while some dealers are short, there is enough in the market to go round, and it is doubtful if there is much or any further advance. In fruits, there is a fair sale, particularly in peaches and pineapples. In strawberries and raspberries new goods have been quoted. Prices are rather lower than last year. In pumpkins there is quite a sale noted. Gallon apples have but a fair demand, and the price tends to lessen sales. In condensed milk and coffee little is doing. Oysters show a fair movement. Salmon are dull; our dealers have fair stocks, and prospects of large profits are slight.

GREEN FRUIT—Whatever we say of other lines at this season, this is always an active one. Oranges have a good sale, the grades being Messinas and California seedlings. Prices show no change. Lemons would be higher, but for the reason that a good deal of the stock here is poor, so that the market at present shows quite a range. Bananas

during the week have been scarce, there being not enough to supply the demand, but this state of affairs is not likely to last long. There is little change in price. Strawberries are lower; stock arriving is rather soft. Pineapples, price is quoted rather higher owing to improved quality. Florida fruit is being offered. In rhubarb the market is rather overstocked; native coming in freely, and sales are freely made at 1c. per lb.

DRIED FRUIT—There is not much doing. A fair sale continues for apricots, peaches and prunes at rather advanced prices. Raisins are very dull. A few seeded are being sold. Currants are in light stock, but limited sale. Some 2-crown California and seedless consigned here were shipped back to the United States, there being no sale here for those grades. Dates and figs move slowly at even prices. Peanuts are up $\frac{1}{4}$ c. and very firm. In onions there is a fair sale, but little change. The prospects for Canadian is a large crop, but should the Klondyke demand be as it was for the old it will help to keep up prices.

SUGAR—While prices continue firm, and in some quarters are quoted rather higher, there is little change here. Quite a large quantity of foreign sugar has arrived during the week, the most for a long time. It came from New York. It is in bags, it is a refined sugar and a fair color. It will be sold at about the same price as Canadian of the same color.

MOLASSES—Prices are still high, and likely to rule so, but dealers are not sharp buyers at present prices, at least, in Porto Rico. A cargo offered by a New York house, this week, did not find a buyer. Offers were made shading the price, but the sellers were firm. The prospects of getting Barbadoes to supply needs affect the upward movement. The market was quite relieved this week by the arrival of the West India steamer with 800 casks Barbadoes, 100 bbls. Trinidad, beside small quantities of Antigua, St. Croix, and St. Kitts.

DAIRY PRODUCE—In butter, some little Canadian continues to arrive, owing to the low price at which a fair article is offered. Creamery has little call, as dairy is now good and dealers will not pay the difference.

SOVEREIGN LIME JUICE

equal to any made in the world.

Regular size bottle, pints..... \$2 75 per d
Apollinaris bottles, splits 1 00 per d
Order through wholesale Druggist or Grocer.

E. FIELDING, Agent

34 Yonge St., TORONTO

If it's Millar's, It is All Right.



PURITY
POPULARITY
PRICE and
PROFIT.

All plead for your patronage in

Millar's Paragon Cheese.

Do not buy questionable goods when you know that quality is the star that leads to success, and that **MILLAR'S** cheese is supreme in quality.

The
T. D. MILLAR CHEESE CO.

INGERSOLL, ONT.

Agents...

FRANK MAGOR & CO. - Montreal.
A. E. RICHARDS & CO. - Hamilton.
JOSEPH CARMAN - Winnipeg.



Pickles.

When warm weather comes, the tired housewife needs a rest. Tell her to cook less, and get "Heinz's Baked Beans with Tomato Sauce." Good cold, or heated in ten minutes.

Others of our Popular Specialties are :

Tomato Chutney Evaporated Horse Radish
Tomato Ketchup Tomato Soup
Baked Beans with Tomato Sauce

For sale by

H. P. Eokardt & Co., Toronto.
Hudon, Hebert & Cie., Montreal.

MEDALS--

PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The **GENUINE**
always bear this
Keystone trade-mark.



ROSE'S LIME JUICE

IS

The Original & Genuine Brand.

THE STANDARD FOR PURITY AND EXCELLENCE.

Being the product of absolutely the finest cultivated Lime Fruit in the World, it is the best procurable.

Canadian Agents : **LAW, YOUNG & Co.,**
Montreal.

in price, except for small quantities for particular trade. In fact, our creameries ask too much for their butter, and must come down if large business is to be done. As the output is increasing, owing to increased number of creameries, the competition will no doubt soon fix the price. In cheese, there is an unusual absence of Canadian new cheese. This is caused by the dull market, and the fact that quite a stock of old is still held. Our own factories will soon be in the market with new cheese; in fact, some are now here. Eggs hold their price. Both receipts and demand are light.

FISH—Fresh fish have been less active during the week. Catch of shad has been light, and price rather higher. In salmon the catch is still small here, but fair supplies are received from the north. They are largely reshipped to Boston. Price there, as here, is rather lower. While a few Gaspereaux continue to be caught the season is late. Dry cod is scarce; receipts of new are late, light and small, so prices are quite high with medium selling about the same as large. In pollock the price is easier with light sale. Smoked herring dull. Pickled, quiet. A few Shelborn and Canso are still offered. We quote: Large cod, \$3.50 to \$3.75; medium, \$3.50 to \$3.60; pollock, \$1.50 to \$1.75; smoked herring, 7 to 8c.; pickled Shelborn, ½-bbls, \$2 to \$2.50; bbls., \$3.75 to \$4; Canso, bbls., \$4.25 to \$4.50; fresh salmon, 12 to 13c.; shad, 10 to 12c.; Gaspereaux, 40c. per 100.

PROVISIONS—Packers of beef and pork are inclined to shade prices to push business, which has been dull; but dealers still have quite a stock bought at lower prices, and sale is slow. In beef, Boston is underselling western packers. In both smoked meat and lards demand is quiet.

FLOUR, FEED AND MEAL—There is a very light business in all lines except cornmeal, which, owing to high price of oats and feed, continues to have large sale. Flour is dull, particularly Manitoba grades, prices of which are much higher in proportion than Ontario. Stocks of this grade are quite large; larger than that of Ontario. For all grades prices are rather lower and holders are inclined to sell, but sales are very light. Oatmeal continues to be sold at below millers' prices, and business is dull at that. Oats are rather easier, with but fair business. Beans have a limited demand, and it is hard to maintain prices. Business in seed is about over. We quote: Manitoba flour, \$7.25 to \$7.50; best Ontario, \$6.25 to \$6.50; medium, \$6.00 to \$6.25; oatmeal, \$4.50 to \$4.60; cornmeal, \$2.30; middlings, \$20 to \$22; bran, \$18 to \$19; oats, 42 to 48c.; hand-picked beans, \$1.15 to \$1.20; prime, \$1 to \$1.10; yelloweye beans, \$1.75; split peas, \$3.80 to \$3.90; round, \$3.25 to \$3.40; pot barley, \$3.50 to \$3.75; hay, \$8.75 to \$9.00; timothy seed, American, \$1.75 to \$2.15; do., Canadian, \$2 to \$2.40; mammoth clover, 7 to 7½c.; alsike, 7¾ to 8½c.

ST. JOHN NOTES.

Among the imports this week were 50 cars of corn for one of our local millers.

W. Frank Hatheway, T. J. McPherson, F. L. Potts, J. S. Armstrong and George

Calwell have been appointed a committee to arrange for the annual grocers' picnic, to be held the last week in July.

Halifax will add \$50,000 dollars to the \$75,000 voted by the Dominion Government to build an elevator there.

The advance in flour has only just begun to effect the price of bread here. Price is now 8c. per loaf, being an advance of 1c.

Mr. S. S. Arnold, representing W. G. Dunn & Co., mustard manufacturers, Hamilton, Ont., called on THE GROCER this week.

The ss. Prince Rupert is now making daily trips to Digby. Anyone on pleasure bent, or, in fact, on business, who can include this trip, should not fail to do so.

The new factory of The Ossekeag Stamping Co is now in full running order. The grade of stamped tinware and enamelled ware being turned out is pronounced excellent. The company received two cars of tin last week.

One trip of the American boat this week brought 525 bags of sugar and the next trip 125 bags. Large shipments of salmon are now going forward by these boats—about 100 cases per trip.

Our facilities for handling grain during the coming winter will be much better than ever. The need was much felt during the past season, as much business had to be refused. It is expected to have two new elevators. One is being built by the Intercolonial and another by the Canadian Pacific railway. The latter will be more than twice the size of the one now here, having a capacity of 750,000 bushels.

Mr. Pakenham, of Kehoe, Donnelly & Pakenham, Dublin, who offered to take \$5,000 worth of stock in a pork packing factory, if one was started here, has made the same offer to The Nova Scotia Pork Packing Co., if their factory is opened this fall. He will also aid in providing a competent manager and skilled workmen. The company expect to be ready to begin operations by October.

The West Indian steamer arriving this week had the following cargo for this port: From Demerara—1 coffin, Christie Bros. & Co., Amherst. From Trinidad—100 bbls., 25 puns. molasses, order E; 100 bags cocoonut, order G; 500 bbls. asphalt, 800 bags cocoonuts, 18 bags coffee, order. From Barbadoes—100 puns. 17 bbls. molasses, order J F; 15 puns. do, McCavour & Co.; 50 puns. 5 bbls. do, 50 bbls. do, order M; 225 puns. 78 bbls. do, order B and P; 200 puns. do, 100 bbls. sugar, order L G; 100 puns. molasses, order L G C; 50 puns. do, order B. From Dominica—1 bag coffee, E. H. Foster; 3 bags cocoonuts, A. Malcolm; 4 bbls. green limes, J. P. W. Von Laer.

From Antigua—20 bbls. molasses, T. H. Estabrooks, 1 bbl. pines, B. A. Stammers; crate do, Mrs. Ward; 8 do, R. H. Crayden. From St. Kitts—16 puns. 16 bbls. molasses, Merritt Bros. & Co.; 20 bbls. tamarinds, Parker, Eakins & Co. From St. Croix—5 puns. molasses, T. H. Estabrooks; 96 bbls. do, McCavour & Co.; 10 puns. do, A. Malcolm; 10 do, John Sealy; 1 pcl. cigars, W. C. R. Allan. From Bermuda—68 crates onions, C. M. Bostwick & Co.; 1 box vegetables, Mrs. Robert Whetsel.

TRADE CHAT.

ASHWELL & SONS' general store at Chilliwack, B. C., was recently burned. The local paper, commenting on the fact, states that the fire protection in that town does not amount to even a bucket brigade. Ashwell & Sons have opened out again in another stand in Chilliwack.

There is an agitation for a creamery at Orillia, Ont.

During May the C. P. R. land sales amounted to 43,000 acres, all to actual farmers. 3,300 immigrants arrived during the month.

A brisk shipping trade is looked for this summer at Pugwash, N.S., as thirteen steamers and ships are expected to load deals there.

The store of Emile Authier, grocer, 1191 Notre Dame street, Montreal, was broken into last week, the thieves entering by forcing the rear cellar door. About \$20 in cash and a quantity of goods were stolen.

On Sunday, one of the large stills in the still shed of The Bushnell Oil Company works, Sarnia, Ont., exploded, setting fire to the roof of the shed. The fire was put out by the company's own fire protection department.

The lobster business at Port Mouton, N. S., is flourishing. Besides the six local packing companies creating a good demand, American smacks have paid over \$5,000 for large lobsters, which makes business unusually bright.

"The Star Grocery," Alliston, Ont., has changed hands, H. W. Wright, the proprietor, selling out to John Scheifle, Palmerston, Ont. Mr. Wright has for fifteen years conducted both his grocery and several agencies, and they have grown so largely that he has been unable to look after both. He now retains his office work.

The council of the Ottawa Board of Trade has called a meeting of the representatives of the various towns and villages in the neighborhood of the Capital for the purpose of considering the best means of advertising that district as a hunters' and anglers' paradise, its beautiful scenery, and other advantages as a summer resort.

NEW GOODS.

Just Received:

200 bags Medium Pearl Tapioca

Bought before the advance.

—Our price on this, considering the market, is very low.

100 cases, 24 1-lb. tins each, Simcoe Boneless Chicken

50 cases, 24 1-lb. tins each, Simcoe Boneless Turkey

These goods are now in great demand, **they are fresh, of the best quality**, and, above all, we are offering them at a **cut on old prices** in spite of the advance which has taken place on all meats and provisions. Don't fail to take advantage of this bargain. **It is a snap.**

Aunt Abbey Rolled Oats...

We have secured the control of this well known brand of rolled oats in packages. Nothing but the best and cleanest oats put up under this brand.

We give special discounts to wholesalers and jobbers.

Our spring importations are all in.

We have large stocks in every line, besides, we always have something special to offer you.

Write to us. Ask for our samples and prices. **We can save you money.**

L. CHAPUT, FILS & CIE. - MONTREAL

GOOD ADVICE AND ITS RESULTS.

A WICHITA traveling man, according to the Eagle, of that place, about a year ago, was asked by a clerk in a shoe store to get him a job traveling. The young man was told to write in to the "house." He did, and the proprietor asked the traveling man about the young fellow, and was told that he might make a good man. The house told the young man to begin. The young man came to the old traveling salesman and asked how he should begin, and received this advice:

"Know nothing but shoes. Talk nothing but shoes. Never go into a store without having your pockets full of shoes. Take an old boot and carry it under your arm. Set it up on the washstand, and when you go to bed fall asleep studying that boot. Look at that boot the minute you wake up in the morning. When you go into a store, never ask a merchant if he will buy. Never induce him to say 'No' at the start. Show him your goods and talk shoes."

Well, the young fellow started out. Pretty soon a friend of the old traveling man said:

"Your house has got the biggest knock-kneed idiot on the road that ever struck the State. Why, the darn fool lugs an old boot around with him, and you can't get anything but shoes out of him. He is a '98 chainless idiot, that fellow is. Why don't you get the house to call him in?"

But at the end of the first year the young man's work was sized up by the house, and they wanted to give him a banquet. He had not only earned his salary, but \$2,200 in commissions in addition.

AN EXPLANATION.

Editor CANADIAN GROCER,—My attention has been called to an article in your paper in which you criticize the action of the Tourist Association of this city in having one of its pamphlets printed in the United States.

I feel that it is only necessary to give you the facts of the case in order that you may correct the wrong impression which has doubtless been created by this statement going abroad without explanation. The facts of the matter are these:

The pamphlet in question was specially prepared for distribution at the "Sportsmen's Fair" held in Boston during March. It was the desire of every member of the committee to have the work done here, but when estimates were submitted it was found that to have the work done here and pay the duty necessary in order to distribute the books on the American side that it would cost at least \$150 more than if the work was done in the United States.

In addition to this, it was somewhat a

question whether the work could be finished in time if done here, and it was absolutely essential that they should be ready when the Fair opened; the main reason, however, being that of expense.

I may further say that we have now in press another much more elaborate book, mainly for distribution on this side of the line, and this, I am happy to inform you, is being printed in one of our city offices.

CHARLES D. SHAW.

Sec. New Brunswick Tourist Association. St. John, N.B., June 3, 1898.

[Remarks: The explanation is satisfactory, and THE CANADIAN GROCER is glad, for the sake of St. John, that it is.—Editor THE CANADIAN GROCER.]

NEW STORES STARTING.

Martin & Rivet have opened up as grocers in Montreal.

Arthur Moody has started business as grocer in Terrebone, Que.

R. Jacobson & Co. have commenced business as grocers in Montreal.

Parr & Co. have commenced business as grocers, etc., in Bowmanville, Ont.

Edgar Henley has commenced business as confectioner in Dartmouth, N.S.

R. Dodds intends starting a bakery and confectionery business in Golden, B.C.

John Barry, of Strathroy, Ont., has opened up a grocery store in Petrolia, Ont.

Arthur M. Payne has opened out in business as general merchant in Chester, N.S.

COLD STORAGE FOR RAT PORTAGE.

Hon. J. E. P. Vereker, London, Eng., W. P. Margetson, W. A. F. Jones, E. F. Head and A. C. Boyce, Rat Portage, Ont., have been incorporated under the style of The Rat Portage Cold Storage and Produce Co., Limited, with a capital of \$50,000. This company intends to erect a three-storey block in Rat Portage, the front of the ground floor of which will be used for stores, the rear for cold storage and warehouse purposes, and the upper storeys of which will be used for residential purposes.

EARLY CLOSING PROVISION MEN.

During the months of June, July and August the following Toronto commission houses will close their place of business at 1 o'clock on Saturdays: Rutherford, Marshall & Co.; The Wm. Ryan Co., Limited; J. A. McLean; Chas. J. Graham; The King Darrell Co.; Willard & Co.; R. H. Ramsay & Son; Lawrence Gibb; Kirby, Gee & Co.; H. P. Gould & Co. It may save Toronto retail grocers, etc., from inconvenience to make a note of this.

AGENCIES WANTED.

AGENCIES WANTED FOR GREAT BRITAIN, Germany and France. London agent, highest references, open to represent Canadian provisions (Butter, Cheese, Poultry, Hams, Eggs, Corn, etc.) Interview on behalf of advertisers eventually. Write, D. Schulte, care Union Bank of Canada, Montreal. (24)

THE UNDERSIGNED WILL TRAVEL REGULARLY over Quebec and Maritime Provinces. Would take samples from manufacturers, wholesale merchants or manufacturers' agents to sell on commission. Best references. O. Legendre, 251 Duluth Avenue, Montreal. (23)

BUSINESS FOR SALE.

BUSINESS FOR SALE IN THE CITY OF LONDON; dry goods, boots and shoes; established thirty years; small stock, rent low; reason for selling, retiring from business; price right to responsible party. R. A. Jones, London, Ont. (1f)

REPRESENTATIVES WANTED

ACANADIAN MFG. CO. WANT REPRESENTATIVES in Hamilton, London, Galt, St. Thomas, St. Catharines, Rat Portage, Fort William and Winnipeg, to sell a staple to the wholesale and large retail grocery and general store trade in these centres. Write, giving references, to C. M. Company, care CANADIAN GROCER, Montreal or Toronto. (DH23)

THE MODERN GROCER

Being the largest makers of Refrigerators in Canada, we make several lines of Grocers' and Household Refrigerators in various styles and sizes. Modern in design, with best principle of dry cold air circulation, best insulation, and zinc lined. Why buy a home made or poorly made article when you can get an up-to-date Refrigerator for less money? For prices and description send for catalogue.

Knowles, Ham & Nott Co., Limited
BRANTFORD

DRINK :::**::: Chocolate for Breakfast**

It invigorates MIND and BODY
whereas Tea and Coffee

SLOWLY RUIN THE NERVES



But to get a good cup of Chocolate, you want to use the best of all

**VANILLA . . .
CHOCOLATES**

CHOCOLAT MENIER

And not that cheap stuff sold as sweet chocolate, which lacks purity and becomes injurious.

Ask your grocer for Chocolat Menier
The world-renowned French Vanilla Chocolate.

HERDT & CO. 13 St. John St. Montreal
General Agents for the Dominion

Guaranteed to keep in all climates

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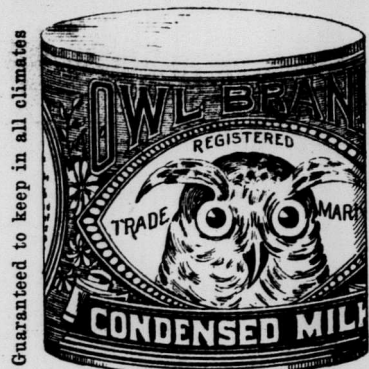
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**BE UP-TO-DATE
GO WITH THE TIMES**

Be sure that you have "OWL BRAND" CONDENSED MILK in stock, and introduce it to your customers and receive their grateful thanks.
Once tried, always used. It's a perfect seller, and is without doubt the finest made.

Manufactured by
THE CANADA MILK CONDENSING CO., Limited,
ANTIGONISH, N. S.

THE DOMINION BANK

Capital (paid-up).....\$1,500,000
Reserve Fund.....1,500,000

DIRECTORS

HON. SIR FRANK SMITH President.	W. INCE. EDWARD LEADLEY. WILMOT D. MATTHEWS. A. W. AUSTIN.	W. R. BROCK.
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HEAD OFFICE TORONTO

AGENCIES

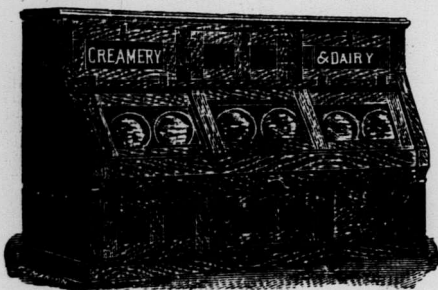
Belleville	Cobourg	Lindsay	Orillia
Brampton	Guelph	Napanee	Oshawa
Seaforth	Uxbridge	Whitby	Winnipeg

TORONTO—Dundas street, corner Queen.
" Market, corner King and Jarvis street.
" Queen street, corner Esther street.
" Sherbourne street, corner Queen.
" Spadina avenue, corner College.

Drafts on all parts of the United States, Great Britain and Europe bought and sold.
Letters of Credit issued available at all points in Europe, China and Japan.

R. D. GAMBLE, General Manager.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

This celebrated Refrigerator took Prize and Diploma at Montreal and Ottawa Exhibitions, 1897. Send for Catalogue and Price List.

C. P. FABIEN 3167-3171 Notre Dame St. MONTREAL.

**If You Handle Them
You Know**

THAT

"Sterling"

BRAND

Pickles, Jams, Jellies, Sauces, etc., are deservedly popular. They are prepared by

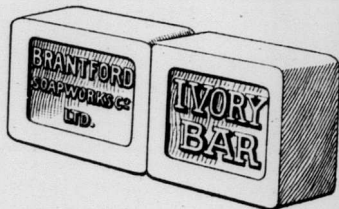
T. A. LYTLE & CO.

Vinegar Manufacturers, TORONTO

**Canned
Pineapple**

New pack, "Eyeless and Coreless."
NOW IN STORE.

Warren Bros. & Co.
TORONTO.



Put up in Twin Cakes 12 oz. each, 100 in box, and 3-lb. bars 20 bars in a box, all wrapped with paraffin waxed wrapper.

Quotations furnished on application. See our list of premiums given in exchange for "Ivory Bar" soap wrappers.

Brantford Soap Works Co., Limited

Manufacturers of "IVORY BAR" and other Standard Brands of Soap

**Extra Choice
Hams Bacon
Pure Lard
Mess Pork**

PARK, BLACKWELL & CO. Limited
Pork and Beef Packers,
TORONTO

Sugar

Dutch Granulated

100-LB. DOUBLE BAGS.
SHIPMENTS NOW IN STORE.

PERKINS, INCE & Co.

TORONTO.

Positively
IT'S GOOD COFFEE
Comparatively
THERE'S NO BETTER
Superlatively
IT'S THE BEST



Better try it
You can't do better.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

WHY CANE SUGAR IS DEAR.

THE great advance in cane sugar is, of course, partly due to the disturbance in Cuba, to the partial failure of the Jaggery crop in India, and perhaps to the blockade of Manila; but, the diversion of cane sugar to other countries rather than to England has, perhaps, never been so marked as now. After the many years of depression, however, which have at times threatened to imperil the cane industry, no one will begrudge the return of prices which are once again remunerative, and which are the outcome of an improved demand and shortened supply.—Produce Markets' Review.

STOCK OF SALMON IN "FLATS."

After the somewhat unusual activity of the two preceding weeks, it is not surprising that the canned goods trade is somewhat quieter. The advance, however, in many articles, particularly fruit, has been well maintained and an average amount of business has been done. A good trade has been done in the finer grades of salmon at full prices, but the commoner packs have been somewhat neglected, which, in a great measure, accounts for the quieter feeling of the entire trade. It is now pretty evident that the stock of really fine quality salmon, in flat tins, will be barely sufficient for all requirements until the arrival of the new pack, and it is not improbable that an advance in price for this description may be soon established. Salmon, which hitherto has been regarded as an article of luxury, will now compare favorably with other cheap articles of food, and the consumption of the large stock, which existed at the commencement of the season, at the present rate is an evidence that this fact is beginning to tell.—Produce Markets' Review, May 28.

SULTANA RAISINS IN LIVERPOOL.

Liverpool mail advices to May 19, received in New York, report a quiet and nominal market for Sultana raisins. Arrivals from Smyrna, from the commencement of the season, to May 17, were 584,021 packages as compared with 601,981 packages for the corresponding time the previous season.

THE SULTANA YIELD.

The market for Sultanas is quiet, but steady, and there seems to be no inclination on the part of holders to encourage more business at reduced prices. As is usually the case at this time of year, the reports of the coming crops vary considerably, and some exceedingly gloomy prospects are foretold by one or two of the largest Smyrna merchants, who estimate the crop at 22,000 to 25,000 tons. Considering that the past

season's high prices have been maintained on a crop of over 30,000 tons, it is to be hoped that these low estimates may prove to be wrong. There has probably never been a year when the wholesale and retail traders in the article have been worse paid for the work of distribution, and a further advance of prices to a higher level would certainly not improve matters.—Produce Markets' Review.

SALES OF "CLOVER LEAF" SALMON.

Notwithstanding the rather demoralized condition of the canned salmon market, it is reported that fancy brands of Columbia River hold their own, and that consumption is increasing. Packers of "Clover Leaf" report that sales of that brand last year were 50 per cent. larger than in 1896, and that to June 1, this year, the sales were 25 per cent. greater than for the corresponding period a year ago.

CHICAGO BUYING PRUNES.

Owing to the limited offerings and comparatively high prices of prunes on the Coast, it is reported that Western buyers are making inquiries in the New York market with a view to purchasing certain sizes needed to cover immediate requirements of consumption. According to The New York Journal of Commerce, a letter from San Jose states that Chicago parties have been trying to buy 60's to 70's in bags there, but were unable to get their orders filled.

THE FROZEN MILK TRADE.

According to information received, frozen milk has become quite an important article of trade in Europe. The milk is frozen in different sized bricks, and in this way it is said its purity and freshness are insured. The Belgian Government, it is reported, intends to increase the trade at an annual outlay of \$50,000. In Copenhagen, the capital or Denmark, a company has been formed and arrangements completed to undertake the exportation of frozen milk extensively.

ARRIVAL OF NEW JAPAN TEA.

The San Francisco Bulletin, of a recent date, says: "The steamer Tacoma arrived at Tacoma on the 16th from Hong Kong with 200 chests of new crop Japan tea, the first received at that port this season. It was in transit overland, and has already gone forward. The first lot of new tea from Japan arrived at this port on the same date by the Doric, and went through to New York. The first consignment by the Canadian route arrived at Vancouver on the 19th. The first steamer with new tea for the Oregon route is now 22 days out from Hong Kong

for Portland, and will be due next week. The next tea steamer due on the Sound will be the Victoria, now 14 days out from Hong Kong. There are two steamers on the way to Vancouver from Hong Kong, but they are out only 7 and 3 days, respectively. The ultimate destination of the last-named is Tacoma. The big steamer Arizona is now at Hong Kong loading for Tacoma via Vancouver. The China will be due here on Saturday from Hong Kong."

CALIFORNIA RAISINS SCARCE.

Advices from San Francisco to May 26 state that stocks of sound loose muscatel raisins on first crop are scarce and held firmly, but that the movement is rather light. Seeders are said to be buying in a speculative way. In this connection The California Fruit Grower says: "The increase in the number and capacity of the seeding plants indicates that the output of seeded raisins the coming season will be largely in excess of the quantity offered from the crop of 1898. The low price at which these popular goods will be offered will no doubt induce heavy buying when the season opens. The growing crop promises well at this time."

MOLASSES AT CIENFUEGOS.

It was stated that between 10,000 and 20,000 hogsheads of molasses were held at Cienfuegos, Cuba, and, owing to the probabilities of that port being taken by the United States during the war and the supplies held there coming on this market, buyers of low grade molasses were disposed to hold back awaiting developments.

CANNED GOODS FOR FUTURE DELIVERY.

Early in January an active demand set in for canned goods for future delivery, undoubtedly stimulated by the general improvement in the trade and commerce of the country, the relegation of the currency question to the future (at least, for three years), and to the low prices at which jobbers were willing to make contracts.

The aggregate of business since Jan. 1 of contracts exceeds that of any previous year and probably covers the bulk of the probable pack of tomatoes, corn, New York State peas, asparagus, Maine succotash, and lobster. "We have sold up to the limit of our probable pack," is the message packers are sending their brokers.

The jobbers, in turn, have made contracts with retailers with a freedom never before known; so that when deliveries are made in the fall, it is probable that stocks left in the hands of jobbers will be exceedingly light.—American Grocer.

Spring Surprises

Our new line of



The Latest Shapes
The Newest Decorations
The Greatest Profit Winners

of any line now on the market.

Write for prices or sample packages of four sets and jars. Return mail will convey the information.

PIGOT & BRYAN

Decorators and Dealers

Crockery, China, Glassware,
Lamps, and Fancy Goods

London, Ont.

J. Bruce
Payne's

CIGARS

are
Best.



A few of our Leaders—

Pharaoh - 10c. Special.

Pebble - 5c. " "

La Fameuse, Grit, The Bird, etc.

J. BRUCE PAYNE

GRANBY, QUE.



Made in England
by GILLARD & CO.

Vintry Works, LONDON

GILLARD'S NEW PICKLE

A happy blending of the Choicest English Pickling Vegetables, the Finest Eastern Spices, and the Purest of English Malt Vinegar, making a well balanced and delicious appetizer.

6,000 leading hotels and restaurants throughout Great Britain use them. 12 Gold Medals have been awarded for their superior excellence.

Packed 2 dozen in a case; Single case lots, \$3.40; Five case lots, \$3.30 per dozen.

GILLARD'S NEW SAUCE

A first-class sauce—possessing plenty of body and imparts a delicious flavor to soups, gravies, etc.

Barrel lots of 12 dozen, \$1.75
Single dozen lots - 1.90

Sold by All Wholesale
Grocers in Canada.

MANITOBA MARKETS.

WINNIPEG, June 6, 1898.

WHEAT has been "wobbly" all week and closed at \$1.20 in store Fort William. It dropped as low as \$1.18 on Thursday, and then gained Friday afternoon. There is really nothing doing in wheat here, as all of last season's crop is handled. Reports as to area and condition of present crop are now coming in freely, and though the amount per acre will perhaps be curtailed in some districts owing to lack of rain ten days ago, everything now points to a large crop. The rain came in with June and seems likely to continue. The country can stand a general steady rain for a week longer at least. Flour has not altered in price, nor is it likely to do so. Not having advanced in proportion to the price in wheat, it will not be so much affected by the drop in that article.

Early Saturday morning, the spice and vinegar mills of The Dyson, Gibson Co. were burned. It is not yet known to what extent this will cripple operations for the season, but losses was fully covered by insurance. They were extensive manufacturers of baking powder, pickles, sauces, extracts, etc., all of which sold under the "White Star" brand.

There is really very little news to report this week. Business continues good; in fact, dealers state that it is unusually good for the season, as June is generally a quiet month.

BUTTER—The supply of creamery is now fairly good, and will be largely increased this week owing to grass being more plentiful. The quality so far is good and will improve. Creamery is 16½c. point of shipment, and may drop to 16c. in sympathy with eastern markets, though the bulk of Manitoba make will be sent west. Dairy butter is in rather a peculiar position. It is extremely high, considered in connection with the price of creamery, and there seems to be no reason, for beyond the fact that the offerings have been small and it has all been consumed by local trade. Dealers are paying 14c. point of shipment.

CHEESE—The new cheese offering is of very fine quality. About 30 factories are operating, and the supply is increasing. So far, a good price has been maintained. All purchases on Saturday were made at 8 to 8½c. point of shipment.

EGGS—Manitoba hens have evidently been tired all spring, as the supply of home eggs has not increased as expected. Offerings are larger than last week, but still the supply is not equal to the demand for pickling purposes; 10c. (Winnipeg) is the price paid all week, and it is not likely to alter in the next three or four days.

CURED MEATS—The market here is a little easier, owing to decline in prices on the American side. There is no drop, however, nor is there likely to be any. Hams, 12c., breakfast bacon, 12c.; long clear smoked, 9½ to 10c.; long clear dry salt, 9½c.; American short clear, 9c.

FLOUR—Market steady; patents, \$3.30; strong bakers, \$3.10; 2nd bakers', \$2.75; XXXX, \$1.70.

CEREALS—Market firm and unchanged. Rolled oats, \$2.20 to \$2.35 per sack.

GREEN FRUIT—Market brisk. New apricots have arrived and are selling at \$2.75 to \$3.25 for the 4-basket crate. Strawberries were scarce on the market all the week, but Saturday a large shipment was received from Hood River, Oregon, said to be the finest berries ever seen on this market. The prices range from \$3.50 to \$4, according to condition of fruit. Hood River cherries are also on the market and fine sample; price \$1.50 for the 10-lb. boxes. Bananas were short during the week, stocks arriving last Saturday being too soft for re-shipment. New stocks arrived Saturday, and are selling at \$2 to \$2.50 per bunch. All staple fruits as oranges, lemons, and the like remain without change. Home-grown pie plant, lettuce, radishes, asparagus and onions are coming in freely. Tomatoes are out of market, all late shipments being too soft they have been discontinued for the present.

The general market for groceries is entirely without change, and all prices given in the "prices current" hold good here at present. There will possibly be a little move in some lines next week.

BEEES BY POST.

In pursuance of an agreement between the postal authorities of the United States and Great Britain, Postmaster Van Cott has been notified that samples of liquids, live bees, fatty substances, powders and fragile substances may hereafter be admitted to the mails exchanged between the two countries. It is stipulated, however, says an exchange, that spirituous liquors and articles (including medicines, confections and soaps) which contain spirits, or into the manufacture of which spirits—including naphtha or methylic alcohol—have entered, are excluded from the mails for the reason that they are liable to customs duties in Great Britain.

GOING INTO SPECIALTIES.

O. Legendre, who has been carrying on a retail business at 253 Duluth avenue, Montreal, has sold out to A. Leclair, a son of C. Leclair, who is also a Montreal merchant. Mr. Legendre thinks there is more money in handling special lines, and is now getting agencies from manufacturers and merchants, and will sell to the retail trade in Quebec and Maritime Provinces.

Laporte, Martin & Cie. are daily expecting new samples of 1898 crop Japan teas.

Fraser river salmon at close figures can be had from Messrs. Laporte, Martin & Cie., who have a good supply on hand.

"Although price of canned apples is very firm," say Laporte, Martin & Cie, "we can quote extremely low figures for them. We have a large quantity of the best-known brands."

A COMMISSION FIRM ASSIGNS.

Lightbound, Ralston & Co., brokers and commission merchants, St. John street Montreal, have assigned, at the demand of Alfred Powis, tea broker, Hamilton, Ont. Mr. Ralston, the sole partner in the firm, has been ill for some time and unable to devote his attention to business, and there is general sympathy for him among his confreres, the other brokers. An assignee is now engaged in an examination of the books, and it is believed that the liabilities will be light. The liabilities total about \$11,000, of which about \$3,500 is secured. The principal unsecured creditors are: Estate P. Robertson, \$4,031; Alfred Powis, Hamilton, \$403; John Murphy & Co., \$333.

THE SECRET OF SUCCESS.

The secret of success is never far to seek in a business career, because however many disguises it may wear at different times, it is always to be recognized as the old fashioned hard work. Broadly speaking, the successful business man may be described as the man who always wanted success so much that he was willing to exert himself to the utmost for it, while the man who has failed to distinguish himself may be described as one who never wanted worldly success enough to practise self-denial in order to get it.

Here's to the man who wants!—Merchants' Review.

UNIQUE SIGNS.

A sign in a New England college town some years ago, read about like this:

"JOHN JONES, HATS AND GROCERIES."

There was an old New England sign, or there was said to be one which read thus:

"TESTAMENTS, TAR, AND TREAACLE,
GODLY BOOKS AND GIMLETS."

And yet these were not in any sense of the term "department stores." No stretch of reasoning can make them such. They did not monopolize trade, they were a "necessity," not a monopolistic outgrowth.—N.E. Grocer.

BACK FROM EUROPE.

Mr. Charles Chaput, of Chaput, Fils & Cie., wholesale grocers, Montreal, has returned from an extended trip through Europe. An interesting interview which THE CANADIAN GROCER had with him has been unavoidably crowded out. It will appear next week.

Bonneville & Sons, of Montreal, who manufacture the Silverine stove polish, are looking for selling agents in Toronto, St. John, N.B., Halifax, Winnipeg and Vancouver.

Price of Canned Apples

is very high and getting firmer every day, still we can afford to give the very best known brands at exceptionally low price, we have bought early last fall, at the lowest price and are willing to give our customers the benefit of it.

California Raisins

appearance is not injured even by the greatest summer heat, we have secured a fine lot of them, at an extremely low price and will offer them at such price which defy all competition.

Fraser River Salmon

is well known to be the very best fish offered in the market, we have a full line of it and can give very close cut figures.

We Expect Shortly

samples of Japan Teas, crop of 1898. We have in stock a complete line of 1897 teas, every description and prices.

We would draw special attention to our lines of Gunpowder teas to retail 15c.—20c.—25c. a pound, we have the genuine articles which will prove fast sellers and profitable bargain.

Try us for teas, we have a large well assorted stock and can give you satisfaction.

Ask for Quotations by letter or otherwise.

LAPORTE, MARTIN & CIE.

Wholesale Grocers . . .

— MONTREAL

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING of the creditors of John Cunningham, general merchant, Tamworth, Ont., will be held to-day (Friday).

J. D. Murphy, jr., grocer, Dartmouth, N.S., has assigned.

Tobias Templeman, general merchant, Bonavista, Que., has been declared insolvent.

Oxner & Duff, general merchants, Bridgewater, N.S., are offering 50 per cent. compromise on their final dividend.

PARTNERSHIPS FORMED AND DISSOLVED.

Mercier & Wake have registered partnership as grocers in Montreal.

Gould & Doty, general merchants, Kuskanook, B.C., have dissolved.

Partnership has been registered by Doucette & Laverdue as fruit dealers, etc., Montreal.

Matilda and Jos. Martel have registered partnership under the style of Bergeron & Martel, grocers, Etchemin, Que.

Maxime Pigeon and Joseph Otis have registered partnership under the style of Pigeon & Otis, grocers, Montreal.

Max and Chas. Winter have registered partnership under the style of Winter Bros., general merchants, Grand Mere, Que.

Paul Rose and Telesphore Poupart have registered partnership under the style of T. Poupart & Cie., as commission merchants, Montreal.

John T. Forbes and T. Archibald Purvis have been admitted partners of the firm of Archibald & Co., general merchants, North Sydney, N.S.

Olivier Coulombe and Theodule Simard have formed a partnership under the style of Coulombe & Simard as fish and vegetable dealers in Quebec.

T. E. Marshall and J. H. Woodside have bought out J. S. Smith, grocer, Kamloops, B.C., and will continue the business under the style of Marshall & Woodside.

SALES MADE AND PENDING.

The assets of Thos Picard, grocer, Montreal, have been sold at 68c. on the dollar.

The Stock of E. Bourgoing, general merchant, St. Flavie Station, Que., has been sold.

The assets of A. Leveille & Co., general merchants, St. Laurent, Que., have been sold.

CLARK'S DEVILLED MEATS

Quality High

Price Low

½ lb. tins.

Handsome Packages

Key Openers.

ORANGE MARMALADE

Have you tried Upton's Gilt Edge Brand ?

Put up in 7-lb. Wood Pails, 7 and 5 lb. Cans, and Glass Pots that retail at 10c. each. It will pay you to ask your wholesale house for these Gilt Edge goods.

THOS. UPTON & CO., Hamilton

R. W. Neville, general merchant, Port Colborne, Ont., is advertising his business for sale.

Norman W. Webster, general merchant, Lansdowne, Ont., intends to retire, and is selling out.

McNeil & McDonald, lobster packers, North Carleton, P.E.I., have sold out to Trainor Bros.

J. D. W. Darling, general merchant, Lansdowne, Ont., is selling out, with the intention of retiring.

The stock of Dufour & Co., general merchants, Murray Bay, Que., has been sold at 58c. on the dollar.

The assets of Henley Freres, general merchants, St. Anne des Monts, Que., are advertised for sale on the 23rd inst.

The stock of the Whitelaw Trading Co., general merchants, Brandon, Man., is advertised for sale by auction, on the 28th inst.

The Rathbun Co., manufacturers of lumber and general merchants, Deseronto, Ont., are advertising their general merchandise business for sale.

CHANGES.

John O'Donnell & Co., grocers, Quebec, have closed up their business.

George Gray, fruit dealer, New Westminster, B.C., has gone out of business.

O. S. V. Ross, general merchant, Hatzic, B.C., has removed to Mission City, B.C.

H. W. Wright, grocer, Alliston, Ont., has been succeeded by John Scheifle.

W. T. Kaake, general merchant, Cran-

brook, B.C., has been succeeded by the Cranbrook Trading Co.

H. C. Hamilton & Co. have bought out H. L. Elliott, general merchant, Melita, Man.

Mahon & Ross, general merchants, Douglas, Man., have sold out to Kent & Nesbitt.

G. H. Malcolm, crockery merchant, Brantford, Ont., is advertising his intention of retiring from business.

H. F. Pacaud & Co., manufacturers of baking powder, Montreal, intend adding groceries to their business.

R. H. Williams, general merchant, Regina and Balgonie, N.W.T., has sold out the Balgonie branch to Thomas A. Matchett.

Victoria Bourdas, wife of Wilfrid J. Martin, has registered proprietress of the firm of Martin & Co., confectionery and fruit dealers, Montreal.

E. H. Betts, grocer, etc., Georgetown, Ont., who was reported as intending to remove to Hillsburg, Ont., states that he has no intention of leaving Georgetown.

FIRES.

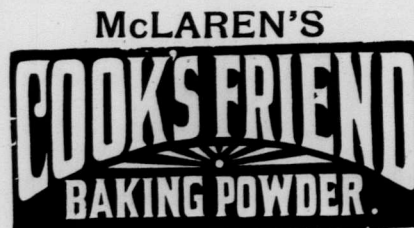
J. A. McKercher, grocer, Winnipeg, has suffered loss by fire estimated at \$2,800; insurance, \$4,000.

DEATHS.

Jacob Ferguson, general merchant, Richibucto, N.B., is dead.

It is rumored in Winnipeg that a British syndicate is to be formed to buy up Manitoba farm lands.

Is Honest Goods and just
the Thing on Which to
Make or Extend a Busi-
ness.



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

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



—A
**Ton of Cocoanut
for Klondyke.**

Against the competition
of all brands..

WHITE MOSS

desiccated, was chosen (on account of its quality) as the Pioneer Cocoanut of the Yukon, we having just received an order for a ton to be put up in tins made specially for this order.

Are you carrying our goods? If not, write us for samples.

**CANADIAN COCOANUT CO.
MONTREAL.**



PENITENTIARY SUPPLIES.

SEALED TENDERS addressed "Inspector of Penitentiaries, Ottawa," and endorsed "Tender for Supplies," will be received until Monday, 20th June, inclusive, from parties desirous of contracting for supplies, for the fiscal year 1898-9, for the following institutions, namely:

- Kingston Penitentiary,
- St. Vincent de Paul Penitentiary,
- Dorchester Penitentiary,
- Manitoba Penitentiary,
- British Columbia Penitentiary,
- Regina Jail,
- Prince Arthur Jail.

Separate tenders will be received for each of the following classes of supplies:

1. Flour (Canadian Strong Bakers').
2. Beef and Mutton (fresh).
3. Forage.
4. Coal (anthracite and bituminous).
5. Cordwood.
6. Groceries.
7. Coal Oil (Best Canadian, in bbls).
8. Dry Goods.
9. Drugs and Medicines.
10. Leather and findings.
11. Hardware.
12. Lumber.

Details of information, together with forms of tender, will be furnished on application to the Wardens of the various institutions.

All supplies are subject to the approval of the Warden. All tenders submitted must specify clearly the institution, or institutions, which it is proposed to supply, and must bear the endorsement of at least two responsible sureties.

Department of Justice, **DOUGLAS STEWART,**
Ottawa, May 20th, 1893. Inspector of Penitentiaries. (23)

HIGHEST

**PAILS
TUBS**

And Wood Packages

FOR

**Lard, Candy, Spices,
Pickles, Syrup, etc.**

Manufactured by

**The Wm. Cane &
Sons Co., Limited**

Newmarket, Ont.

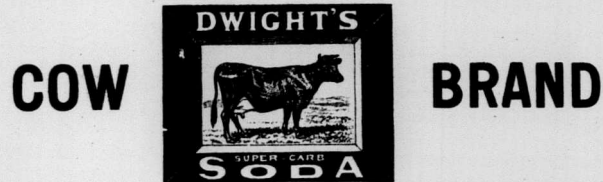
BOECKH BROS. & COMPANY
Sole Agents, Toronto

QUALITY

GRIMBLE'S English Malt
Six GOLD Medals VINEGAR

GRIMBLE & CO., Limited., LONDON, N.W. ENG.

The Purest Baking Soda in the World.



So convenient, and the handsomest shelf package produced. Have you tried it yet?

JOHN DWIGHT & CO., Manufacturers.

For sale by all wholesale Grocers in Canada.



**Sales
Are
Booming**



**The Grocers
Tea!**

**Good Profits.
Good Sales.**



BRITISH TEA IN NORTH AMERICA.

GOW, WILSON & STANTON, of London, in their tea report of May 20, say :

"The figures given below would at first sight appear to indicate a check in the consumption of British grown tea in North America ; but they do not warrant such a supposition, because, as mentioned in our circular of March 26, 1897, the heavy import during the first quarter of that year, was mainly caused by the fear of an alteration in the tea duty.

"Almost all the increase which then occurred in Indian tea was lost during the remaining three quarters, the total import for the year being 5,663,244 lb., against 5,258,773 in 1896 ; the quantity of Ceylon tea was 5,698,596 lb., in 1897, and 4,364,510 lb., in 1896, the increase in 1897, being mainly contributed during the first quarter.

INDIAN TEA.				
	1898.	1897.	1896	1895.
Re-exports from U.K.	605,950	851,746	318,245	432,461
Transshipments from U.K.	615,265	1,779,809	975,809	319,586
Direct exports via China.	50,601	71,023	not stated.	not stated.
Direct exports from Calcutta.	74,000	nil.	nil.	nil.
Total lb.	1,345,816	2,702,578	1,294,054	752,047
CEYLON TEA.				
	1898.	1897.	1896.	1895.
Re-exports from U.K.	840,790	975,081	699,196	453,871
Transshipments from U.K.	432,360	682,515	317,120	188,919
Direct exports via China.	241,495	100,796	34,568	71,374
Direct exports from Colombo.	294,638	nil.	nil.	nil.
Total lb.	1,809,283	1,758,365	1,050,884	714,168

STRAINED THE JAR.

A little old woman with a sharp nose and sharper tongue was in the country grocery store buying supplies. Among other things she brought in from her cart was a battle-scarred jug, which she ordered to be filled with treacle.

At last, when the purchases were completed, she began looking over the account, item by item, before paying.

"What's this?" she exclaimed. "You have charged me for two gallons and a half of treacle."

"Yes, ma'am."


"But that jug holds only two gallons."

"You must be mistaken. I measured the treacle carefully, and it took two gallons and a half to fill it."

"Well," said the old woman with a sigh, "I don't so much mind having to pay for the treacle, but I do object to having the jar strained by your putting in a half a gallon more than it will hold."—Strand Magazine.

"Sagacious Shrewdness" stamps all business men that handle the "winning article" in any branch of trade.

As to Tea--

Never in Bulk.  Lead Packets Only.

that is miles ahead of all competitors.

It took the lead from the word "Go," and still maintains it.

-- Wholesale Depots at --

TORONTO MONTREAL VANCOUVER
BOSTON BUFFALO PITTSBURG
CLEVELAND DETROIT

Evaporated Vegetables

FOR SOUP

Always Ready

Always Delicious

Specially adapted for **Miners'** and **Sailors'** use. Samples sent on application.

Kerr Vegetable Evaporating Co.
Limited
KENTVILLE, NOVA SCOTIA

BROCK'S BIRD SEED

This well known and reliable brand is the best and cleanest in the market. Each packet contains a cake of **Bird Treat**, greatly appreciated by the bird-loving public. All wholesalers.



NICHOLSON & BROCK - TORONTO

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1726.

Agents for Canada:

C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

NEW SEASON'S JAPANS

due to arrive in a few days.

NOW IN STOCK

"RAJAH" CEYLON

in Chests and Caddies.

Fine Golden Tip. Excellent Cup Quality.

George Foster & Sons
BRANTFORD, ONT.

MOTT'S
DIAMOND
CHOCOLATE
IS THE BEST.
ASK FOR
MOTT'S

Dewar's Famous Scotch

Can be had from

Geo. J. Foy
Perkins, Ince & Co.

R. H. Howard & Co.
Adams & Burns

Toronto.

James Turner & Co., Hamilton, and all first-class houses.

ADAMS'

TUTTI FRUTTI

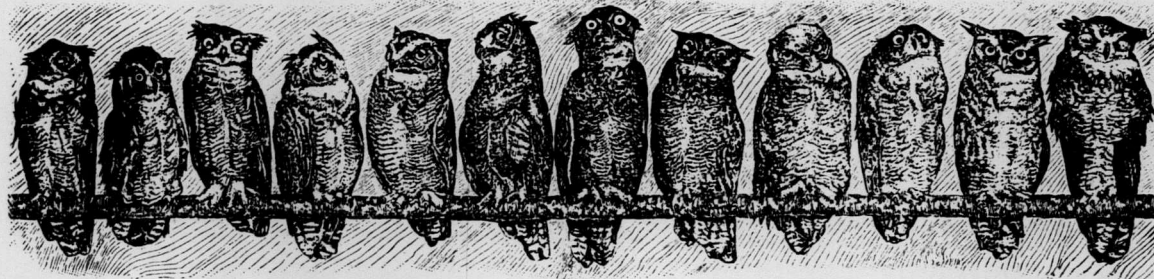
The Best Gum and the Best Seller.

FREE-- Send for picture hangers to decorate your window. Address

ADAMS & SONS CO., 11 and 13 Jarvis St., Toronto, Ont.



A whole string of Owls



is not half so wise

as the grocer who
sells . . .

Ceylon and Indian Teas

He is wise because:

- 1st. He buys the best teas.
- 2nd He buys the most economical teas.
- 3rd. He buys the teas his customers want.
- 4th. He is building up a good trade in teas, which his competitor who sells the cheap, trashy, uncleanly-made teas of China and Japan never can do.

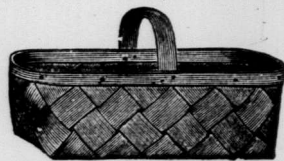
Are you wise?

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

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

THE
Oakville Basket Co.

MANUFACTURERS OF



- 1, 2, 3 bushel grain and root baskets.
 - 1, 2, 3 satchel lunch baskets.
 - 1, 2, 3 clothes baskets.
 - 1, 2, 3, 4 market baskets.
 - Butcher and Crockery baskets.
 - Fruit packages of all descriptions.
- For sale by all Woodenware Dealers.

OAKVILLE, ONT.

THE PRESS CLIPPING DEPARTMENT

Reads every paper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

Politicians can obtain from it everything the papers say about themselves on any subject in which they are interested. Business men learn of new openings for trade, pointers to sell goods, addresses of people likely to become buyers, tenders wanted, stocks for sale or wanted, reports of new industries or stores, etc.

TERMS—\$5 per hundred clippings; \$40 per thousand, payable in advance; but a year contract will be found the most satisfactory.

We have also lists of firms in every branch of trade in the Dominion, the professions, clubs, members, society, etc., and we are prepared to address and mail circulars or letters to them at any time.

The Press Clipping Department, Board of Trade, Montreal

The Dry Goods Review

TELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers.



CLUBBING RATES

The Dry Goods Review and The Canadian Grocer

\$3.00

Send for Samples.

THE DRY GOODS REVIEW

TORONTO

. . . . MONTREAL

SOLD FROM **ATLANTIC TO PACIFIC**

FAC SIMILE OF CASK LABEL.



PURNELL'S

PURE
PLAIN and SPICED

MALT VINEGARS

Brewery, Bristol, England.

AGENTS

St. John, N.B.—W. S. CLAWSON & CO.

Montreal—J. M. KIRK, Imperial Buildings, St. James St.

Toronto—J. WESTREN & CO., 61 Colborne St.

Hamilton—JOHN W. BICKLE & GREENING.

Winnipeg—A. STRANG & CO., Portage Avenue.

Vancouver, B.C.—C. E. JARVIS & CO., 101 Holland Block.

TI

It

Cl

Quot etc., agents accurate If a decline, as a request



4 oz. 10 oz. Co. size " 1 " 1 " 1 " Pou oz. oz lb. Di 1 lb 1/2 lb 1/4 lb

THE WAR IS ON--

He handles . . .

but this makes no difference to the up-to-date Grocer

Keen's D.S.F. Mustard

because it is asked for, and because he knows that

It is the **PERFECTION** of **MUSTARD**.

Current Market Quotations for Proprietary Articles.

June 9, 1898.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

BAKING POWDER.

PURE GOLD.	
5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2 1/2 lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4 oz. cans, 4 and 6 doz. in case.....	1 25
10 cent can.....	0 90
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	80
" 12, in 6 ".....	70
" 3, in 4 ".....	45
Pound tins, 3 doz. in case.....	3 00
oz. tins, 3 ".....	2 40
oz. tins, 4 ".....	1 10
lb. tins, 1/2 ".....	14 00
Diamond—	
W. H. GILLARD & CO.	
1 lb. tins, 2 doz. in case..... per doz.	1 20
1/2 lb. tins, 3 ".....	90
1/4 lb. tins, 4 ".....	60

MAPLE LEAF BAKING POWDER.	
1/2 lb. glass jars.....	\$1 25
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.

Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases.....	per doz. \$0 75
English Cream, 1/2 lb. tins, 4 to 6 doz. cases.....	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases.....	0 55
1/2 lb. tins, 4 to 6 doz. cases.....	0 80
1 lb. tins, 2 to 4 doz. cases.....	1 15
English Cream, glass tumblers.....	0 75
1/2 lb. jellies.....	1 25
1/2 lb. Crown sealers.....	2 25

BLACKING.

P. G. FRENCH BLACKING.	
1/4 No. 4.....	per gross \$4 00
1/4 No. 6.....	4 50
1/4 No. 8.....	7 25
1/4 No. 10.....	8 25

THE F. F. DALLEY CO.

English Army Blacking, 1/4 gross cases.....	\$9 00
No. 2 Spanish " " " ".....	3 60
No. 3 " " " ".....	4 50
per doz.	
No. 5 Spanish Blacking, 1/4 gross cases.....	7 20
No. 10 " " " ".....	6 00
Vaseline Oil Blacking, 1 doz. cases, liquid.....	2 00
New York Dressing, 1 doz. cases.....	0 75
Spanish Satin Gloss, " ".....	1 00
Crescent Ladies' Dressing, 1 doz. cases.....	1 75
Spanish Glycerine Oil Dressing.....	2 00

BERRY'S ENGLISH BLACKING.

No. 1 Bronze Tins, per gross.....	\$ 2 60
No. 2 Bronze Tins, per gross.....	3 40
" 3 " " " ".....	5 60
" 4 " " " ".....	10 00

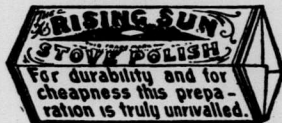
No. 1 Enamelled Tins ".....	2 50
" 2 " " " ".....	3 75
" 3 " " " ".....	4 00
" 4 " " " ".....	4 50

THE ALPHA CHEMICAL CO.

Shoe Dressing— in 1/4 gross cases. Per Gross.....	\$ 22 00
French Oil in 3-doz. cases.....	22 00
Reliable Shoe Dressing.....	9 00
Ecliptic Combination tan.....	12 00
Moody's Ox Blood.....	12 00
" Chocolate.....	12 00
Alpha Chemical Co. French Castor Oil.....	9 00
Alpha Chemical Co. Refined Sweet Oil.....	9 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50
Shoe Blacking— in 1/4 gross cases.....	9 00
Reliable French Blacking, No. 5.....	4 50
" No. 2 Blacking No. 4.....	8 00
United Service Blacking No. 1.....	4 25
Patent Leather Polish No. 1 1/2.....	9 00
Waterproof Dubbin No. 4.....	9 00
per gross	
Alpha Metal Polish No. 2.....	9 00
Patent Stove Polish—	
Sunlight Lead Bar.....	4 25
Packed in 1/2 gross cases.....	10 80
Sunlight Liquid, 1/4 gross cases.....	25
Moody's Black Lead.....	1/2 gross case
Reliable Stove Pipe Varnish.....	1/4 gross cases
" " " ".....	6-oz. bottles



Quickshine Pipe Varnish.....	12
1/4 gross cases pressed top tins.....	



Stove Polish—	
Quickshine Polish.....	9 00
Reliable Paste.....	6 00
Electric Crown Paste.....	8 00
Electric Crown Lead Bar.....	7 80
STOVE POLI-H.	
DUSTLESS, LABOR SAVING, BEST IN THE WORLD.	
RISING SUN STOVE POLISH	
For durability and for cheapness this preparation is truly unrivalled.	
Per gross	
Rising Sun, 6 ounce cakes, half-gross boxes.....	\$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	4 50
Sun Paste, 10c. size, 1/4 gross boxes.....	10 00
Sun Paste, 5c. size, 1/4 gross boxes.....	5 00

Your Opportunity!

Now is the time to let your customers know that you carry

BENSON'S CANADA PREPARED CORN

in stock. Many dainty summer dishes, such as Blanc Mange, Custards, etc., that are so nice for deserts or luncheons on a warm day, can be prepared from it with very little trouble or expense. All Canadian housewives know it, but it may have slipped their minds. Better remind them of it, they will thank you for the idea.

The Edwardsburg Starch Co., Limited, Cardinal, Ont.



Fnameline.



No. 4-3 dozen in case..... \$4 50
No. 6-3 dozen in case..... 7 50

BIRD SEEDS

BART. COTTAM & CO.

"Cottams," with Patent Bird Bread. 0 07
Warbler, with Song Restorer..... 0 05 1/2
Belgian, with Bird Improver..... 0 05 1/2
International, with Bird Treat..... 0 05 1/2
German X, with Cuttlefish Bone..... 0 04 1/2
German, with Cuttlefish Bone..... 0 04 1/2
London Bird Seed, bulk 25 lb. cases. 0 04 1/2
Bird Gravel, 10c. pkts., 24 in case..... 0 06
Bird Gravel, 5c. pkts., 48 in case..... 0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases 0 06
Dalley's Bird Seed, 40 lb. cases..... 0 06 1/2

Per gro.s

THE F. F. DALLEY CO.

Gem Stove Polish, 1/4 oz. bottles \$9 00 gross cases per doz

Stove pipe Varnish, 4 oz. bottles 1 00
6 oz. bottles..... 1 25

Boston Brunswick Black, 8 oz. bottles..... 1 7

NICHOLSON & BROCK.

Brock's Bird Seed..... 0 07
Norwich Bird Seed..... 0 06
Maple Leaf Bird Seed..... 0 05
Bird sea-gravel, 10c. pkts., 24 in case 0 06
" " " 5c. " 48 " 03

CORN BROOMS

CHAS. BOECKH & SONS. per doz.

Carpet Brooms— net.
"Imperial," extra fine, 8, 4 strings.. \$3 65
" " " 7, 4 strings.. 3 45
" " " 6, 3 strings.. 3 25
"Victoria," fine, No. 8, 4 strings.. 3 30
" " " 7, 4 strings.. 3 10
" " " 6, 3 strings.. 2 90
"Standard," select, 8, 4 strings.. 2 90
" " " 7, 4 strings.. 2 75
" " " 6, 3 strings.. 2 60
" " " 5, 3 strings.. 2 40

BLUE.

KEEN'S OXFORD. per lb.

1 lb. packets..... \$0 18
1/4 lb. "..... 0 18
Reckitt's Square Blue, 12-lb. box..... 0 17
Reckitt's Square Blue, 5 box lots..... 0 16

CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c. bars..... \$1 20
" " (in cream pitcher) 36 5c bars 1 20
" " (in sugar bowl) 36 5c bars 1 25
" " (in glass jar) 115 5c pkgs.. 3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages..... 3 75
Pepsin Tutti Frutti, 23 5c packages.. 0 75
Round Pepsin, 30 5c packages..... 1 00
Cash Register, 390 5c bars and pkgs.. 15 00
Cash Box, 160 5c bars..... 6 00
Tutti Frutti Show Case, 180 5c bars and packages..... 6 00
Variety Gum (with book in each box) 150 1c pieces..... 1 00
Banner Gum (English or French wrappers) 115 1c pieces..... 1 00
Flirtation Gum (English or French wrappers) 115 1c pieces..... 1 20
Mexican Fruit, 36 5c bars..... 1 20
Sappota, 150 1c pieces..... 0 90

Orange Sappota, 150 1c pieces..... 0 75
Black Jack, 115 1c pieces..... 0 75
Red Rose, 115 1c pieces..... 0 75
Magic Trick, (English or French wrappers) 115 1c pieces..... 0 75

CHEESE.



MACLAREN'S IMPERIAL. Per doz.
Large Size, cases 1 doz..... \$9 00
Small Size, cases 1 doz..... 4 50
Small Size, cases 2 doz..... 1 00
Individual, cases 2 doz..... 1 00

CHOCOLATES & COCOAS.

Cocoa— EPPS'S. per lb.
Case of 14 lbs. each..... 0 35
Smaller quantities..... 0 37 1/2

CADBURY'S.

Frank Magor & Co., Agents. per doz
Cocoa essence, 3 oz. packages..... \$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs. 0 40
Rock Chocolate, loose..... 0 40
" " 1-lb. tins..... 0 42 1/2
Cocoa Nibs, 11-lb. tins..... 0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate— per lb
French, 1/4's-6 and 12 lbs..... 0 30
Caraccas, 1/4's-6 and 12 lbs..... 0 35
Premium, 1/4's-6 and 12 lbs..... 0 30
Sante, 1/4's-6 and 12 lbs..... 0 26
Diamond, 1/4's-6 and 12 lbs..... 0 22
Sticks, gross boxes, each 1 00
Cocoa— per lb
Homeopathic, 1/4's, 8 and 14 lbs.. 0 30
Pearl, " " " " " " " " 0 25
London Pearl, " " " " " " " " 0 22
Rock, " " " " " " " " 0 30
Bulk, in boxes..... 0 18

Royal Cocoa Essence, packages..... per doz 1 40
BENSDORF'S ROYAL DUTCH COCOA.
1/4 lb. tins, boxes 4 doz..... 2 40
1/2 " " " 2 " " " " " " " " 5 50
" " " " 1 " " " " " " " " 8 50

Ralston Health Club boxes 6 lbs..... per lb 45



CHOCOLAT MENIER.
Vanilla—per lb. 1 case 1 case
lot. lot.
Yellow wrapper..... \$ 0 32 \$ 0 34
Pastilles—per case, per box
108 lbs. to the case..... \$ 0 20
Croquettes—per case, per pkg.
9 lbs. of 12 packages.. \$20 00 \$ 0 20

FRY'S.

Chocolate— per lb.
Caraccas, 1/4's, 6-lb. boxes..... 0 42
Vanilla, " " " " " " " " 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs 39
Pure, unsweetened, 1/4's, 6 lb. bxs. 0 42
Fry's "Diamond," 1/4's, 14 lb. bxs. 0 24
Fry's "Monogram," 1/4's, 14 lb. bxs. 0 24

Cocoa— per doz.
Concentrated, 1/4's, 1 doz. in box.. 2 40
" " " " " " " " 4 50
" " " " " " " " 8 25
Homeopathic, 1/4's, 14 lb. boxes..... 1/2 lbs. 12 lb. boxes

JOHN P. MOTT & CO.'S.

(R. S. McIndoe, Agent, Toronto.)
Mott's Broma..... per lb. 0 30
Mott's Prepared Cocoa..... 0 28
Mott's Homeopathic Cocoa (1/2's)..... 0 32
Mott's Breakfast Cocoa (in tins)..... 0 45
Mott's No. 1 Chocolate..... 0 30
Mott's Breakfast Chocolate..... 0 28
Mott's Caraccas Chocolate..... 0 40
Mott's Diamond Chocolate..... 0 23

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

The Toronto Biscuit & Confectionery Co., Limited, are putting on the market a Biscuit that every grocer ought to handle. It is called

WHEAT MEAL

Besides being very palatable, it is invaluable for invalids and persons with weak digestion. Include a tin in your next order.

THE TORONTO BISCUIT & CONFECTIONERY CO. LIMITED,

A. W. Porte, President.

7 Front Street East, Toronto.

S. R. Parsons, Vice-President

Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate... 0 28	
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate. 0 21	0 43
Mott's Sweet Chocolate Liquors. 0 19	0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, 1/2 lb. tins, per doz..	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz... 2 25	
Soluble Cocoa, No. 1 bulk, per lb.....	0 20
Diamond Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.....	0 25
Royal Navy Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.....	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.....	0 35

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.....	0 27
“ 1/2 “ “ “ “.....	0 28
“ 1/4 “ “ “ “ “.....	0 29
“ 1/8 “ “ “ “ “.....	0 30

Bulk—

White Moss, 10, 15 or 20 lb. Pails.....	
Feather Strip, “ “ “ “.....	
Special Shred, “ “ “ “.....	
Macaroon, “ “ “ “.....	
Crown Desicc., 12, 20 or 25 lb. “.....	
Special, “ “ “ “.....	
Barrels, 2c. per lb. less.	
Terms, 3 p.c. off 30 days.	

COFFEE.

JAMES TURNER & CO.

Mecca.....	0 34
Damascus.....	0 30
Cairo.....	0 20

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend.....	0 33
Bourbon Blend.....	0 31
Our Own “.....	0 30
Jersey “.....	0 28
Laguaya “.....	0 25
Rajah Blend.....	0 21
Mocha and Java.....	0 32
Old Government Java.....	0 30 0 32 0 34

EXTRACTS.

Dalley's Pure Fruit Extracts, 2 1/2 oz. bottles, all flavors.....	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors.....	0 75

Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors..... 1 25

Crown Brand (Robert Greig & Co.)—

1 oz. Bottle, per doz.....	0 90
2 “ “ “ “.....	1 50
2 1/2 “ “ “ “.....	2 00
4 “ “ “ “.....	3 00
8 “ “ “ “.....	6 00
4 “ “ Glass Stop'r “.....	3 50
8 “ “ “ “.....	7 00



Robert Greig & Co., Montreal, Agents.

1/4 lb. Tins, boxes 2 doz.....	2 40
1/2 lb. Tins, boxes 2 doz.....	4 60
1 lb. Tins, boxes 1 doz.....	8 70

FOOD.

ROBINSON'S BARLEY AND GROATS.

Patent Barley, 1/2 lb. tins.....	1 25
“ 1 lb. tins.....	2 25
Groats, 1/2 lb. tins.....	1 25
“ 1 lb. tins.....	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.

Buckwheat Flour, 2 1/2 lb. packages, 3 doz. in case.....	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case.....	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz in case.....	1 20
Graham Flour, 2 lb. packages, 3 doz. in case.....	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases.....	1 20

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size.....	1 20
Acidulated, 2 qt. size.....	1 50
(Sold by all wholesale grocers.)	

KEOFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.	
1 oz. Packages, White, per doz.....	0 90
1 “ “ “ Red, “.....	0 95

COX'S

1 Quart size, per doz.....	1 15
2 Quart size, “.....	2 30

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

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

JAMS AND JELLIES.

SOUTHWELL'S GOODS.

Frank Magor & Co., Agents.	
Orange Marmalade.....	1 50
Clear Jelly Marmalade.....	1 80
Strawberry W. F. Jam.....	2 00
Raspberry “.....	2 00
Apricot “.....	1 75
Black Currant “.....	1 85
Other Jams “.....	1 55
Red Currant Jelly.....	2 75
(All the above in 1 lb. clear glass pots.)	

LICORICE.

YOUNG & SMYLLIE'S LIST.

5-lb. boxes, wood or paper, per lb.....	\$0 40
Fancy boxes (36 or 50 sticks) per box..	1 25
“ Ringed ” 5 lb. boxes, per lb.....	0 40
“Acme” Pellets, 5 lb. cans, per can..	2 00

“Acme” Pellets, fancy boxes (40) per box.....	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can.....	2 00
Licorice Lozenges, 5 lb. glass jars.....	1 75
“ “ “ “ 5 lb. cans.....	1 50
“Purity” Licorice, 200 sticks.....	1 45
“ “ “ “ 100 sticks.....	0 73
Dulce, large cent sticks, 100 in box... 0 75	

MINCE MEAT.

Wetley's Condensed, per gross, net	\$10 80
“ “ “ “ per case of 3 doz., net....	2 70

MUSTARD.

COLMAN'S OR KEEN'S.

Square Tins—	per lb.
D. S. F., 1 lb. tins.....	\$0 40
“ “ “ “ 1/2 lb. tins.....	0 42
“ “ “ “ 1/4 lb. tins.....	0 45

Round Tins—	
F. D., 1/2 lb. tins.....	0 25
“ “ “ “ 1 lb. tins.....	0 27 1/2
F. D., 4 lb. jars, per jar.....	0 75
“ “ 1 lb. “.....	0 25
“ “ 4 lb. tins, decorated, p.t. 0	

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)	
per gross.	per gross
Pony size, \$ 7 50	Beer Mug.. 16 20
Small Med. 7 50	Tumbler.. 11 50
Medium.... 10 50	Cream Jug 21 00
Large..... 12 00	Sugar Bowl 22 00
Spoon..... 18 00	Caddy..... 25 00

THE F. F. DALLEY CO.

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

Try a case of Boston Laundry Starch

This starch excels all others for imparting a hard polish to Cuffs, Collars and Shirt Fronts.

SOLD BY _____



The F. F. Dalley Co., Limited - Hamilton, Can.

doz. 1 40
 2 40
 3 50
 er lb. 45
 100 bxs. to the case.....
 200 “ “ “ “ \$30 00
 Croquettes..... per case,
 3 boxes of 12 packages...

per lb.
 0 42
 42
 29
 0 42
 0 24
 0 24
 per doz.
 2 40
 4 50
 8 25

 0 30
 0 28
 0 32
 0 45
 0 30
 0 28
 0 40
 0 23

"BRANTFORD" STARCHES

In replenishing your stock for the summer trade remember that our products are thoroughly reliable as to quality, and are packed in the most attractive manner.

Have you seen our new **Embossed "Lily White" Tin?** Without doubt the handsomest package on the market. Ask your wholesaler for it when sending in your order.


THE BRANTFORD STARCH CO., Limited, BRANTFORD, ONT.

Selling Agents for the Celebrated "CELLULOID STARCHES."

PICKLES---STEPHENS'
A. P. TIPPET & CO., AGENTS.


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

SODA
COW BRAND



Case of 1 lbs. (containing 60 p'k'g's) 3 00
" " 1/2 lbs. (" 120 ") 3 00
" " lbs. and 1/2 lbs. (containing 30 lbs. and 60 1/2 lb. packages) 3 00
Case of 5c. p'k'g's (containing 96 p'k'g's) 3 00

SOAP.



IVORY BAR
BRANTFORD SOAP WORKS CO.

Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box: 10 and 12 oz. cakes, 100 in box; Twin Cake, 11 1/4 oz. each, 100 in box.

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

A. P. TIPPET & CO., AGENTS

Maple Soap, colors, per gross 12 0
" black 18 00
10 per cent. discount on gross lots.

STARCH.
EDWARDSBURG STARCH CO., LTD.

Laundry Starches—
No. 1 White or Blue, cartoons.... 0 05 1/2
Canada Laundry 0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes 0 07 1/2
Silver Gloss, 6-lb. tin canisters.. 0 07 1/2
Edwardsburg Silver Gloss, 1-lb. chromo package..... 0 07 1/2
Silver Gloss, large crystals..... 0 06 1/2
Benson's Satins, 1-lb. cartoons... 0 07 1/2
No. 1 White, bbls. and kegs..... 0 04 1/2
Benson's Enamel, per box..... 3 00

Culinary Starch—
W. T. Benson & Co's Prep. Corn 0 06 1/2
Canada Pure Corn..... 0 05 1/2

Rice Starch—
Edwardsburg No. 1 white, 1-lb. cart. 0 09 1/2
Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 05 1/2

KINGSFORD'S OSWEGO STARCH.



40-lb. boxes, 1-lb. p'k'g's., 0 08
6-lb. boxes, sliding covers (12-lb. boxes each crate) 0 08 1/2

SILVE GLOSS {
40-lb. boxes, 1-lb. pack. 0 07
48-lb. " 16 3-lb. boxes.. 0 07

For puddings, custards, etc.

OSWEGO { 40-lb. boxes, 1-lb. packages.... 0 07 1/2
CORN STARCH }
ONTARIO } 38-lb. to 45-lb. boxes, STARCH } 6 bundles 0 06

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

THE BRANTFORD STARCH CO., LTD.


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

Lily White Gloss
Kegs, extralarge crystals, 100 lbs. 0 06 1/2
1 lb. fancy cartoons, cases 36 lbs. 0 07 1/2
6 lb. draw-lid bx. 8 in crate, 48 lb. 0 07 1/2
6 lb. tin enamelled canisters, 8 in crate 48 lbs 0 07 1/2

Brantford Gloss—
1 lb. fancy boxes, cases 36 lbs. 07 1/2
Brantford Cold Water Rice Starch—
1 lb. fancy boxes, cases 28 lbs.... 0 09
Canadian Electric Starch—
40 packages in case..... 3 00

Culinary Starch—Challenge Prep. Corn—
1 lb. p'k'g's., boxes 40 lbs..... 0 06 1/2
No. 1 Pure Prepared Corn—
1 lb. p'k'g's., boxes 40 lbs..... 0 06 1/2

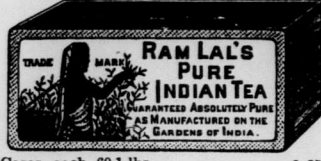
TEAS.
"SALADA" CEYLON.



Wholesale Retail
Brown Label, 1s and 1/2s 0 20 0 25
Green Label, 1s and 1/2s..... 0 22 0 30
Blue Label, 1s and 1/2s and 3/4s.. 0 30 0 40
Red Label, 1s and 1/2s..... 0 36 0 50
Gold Label, 1/2s..... 0 44 0 60

Terms, 30 days net.


RAM LAL'S (lead packages)



RAM LAL'S PURE INDIAN TEA
GUARANTEED ABSOLUTELY PURE AS MANUFACTURED ON THE TEA GARDENS OF INDIA.

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

"KOLONA"



KOLONA PURE CEYLON TEA BLACK

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

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

Orange Label, retail at 60c. 0 43
Gold Label, " 80c. 0 58
Terms, 3 per cent. off 30 days.

CROWN BRAND.
(Ceylon in lead packages)

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

TOBACCO
EMPIRE TOBACCO CO.

Foreign—
Royal Oak, 2 x 3, Solace, 8s..... 0 58
Something Good, rough and ready, 8 1/2s..... 0 61
Something Good, rough and ready, 7s 8 1/2s..... 0 60
Golden Plug, 3 x 6, 3 1/2s..... 0 66

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

Cut Smoking—
Leader, 9s, in 5 lb. boxes (10 l'x. in case)..... 0 32

WOODENWARE.
THE E. B. EDDY CO. per doz

Washboards, Planet 1 60
" " X 1 40
" " X 1 25
" Special Globe.. 1 50

Matches—

	5-Case Lots,	Single Case
Telegraph	\$3 00	\$3 20
Telephone	2 80	3 00
Parlor	1 30	1 40
Red Parlor	1 50	1 60
Safety No. 1, wall box	1 40	1 50
" No. 2, slide box	2 80	2 90
" No. 3, capital.....	2 75	2 85
Flamers, slide boxes....	2 25	2 35
" wax stems.....	3 20	3 30
Tiger	2 65	2 85

RYANT & MAY.
Robert Greig & Co., Agents.
No. 9 Safety, per gross..... \$ 2 00
" 10 " " 1 10
" 2 Tiger, " 5 00
" 4 " " 2 00



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, etc. In **PLIABLE LICORICE**, Triple Tunnel Tubes, Mint Puff-Straps and Navy Plugs. Write for illustrated catalogue.

YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.

Salt that Pays

Some dealers say there is no money in handling salt. Our best customers tell a different story. Almost everything depends on the way it is handled.

How do they manage it?

First of all they buy it right—they send us their orders knowing that we carry large stocks of first-class salt, and that we ship promptly by any line of rail or by water. On arrival it is stored in a clean, dry place, and treated with the care that all good merchandise deserves. It is bought right—stored right—and as a result—sold right.

Coleman's Table and Dairy Salt

This pays the dealer a much better profit than common barrel salt, and by keeping it to the front, sales may be largely increased. Many farmers are using the cheapest salt they can buy for butter, simply because the grocer has never urged them to use anything better.

No time like the present

"June butter" is supposed to be the best of the year. It is for dealers to see that their customers use the best salt. Get a stock of fifty and twenty pound sacks of **Coleman's Butter Salt**, display it nicely, and it will be found a quick and profitable seller. We send attractive advertising matter in each car.

To complete the earload

We can supply fine or coarse salt in barrels, bags, or bulk—any assortment you may require.

R. & J. RANSFORD, Clinton.

10 TONS

"Marshall Process" Wick

shipped to one factory for use in their Lamps.

400,000 BICYCLE LAMPS

fitted this season with

"MARSHALL PROCESS" WICK.

Its merits have been recognized by all the prominent Lamp Manufacturers, and it will be to the interest of all dealers to write us for samples.

GOWANS, KENT & CO.

Agents for Canada.

TORONTO.

WILL TICKLE THE SAUCIEST PALATE.

PATERSON'S WOR'STER SAUCE

ossesses a

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leasing the Consumer, and

roviding a satisfactory

rofit to the Grocer.

repared by R. PATERSON & SONS,

roprietors and Manufacturers of

PATERSON'S "Camp" Coffee Essence.

PATERSON'S "Eureka" Chutnee Pickles, &c.

Agents—ROSE & LAFLAMME, MONTREAL

WESTERN

Incorporated 1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed	\$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,300,000.00

Head Office: TORONTO, ONT.

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

GENERAL MERCHANTS

and other Dealers, who are regular subscribers to THE CANADIAN GROCER, wishing copies of:

The Canadian Hardware and Metal Merchant.
The Canadian Dry Goods Review.
The Bookseller and Stationer.
The Paper and Pulp News.
The Canadian Printer and Publisher.
Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application.

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Full of good practical hints on live subjects. Every merchant should keep himself well posted on matters concerning the welfare of his business.

The following series of pamphlets by experienced business men, deal with matters of importance to the retailer and are well worth his careful perusal.

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Three pithy papers dealing with Credits, Honesty, Clerks, Expenses, Over-buying, Profit, Capital, etc., etc.

Buying, Selling and Handling of Teas

Three valuable articles full of ideas and suggestions for grocery men.

Causes of Failure in the Hardware Trade

and how avoided. Three comprehensive prize essays reprinted from HARDWARE AND METAL.

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By a practical accountant. This treatise deals with systems of bookkeeping and checking calculated to reduce mistakes and omissions, etc., etc., to a minimum. A most useful book for any retailer.

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a most complete and comprehensive work of great importance to any business man.—\$1.50.

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CHARLES F. CLARK. J. CHITTENDEN,
PRESIDENT. TREASURER

ESTABLISHED 1849.

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MERCANTILE AGENCY
THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS
NOS. 346-348 BROADWAY, NEW YORK

Offices in the principal cities of the United States
Canada, the European Continent, Australia and
in London, England.

The Bradstreet Company is the oldest and financially the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES—McKinnon Building
Cor. Jordan and Melinda Sts.
THOS. O. IRVING, Superintendent.

OAKY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKY & SONS, LIMITED,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

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MONTREAL