

THE CANADIAN GROCER

VOL. XII

TORONTO AND MONTREAL, JULY 29, 1898.

No. 30

Manufacturers by Special Warrant
To Her Majesty THE QUEEN

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

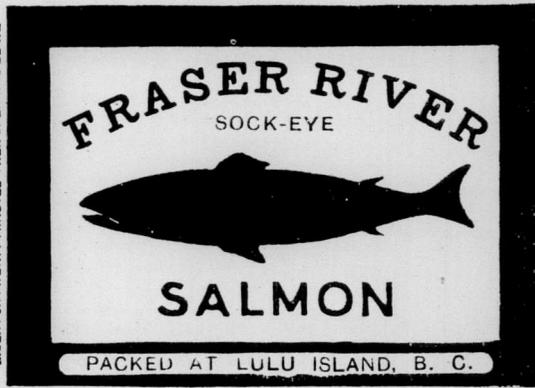
ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS
INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 Only Silver Medal Paris 1875
Only Medal Dublin 1865 Grand Gold Medal Moscow 1872 &c &c



DIRECTIONS. OPEN ON OUTER EDGE, NEAR THE TOP. FISH
WILL COME OUT WHOLE TO SERVE. HOT PLACE CAN IN BOILING
WATER FOR TWENTY MINUTES THEN OPEN AND SERVE.



The above label is printed on heavy, white paper, embossed in gold bronze, and each can is wrapped in colored tissue paper.

**GIVE
HIM
THIS**

When your customer gets a little cranky—doesn't like your prices—doesn't want to "buy gold dollars"—

Then offer him this beautiful



CIGAR MOISTENER BOX

As a premium to dealers it's a trade-winner. As a present to the customer nothing could be more acceptable or more attractive. He'd pay a price for it, too, if the dealer should ask it.

You can do it either way—a premium or a sale.

The Price—
Per dozen, \$15—less in quantities.
Terms, 2% cash 10 days, 30 days net, F.O.B. Chicago.

Made of oak, handsomely finished and lined. Key and ornamental key plates. "Cigars" in silver finish scroll on lid.

The Regent Manufacturing Company

Toronto Office, 72 Bay St.

Wabash Ave., Chicago

TALK THAT TALKS.

EVERYBODY who knows the grocery trade of St. John, knows that W. A. Magee has one of the handsomest retail grocery establishments in the city, and that his trade is of a character that will not tolerate poor goods. Here is a word from Mr. Magee:

ST. JOHN, April 6th, 1898.

We carry 28 lines of Biscuits manufactured by the Queen Biscuit Co., and the **BOSS LUNCH MILK BISCUIT** is the quickest seller of them all. All their goods give excellent satisfaction to our customers. The sales of the **BOSS LUNCH MILK BISCUIT** have greatly increased with us. We think most highly of them.

W. A. MAGEE.

Mr. Magee believes in patronizing lower province industries if they produce good goods. So do you all. Give us a chance to prove our claim that **BOSS LUNCH MILK BISCUIT**, of which we are the sole manufacturers in Canada, possesses the same unsurpassed qualities that have sent the annual production in the United States up to 30,000,000 lbs.

We have given you just one testimonial. We could fill pages with them, from pleased customers as well as from merchants.

Remember—A delicious Lunch Biscuit at a popular price. Only the best materials go into our goods.

Queen Biscuit Co.

ST. JOHN, N.B.

(We manufacture over 500 lines of Biscuits.)

†
"A
Grain
of
Salt."
†

It is the trifles that make perfection possible—did you ever examine a grain of salt?

Windsor Salt is sifted, not ground—hence, each separate crystal has the full, natural strength. Pure salt is not bitter—Windsor Salt is absolutely pure. Because each separate grain is a salt crystal pure and simple, it dissolves easily—so much for the Dairy.

Because each grain is a pure salt crystal, it won't cake or harden—a strong point for the Table.

It won't lose its savor—hence matchless for Packers.

You hear this everywhere "as pure as Windsor Salt."

Leading wholesalers carry each line we make.

The Windsor Salt Co., Limited
Windsor, Ontario.

**Windsor
Salt.**

Quick Profits From Fast Dyes

The Home Dyes that cannot possibly disappoint a woman make fast friends and quick profits. This is one reason why it will pay you well to handle that new English Dye of highest quality—brilliant, safe, sure—that washes and dyes at one operation, Maypole Soap.

But aside from this you are liberally advertised in newspapers everywhere—you don't have to **explain** the virtues of the dye you sell. Folks like to patronize the grocer who is "up-to-the-minute." There are "quick profits" from Fast Dyes in the

Maypole Soap Dyes.



Stower's Concentrated Lime Juice

The strongest Lime Juice made, because concentrated and absolutely pure.

"No musty flavor"—no free acid taste—keeps perfectly in any climate, even after the cork is drawn.

"The Lime Juice that draws trade."

"Thistle" Brand of Finnan Haddies

The new pack is in! Just how long it will last **depends**.

If the usual demand for this clean, delicately flavored, real Finnan Haddie keeps up, first orders will have to take precedence, of course, but we will do our best to fill them all.

Hand in Hand Brand Bi-Carb. Soda

98 50 100 of pure Bi-Carbonate of Soda crystals in it—white, even, strong. It never varies from its one high standard—you can depend upon it **every single time**.

Manufactured by The United Alkali Company of Great Britain.

Four trade winners—sold by leading wholesalers everywhere.

AGENTS—A. P. Tippet & Co.
Montreal and Toronto

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

PURE MILK

Purity and cleanliness is the secret of success in the manufacture of food products. In all the processes, from the cow to the table, the most rigorous cleanliness is enforced in the manufacture of **BALDWIN'S EXPORT MILK**

RICH MILK

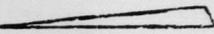
Is evinced by the Government Analysis, which places **BALDWIN'S EXPORT MILK** at the head of the list, in a test of 64 samples, with 3.310 per cent. butter fat in original milk used.

PROFITABLE MILK

The Grocer, in handling **BALDWIN'S EXPORT BRAND**, secures the highest grade goods at the lowest price, and supplies the consumer at a figure that will largely increase his sales.

Drop us a post card for advertising matter and price list.

ROSE & LAFLAMME, Agents, MONTREAL.

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.



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.

"SURE CATCH"

Seal Wax Border
Sticky Fly Paper

PRICE LIST FOR 1898
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 re-packing small lots.

SPECIAL OFFER

In every case of "SURE Catch" Sticky Fly Paper, we shall pack 10 sheets of "SURE CATCH" Poison Fly Paper free, (one sheet in each carton). At the usual price, this nets the dealer 66 2/3 c. 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.

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."
ABSOLUTELY PURE, THEREFORE BEST.

The ANALYST says:—
"CADBURY'S is the typical Cocoa of English Manufacture."
IT IS "A PERFECT FOOD," 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.

VIEW OF MANUFACTORY, BOURNEVILLE

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



Gillard's New Pickle.

FINEST PICKLE IN THE WORLD.

This is no idle boast, but backed up by 12 gold medals awarded for superior excellence.

In use by over 6,000 hotels and restaurants throughout Great Britain. In Canada they are becoming widely known as the best procurable.

Packed 2 doz. in case. Single case lots, \$3.40; five case lots, \$3.30.

Gillard's New Sauce.

NONE BETTER for gravies, soups, etc., imparting a delicious aroma and flavor.

Barrel lots of 12 doz., \$1.75; single doz. lots, \$1.90.

GILLARD & CO.

Sole Manufacturers,

London, England



A Few Facts

about . . .

New York Ginger Ale

Manufactured by the most modern and improved machinery—on strictly scientific principles—under the personal supervision of a practical man of wide experience.

THE RESULT—



A Delightful—
Refreshing—
Invigorating—
Healthful—

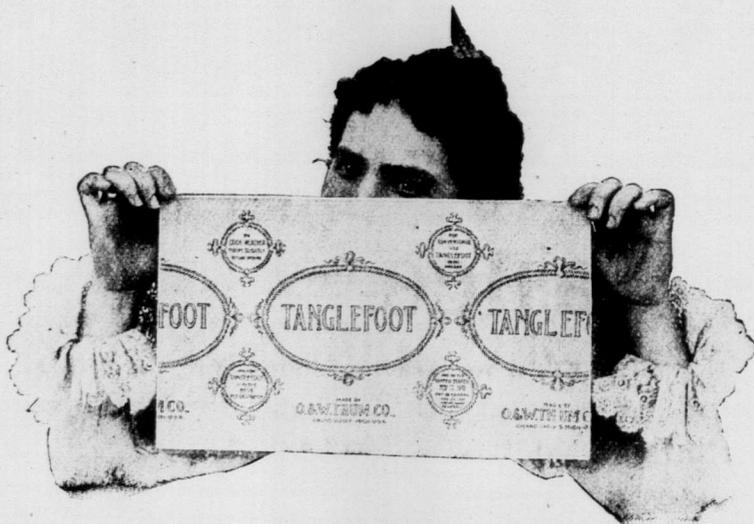
Packed 1 dozen in case—5 case lots delivered—80 cents per dozen.

SUMMER DRINK

W. H. GILLARD & CO., Wholesale Agents 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, JULY 29, 1898.

(\$2.00 per Year) No. 30

EFFECT OF THE WAR AND THE UNITED STATES TARIFF ON CANADIAN LUMBER.

AN intelligent lumberman is usually good material for an interview. I realized that a few days ago, at any rate, when I had the pleasure of a few minutes' conversation with Mr. James A. Wilson, of Webbwood, Ont. Mr. Wilson is a member of the Cutler & Savidge Lumber Co., a Michigan firm who carry on lumbering operations in Algoma, getting its logs in the neighborhood of Webbwood, and cutting them into lumber at its mills at Cutler, on the Georgian Bay, 30 miles from the latter place. At Webbwood the company has a depot for the supplying of material for its camp at that point, and the management of this depot is one of Mr. Wilson's special duties. But, owing to the condition of the lumber trade, the company have for the time being at least decided to discontinue operations and to close up the supply depot.

"You see," explained Mr. Wilson, "the war between the United States and Spain has destroyed, for the time being, the market which has hitherto been the principal outlet for southern pine. A large number of mills in the south have, in consequence, been closed, but there is a great deal of this southern pine on hand, and so the owners are shipping it to the Northern States, where they dispose of it at slaughter prices. Having this to contend

with, in addition to the \$2 duty, you can see it knocks us out, for the Northern States is, of course, the principal market for Canadian white pine. When the war closes the

for Canadian lumber," added Mr. Wilson with a shake of the head.

"Do you think that if Canada were to put an export duty on logs that it would help matters? That is, would induce Congress to remove the duty?" I remarked.

"I do not," he replied with much emphasis.

"Why?"

"Simply because it would not have the desired effect. What we want to try and do is to get the United States to take off that two dollar duty. That is to what we should devote our energies. Now, what Canadians desire is that mill owners shall set up mills on this side of the line. That is so, isn't it? Well, then, if the export duty is put on logs it will not induce the Americans to remove their import duty; neither will it induce Americans to build mills in Canada. But, on the other hand, get the United States to remove the two dollar duty and it will be an encouragement for Americans to start mills on this side, for it pays better to cut the logs on this side than it does to tow them across the lake and cut them in Michigan."

"But why did not more of them start mills in Canada when the duty conditions were more favorable than they are now?"

"Well, I'll tell you. If you had your money invested in a mill and plant at some point in Michigan you would not be inclined to shut down and remove to Canada as long as your plant was in good condition and did not require replacing.



Salada Tea Co's New Building—Front Elevation.

southern pine will again have its market in the West Indies and the South American countries, but the duty of two dollars per thousand feet Canadians will still have to contend against. That duty is a bad thing

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.

That, then, is the condition of affairs with a good many mill owners in the United States. As these plants became old and obsolete the tendency would be, with the two dollar duty expurgated, to remove to Canada, for the average loss entailed in towing logs across the lake is 10 per cent. What we want is a permanent settlement of this tariff question on lumber. We do not want to be doing one thing this year and undoing it the next."

"Were there many logs left in the woods this winter in your part of the country?" I asked.

"There were some, but not a great many when you consider everything. We got all ours out, and have just finished rafting them at Cutler. I know one man who did not get his out, however. He had 25,000 or 30,000 left in, and it was because of too much water, not because of not enough. You see this particular man had to draw his logs over a certain roadway in order that he might get them into the stream. Well, there was an early thaw, and it created so much water that a part of his roadway, a corduroy one, was washed away, with the result that his logs could not be got to the stream. And it is a serious thing to have your logs lying in the woods over the summer. In the first place, you see, there is a certain quantity of sap in the logs. Well, if the logs lie in the woods all the summer this sap gets into the wood and stains it. That reduces the grade of the lumber. Then there is the worm. It gets into the log, too, and makes holes as big as your finger. That means culls. The average loss through logs being left in the woods over summer is from \$1 to \$2 per thousand feet."

Not only has the Cutler & Savidge Co. stopped operations at Webbwood, but its large mill, which cost about \$150,000 and has a capacity of 200,000 feet per day, is closed down, all owing to the trade conditions which have been brought about by the war and the United States tariff.

OMAR.

SOAP AND ITS USES.

There is now exported from Great Britain more soap than was used in Great Britain

perfumed soap is a considerable item of commerce.

What were known in England as the soap taxes, originated during the reign of Queen Anne and were originally fixed at \$150 a ton, yielding in the year 1830 a public revenue in excess of \$7,000,000.

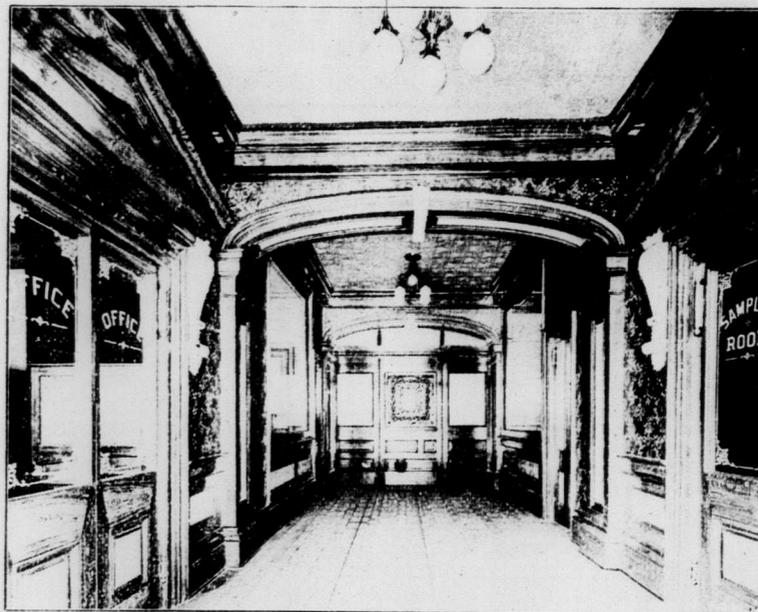
An official estimate recently made shows the average consumption per inhabitant of Great Britain to be nine pounds a year; a similar average prevails in France, Belgium and Holland, though a popular belief ascribes to the last country a much larger use of soap, particularly for house cleaning.

There are no official figures on the subject, but there is a general belief that very little soap is used in Spain. Certainly no soap is imported into that country, (the Spanish blockade on soap has been of long duration), and none is exported from it.

The United States stands at the head of all countries in the use, if not in the manufacture of soap. The average exportations of American soap in a year amount to 30,000,000 pounds. The importations into the United States of soap amount to 3,000,000 pounds, or one-tenth as

much. There are nearly 500 soap factories in the United States, with a cash capital of \$25,000,000, using materials to the value of \$30,000,000 and giving employment to 10,000 persons.—Philadelphia Item.

The grocery store of E. Robert, 282 Dorchester Street, Montreal, was entered by burglars recently, and a quantity of groceries and canned goods stolen. The thieves entered by cutting out the plate glass window in front of the store.



Salada Tea Co's New Building—The Vestibule.

at the beginning of the present century, and, besides, according to authentic figures, 400,000,000 pounds of soap are used in Great Britain every year, exclusive of 55,000,000 pounds exported to other countries, chiefly English colonies, of which Canada is one of the most important.

The French manufacture of soap amounts approximately to 300,000,000 pounds a year, the larger part of which is made in the city of Paris. The sale in other countries of French soap, and particularly French

Does this Mean Anything?

"We believe your **L. P. & Co.**
Spices to be the best we
ever sold."

This is the kind of **testing** that encourages us to keep up
the **EXTRA** quality.

LUCAS, STEELE & BRISTOL - - HAMILTON

It Came to Stay, It Has Stayed

Like the trees of the forest, the greater the storms the more deeply rooted become the trees. This is our experience with the celebrated Ram Lal's Tea. At its inception it was assailed, its doom was pronounced in many languages by rival dealers long before the public had given their verdict, yet to-day it stands without a peer, imitated by many, rivalled by none. Equal to Ram Lal's was the highest eulogy bestowed on samples given to dealers by travellers throughout the country, and in many cases the dealers were victimized, and why? Because Ram Lal's Pure Indian Tea has no equal.

Wherever Ram Lal's Tea is shown
It stands unrivalled and alone.

And why has Ram Lal's Tea no equal? Because it is a pure **INDIAN** blend. Indian Tea possesses more retentive quality than any other tea known to commerce.

IMITATION BLENDS sold throughout the country to-day meet with considerable favor for a time and then become unpopular, and why? Because Ceylons are used very extensively in these blends, and after being kept in stock for a time go "off," losing their pungency and aroma. This has been the experience of practical tea men the world over. The sale of this brand is not confined to Ontario alone, but from all parts of the Dominion orders are being received daily, and numerous enquiries from across the border. Each year these goods are becoming more and more popular, sales having far exceeded our most sanguine expectations.

For sale by _____

James Turner & Co., Hamilton

Wholesale Agents for the
Ram Lal's Tea Co., of Calcutta.

The Cream of it.

"REINDEER" BRAND

CONDENSED MILK

Contains all the cream of the original milk.

Guaranteed Pure.

Every pound of Milk is **tested for quality before manufacture.**

WE CAN . . .

supply your wants
with the . . .
Choicest of

CANNED GOODS

Picnic Season

Choice brands Red Sockeye Salmon ; Lobsters (tail and flat) ; Fresh and Kippered Herrings ; Potted Ham, Chicken, Beef, and Tongue ; Deviled Ham, Chicken, Beef, Tongue, and Turkey ; Boneless Turkey, Chicken, Duck, and Pigs Feet ; Chipped Beef, lb. and ½ lb.

WRITE US FOR PRICES.

THOS. KINNEAR & CO.,

Wholesale Grocers,
49 Front Street East,

TORONTO.

"ON TIME."

A NOTED writer says that a bed is a bundle of paradoxes. We go to it with reluctance, yet we quit it with regret. We make up our minds every night to leave it early, but we make up our bodies every morning to keep it late. Yet most of those who have become eminent have been early risers.

Peter the Great always rose before daylight. "I am," said he, "for making my life as long as possible, and therefore sleep as little as possible."

Alfred the Great rose before daylight.

In the hours of early morning Columbus planned his voyage to America, and Napoleon his greatest campaigns.

Copernicus was an early riser, as were most of the famous astronomers of ancient and modern times.

Bryant rose at five, Bancroft at dawn, and nearly all our leading authors in the early morning.

Washington, Jefferson, Webster, Clay and Calhoun were all early risers.

Henry VIII. breakfasted at 7 and dined at 10.

John Jacob Astor and Cornelius Vanderbilt were accustomed to rise at set times each morning, and to retire at definite hours, even though they had company.

Walter Scott was a very punctual man. This was the secret of his enormous achievements. He made it a rule to answer all letters the day they were received. He rose at 5. By breakfast he had "broken the neck of the day's work," as he used to say. Writing to a youth who had obtained a situation and asked him for advice, he gave this counsel: "Beware of stumbling over a

propensity which easily besets you from not having your time fully employed—I mean what the women call dawdling. Do instantly whatever is to be done, and take the hours of recreation after business, never before it."

Not too much can be said about the value of the habit of rising early. Late rising is one of the first signs of family degeneracy. Eight hours is enough sleep for any man.

strange misfortune befell them. A fragment of their allotted time was lost. They cannot tell what became of it, but sure enough, it has dropped out of existence; for just like two measuring lines laid alongside, the one an inch shorter than another, their work and their time run parallel, but the work is always ten minutes in advance of the time. They are not irregular. They are never too soon. Their letters are posted the very minute after the mail is closed. They arrive at the wharf just in time to see the steamboat off. They come in sight of the terminus precisely as the station gates are closing. They do not break any engagement nor neglect any duty; but they systematically go about it too late, and usually too late by about the same fatal interval."

Some one has said that "promptness is a contagious inspiration." Whether it be an inspiration or an acquirement, it is one of the practical virtues of civilization. —Pushing to the Front.

COLORING SUGAR.

Sugar may be colored any desirable shade, according to an exchange, by using the well known non-poisonous colors as follows: Take the best granulated sugar and sift it so as to ensure uniformity of size. Have color made thick so that it will not cause sugar to lump and rub it thoroughly with the hands, using more or less color according to shade required. When thoroughly rubbed in put in a hot closet, not too hot, to dry, and afterwards rub again thoroughly with the hands. When quite dry put in a dry glass stoppered bottle, or otherwise protect from moisture.



Salada Tea Co's New Building—The Sample Room.

Very frequently seven hours is plenty. After the eighth hour in bed, if a man is able, it is his business to get up, dress quickly, and go to work.

"A singular mischance has happened to some of our friends," said Hamilton. "At the instant when He ushered them into existence, God gave them a work to do, and He also gave them a competency of time; so much that if they began at the right moment, and wrought with sufficient vigor, their time and their work would end together. But a good many years ago a

Two Profits.

one—you'll agree to that. Tillson's Flake Barley makes two profits for you—one from the sale of the Barley and the other from the sale of the attractive, well-made, wooden kegs (holding 25 pounds) that the Barley is packed in. Hot weather wins Flake Barley trade—that's when folks want it most. It nourishes, but "it doesn't heat the blood." An ideal substitute for the breakfast porridge, but with "two profits" in it.

Tillson's Flake Barley.

FROM MANUFACTURER
TO RETAILER DIRECT.

THE TILLSON CO'Y, LIMITED
TILSONBURG, ONT.

AMONG TORONTO RETAILERS.

Sharp
Practices.

"There are tricks in all trades" is an old adage, but in many cases it has been so misused and misapplied that its real meaning is poorly understood. There are tricks and tricks: tricks which are the result of experience, and help a man to conduct his business more economically, by stopping the little leaks which take away so much of the profits of the inexperienced, and tricks which are the outcome of a desire to deceive or "get ahead of" one's fellows, and are well designated "sharp practices." In nearly every case the trickster of this latter class feels the sharpness of the weapon he uses, for it is bound to be turned against himself sooner or later.

There is the grocer who tries to work off on his least suspicious customer shop-worn or spoiled goods. He may not have much stuff to be thrown out, but it does not take long for even the dullest of persons to see that they are not getting value for their money.

Closely related to the foregoing is the retailer who, when weighing out butter, meats, cheese, etc., for children, will give "just a little" below the weight charged, and, in cases which he thinks safe, will add a cent or so per pound to the regular price. He will have two prices, or even three, the lowest for the shrewdest or the larger buyer, and the others according to his judgment. His delight is, when his neighboring competitors run short of some article in general demand. Immediately his prices go up, and, if his stock is fairly large, he finds he has made 25c., 50c., or even \$1 more than he was looking for. He congratulates himself on being such a remarkably clever fellow, yet, when reckoning up time comes he wonders how it is that his business does

not grow as does the business of some of his competitors. He thinks these competitors are dull or "slow" because they do not adopt his tactics, and is not slow to express his opinion of them. From tricking his customers he goes on a step and tries to work his wholesale house, the result being that sooner or later his credit is not worth much, and he does not enjoy many privileges his "slower" but less tricky neighbor enjoys. He is soon known to be "worth watching," and those dealing with him get, through time, to be so suspicious of him that he never is able to gather together a regular profitable patronage. About the time the fight is over he will look back disconsolately over the past, seeing too late that "tricks don't pay; honesty is the best policy."

THE RAMBLER.

TO INCREASE FOREIGN TRADE.

In order to increase foreign trade in Belgium, an organization, according to an exchange, has been established with headquarters at Brussels. Any person engaged in industry or manufacture in Belgium may become a member. The association is subdivided into fourteen groups, according to the nature of the various manufactures. Members may be enrolled in one or more groups, but pay an additional fee for each registration. The annual fee is \$19.30 for individual members and \$38.60 for corporations. Admission to membership implies the obligation to remain a member for the first five years, and subsequently for terms of three years. This association proposes to establish bureaus of information at home and abroad, sample museums and general financial and commercial agencies in foreign countries. It is believed that this effort will lead to a greatly increased export trade of Belgian products.

CUSTOMER AND CLERK LOST.

Editor GROCER,—I have been reading your article dealing with "City and Country Business," "City Clerks won't do in the Country," "Old Country Clerks won't do in the Provinces." Our head clerk left us on short notice. Having previously employed provincial bred and educated boys, we concluded to make a change and engage an Old Country, time served clerk with good testimonials. He had been with us about six months when two young ladies came in to settle the monthly account. The clerk, instead of going to the office and getting proper change for a five dollar note, emptied the cash register of ten and five cent pieces. The younger of the sisters slipped the nickels into her hand and exclaimed, "car fare." The elder took the dimes and said, "chicken feed." The clerk looked at them amazed, and asked the driver what they had ordered. After repeating "car fare and chicken feed" in his broad Nottinghamshire, he charged: Coffee, \$1; wheat, 1 sack, and sent it out. We lost a customer and a clerk. When last heard from the latter was wrestling with the bass drum in the Salvation Army in Denver, Col.

A.B.C.

Victoria, B.C., July 16, 1898.

NEW STORES.

Fred Coleman has opened a new grocery and provision store on Wallace street, Listowel.

John Bloomfield has moved into his new store in Mooresville. It is said to be one of the finest country stores in Middlesex.

The Halifax Grocery Co., D. R. Heisler, agent, has reopened a grocery and flour store in Halifax, N.S.

PRACTICAL ADVERTISING HINTS.

BY CHARLES AUSTIN BATES, NEW YORK.

I HAVE seen a slip sent out by an alleged expert in advertising which says: "I will guarantee to double the advertising returns of any firm that will take my medicine for six months. I have \$5,000 to back this statement."

Now, as men of sense, I will ask you if it is strange that people sneer at the "advertising experts" when such rot as this is sent out by men who pretend to know something of advertising. Think of such a circular getting into the hands of John Wanamaker, or Colonel Hilton, of Hilton, Hughes & Co., or Mr. La Fetra, of The Royal Baking Powder Co., or Mr. Ward, of Sapolio, or Dr. Pierce, or W. L. Douglas, or Wells & Richardson, or any one of a thousand others.

This man may be able to increase the business of his clients. He might be able to go into John Wanamaker's store and do better advertising than has ever been done there. He could assert that much and no one could successfully refute the assertion without trying the man.

Most advertisers are exceedingly well pleased if an ad. writer or advertiser makes their business just a little bit more profitable. There are undoubtedly businesses here and there through the United States that could be doubled by the right sort of advertising, but those businesses are so few and far between that they are hardly worth considering.

I know of no advertiser who would not willingly pay well if he could be guaranteed a ten per cent. increase in his business. I mean ten per cent. beyond what would come to him as a natural, normal growth. The man who can guarantee an increase of ten per cent. can have all the money he wants. He can get so much money that he will have to stay up all night to spend it, and it won't take him very long—even at that rate—to accumulate a surplus, compared to which the late \$100,000,000 surplus of the United States treasury would sink into insignificance.

He would get about \$1,000 a minute for his time, and have people waiting in line outside his door. The chances are that a man who would make a reckless guarantee to double the advertising returns of any house doesn't possess \$5,000 with which to guarantee anything.

I have received a communication from a person who objects to the use of the word "ad.", and says, "the man who uses the word 'ad.' would certainly say 'pants' or 'gents.' Just the same way some men have the habit of saying 'nit' for 'no.'"

The word "ad." is a good word in spite

of Alfred Ayres and the rest of the alleged authorities. It is particularly good when it is used between men engaged in the advertising business. Life is too short to say "advertisement" every time an ad. is mentioned.

The trouble with most of the authorities is they believe that people and their needs must be subservient to language. They do not seem to understand that language was made for the convenience of people, and as people change it also must change. What is correct to-day may not be correct to-morrow, simply because to-morrow may not convey its meaning so clearly.

The word that is to-day tabooed as slang may in ten years become the very purest of English. Language was made to convey ideas and to facilitate the intercourse between people. As fast as we discover ways of simplifying the language and making it more direct and effective, it will have to be to be changed.

The only use an advertiser has for language is to make it tell a clear, plain, understandable story to possible purchasers. If he can do this more quickly and strongly by saying "ads." and "pants" and "gents" by all means do it.

Please do not misunderstand me. I believe that in 99 cases out of 100 purity of language is far better than impurity, and this is true simply because pure language enables a man to convey his meaning with greater effect. That is the object behind every rule of grammar and rhetoric.

As I have said many times before, what a man says amounts to a great deal more than how he says it. If somebody were to come to you to announce that you had suddenly fallen heir to a million dollars, it would not make much difference whether his grammar was faulty or not, just so he gave you the information good and hard. If you told him there must be a mistake about it and he said "nit," you would probably understand what he meant and be just as well satisfied as if he had said, "No, sir, there is no shadow of a possibility of a glimmer of a mistake."

When an advertiser has something good to offer to the public, the thing for him to do is to offer it so that they will understand what he is talking about as quickly as possible. If it is something very desirable he will get trade whether he writes grammatically or not. If he can be sensible and forceful and grammatical all at the same time, so much the better, but he can more easily do without the grammar than he can do without the sense of the force.

Advertising free from technicalities is the most effective in the sale of anything. The idea that because you are selling a machine,

for instance, to people who understand machinery the ads. must necessarily be of a technical character is a mistaken one. The purchaser of any kind of machine is interested in what that machine will do.

He wants to know whether it is going to make a profit for him. This is really the thing he wants. If it will produce a great quantity of work in an economical manner that is what he wants to know. If you can convince him that the machine will do this thing, he will find out about the construction afterward. The thing to do is to "appeal to the readers from a business standpoint." That is the way to sell anything.

I do not know any man who is in business from any other motive than a desire to make money. If you can show business men how to make more money, that is what they want. They want results. They don't care anything about your theories if the results are right. You might theorize until you were black in the face, and demonstrate by a technical description that it would do marvelous things in an hour with its hands tied. The talk would not do any good if the machine didn't work.

The object of an ad. is to convince the prospective purchaser of the fact that the article will be a profitable thing to buy and that it will make money for him.

SARDINE CANNING FACTORY.

Mr. J. Sutton Clark, of St. George, who intends to go into the sardine canning business at L'Etang, Charlotte county, has purchased the entire outfit for a canning factory at St. Andre, on the St. Lawrence, above River du Loup. The machinery is modern and is in excellent condition. It includes engine, boiler, machinery for making cans, machinery for making boxes, gasoline outfit for soldering the cans and lighting the factory, and everything necessary in a first-class factory. Mr. Alex. Wilson, of St. John, went to St. Andre to inspect the property for Mr. Clark. The machinery will be brought down at once, and Mr. Clark's factory will soon be in operation.—Globe, St. John, N. B.

AN ENLARGED STARCH FACTORY.

It is a good sign when increased business demands increased manufacturing space. This is the position of The Brantford Starch Co., Limited, it having just about finished putting another storey on its factory. By this means, the company has been able to put in six additional kilns, which will permit the factory being run continuously.

Besides enlarging the factory the company has put in a filtered spring water system, and put in a new plant for the manufacture of wheat starch for laundry purposes.

 We ship all orders the day they are received. Mail orders have our special attention, and are filled at bottom prices.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

Toronto

AN IDEA FOR A LOCAL DISPLAY.

I'VE often spoken of window displays that advertised no special goods, but merely attracted attention to the window, which, of course, embodies indirect, but nevertheless valuable, advertising. The best way to make these displays is to base them on some local feature well enough known to be appreciated by everybody. This is the best thing to attract attention, especially if the humorous flavor is given to it. You are dwelling on something, you see, that everybody knows about, consequently every man, woman and child who passes your window will, if it contains such a display, stop, look, laugh, pass on, and remember you.

There is magnificent advertising in keeping yourself in the public eye. That is one reason why John Wanamaker is so successful. Perhaps few people would admit that when my friend Wanamaker teaches the Sunday school lesson at Bethany Sunday school he is advertising John Wanamaker's store, but he is, and advertising it in the most valuable fashion possible to conceive of. And nobody knows that better than John himself.

But I digress. I started out to talk about attention-attracting displays. Here is an idea for one.

In the summer nearly every town has a local baseball team, and if it is a good one, is usually proud of it. Every player is, of course, known to everybody. A splendid display can be made with the local baseball team as a foundation, if you are willing to take a little trouble with it. From any large dealer in fancy goods you can get Japanese stuffed frogs about six inches high. They are very cheap, being simply painted paper over stuffed cotton. Their legs and arms are wire, and can be bent into most lifelike positions. If you can't get these in your town your local dealer can get them for you with very little trouble. You ought to have a stock on hand, for they are exceedingly useful in making window displays.

Buy at least 18 or 20 of these, and as many more as you want to. Then buy a little chintz or muslin, and have your wife clothe nine of these frogs in suits as near like your local baseball team's as possible. Clothe the other nine in another style of suit. These suits will require only a very little work. They need not be carefully finished. Match sticks will do very well for bats and big white pills for balls.

In fixing these frogs up for the window, print the names of the different players on small cards and pin them on their suits where they will be seen. If any of the players have any little peculiarities, such as

you can accentuate in the frogs without giving offence, do so. For instance, if you had a very stout player, you could stuff the suit of the frog who represents him, taking pains to make it as funny as possible by stuffing the arms and legs, too.

Get a little gravel or dirt and cover the floor of your window, then, with powdered chalk or something of the sort, trace off a baseball diamond and place the players where they belong. Arrange the batter, catcher, pitcher, etc., as naturally as possible, which you can very well do with the wired limbs. You can do the arranging without any further suggestions. If you want to go into the thing more elaborately you can build a few seats and seat dressed frogs on them. The players themselves, however, will prove a drawing card if you arrange them carefully and naturally. Lots of things will suggest themselves to you as you put this display together. For instance, you could arrange one well-known player between third base and home, in the act of running, and call the display "Casey Making a Home Run." Take pains to have the catcher bent in an appropriate attitude.

Don't conclude that this display is too elaborate for you to attempt. It isn't elaborate at all. The little trouble which it takes will amply repay you. Every local paper in your town will be glad to give you a notice.—Grocery World.



CHEESE . . .

at a summer resort, in camp or on a cruise, usually lacks the necessary quality of being easily kept fresh and palatable.

MacLaren's Imperial

a standard of excellence in point of quality and flavor, is a perfect article in this as in every other respect. If kept cool it retains its freshness and fine flavor until used.

We Quote

CANNED CORN	- -	65c.
G. DUKE JAPAN RICE		6c.
JAPAN DUST	- -	6c.
JAPAN SIFTINGS	-	7c.

H. P. ECKARDT & CO., Toronto.

**Butter
Honey
..Jam..**

**Farmers
Storekeepers
and Dairymen**

The best packages for putting up Butter, Honey, Jam, etc., whether for shipment or for storage, are made from our

Antiseptic Ware

Write for Catalogue and Prices to

The **E. B. EDDY CO., Limited**
HULL, QUE.

MONTREAL, TORONTO, QUEBEC, LONDON, HAMILTON, KINGSTON, ST. JOHN, N.B.
HALIFAX, WINNIPEG, VICTORIA, VANCOUVER, ST. JOHN'S, N'FLD.



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Montreal. 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

WILL MOLASSES REACT ?

RECEIPT of lower offers on Barbadoes molasses at Montreal from the Islands has caused some talk in the trade, but so far has had no influence, whatever, on values, and many traders do not consider they ever will, because it is their opinion that the figures in question are not a good goods, but for stock that has been culled over to a considerable extent. Accordingly, they manifest no anxiety whatever regarding their stock of good molasses, and do not consider that it will be affected in any way by recent offers that have been made for September delivery.

It is worthy of note also that mail advices of July 9 from the Island state that supplies were almost exhausted. The total shipments for the crop season up to the date named were 29,234 puncheons, against 33,547 for the corresponding period in 1897. The total crop last season amounted to 37,046 puncheons.

These figures are considered as quite bullish by holders of Barbadoes molasses, and they also point to the fact that sales of

old stock carried over a year have been made at 27c. for 100 puncheon lots.

So far, the receipts at Montreal have been only about 5,000 puncheons against 8,000 puncheons for the same period last year, and 13,000 puncheons for the whole season.

Altogether, no material reaction is looked for in molasses, though many buyers are holding off in the expectation of such a development.

Some offers of New Orleans stock have been made at 20c. for car lots of 40 bbls., but the consumers' taste in Quebec runs to Barbadoes, and other molasses that have been tried in the Province before have not met a favorable reception.

Good clerks are not born; they are made. And you have to carefully select the material from which they are made.

SCHEME TO PREVENT CUTTING.

ACCORDING to The New York Journal of Commerce, the committee appointed at the recent convention of wholesale grocers of the United States at Niagara Falls, to formulate a rebate system suitable for general adoption, are receiving hearty support from jobbing grocers and manufacturers throughout the United States.

A circular letter was sent to all jobbing houses asking which system now in vogue is considered the best, and for suggestions of improvements in any of these systems.

From the answers received it would seem that a plan operated by a soap firm is the most satisfactory to the grocery jobbers.

Under the provisions of the plan which meets with most favor, no soap will be sold to any one who has not signed an agreement to sell at not less than the regular established price on penalty of paying a fine of \$50 per box for every box sold at a cut price. The soap firm in question has the reputation of absolutely and unequivocally enforcing the fines and refusing to sell additional supplies until the fines are paid.

A business that is born of an incapable and indolent man hath but a short time to live, and it goeth down to the grave unwept—except by the creditors.

TROUBLES OF A CREDIT BUSINESS

THE Gananoque Departmental Store Co., Limited, now does all its business on the cash basis. It once sold goods on credit, and some of the experiences related in connection therewith are interesting. Three illustrations of how money is lost by credit business are given:

In the first instance, a young man who had been dealing in this store for some time, and paying cash, had purchased a suit of clothes on credit. At first he seemed anxious to get paid up, but soon he became careless regarding the matter. He was offered work in order to get his bills paid up. But it was useless, and his account is now for sale at 10c. on the dollar.

Another resident of the town had dealt with the firm at intervals, always paying well. Circumstances changed somewhat, and he wanted larger credit. When his bill reached \$100 he gave his note. While this was maturing his bill had increased \$40. His note was given for renewal, the \$40 being added. While this note was maturing, whiskey, poker, etc., did their work, and when the note was due he paid no attention to it. This note for \$143 is for sale for \$1.43.

The third illustration given is that of one admittedly a good citizen—one who was not without means. He desired to make some extensive improvements, and to the small encumbrance on his property he added more. When the time came for settling his year's account, an unexpected sickness left him unable to settle up. Another year went by, the account steadily growing. Continued sickness left him still unable to pay. Shortly afterward he died. His property went to the mortgagee, and across his account is written one word—"Dead."

CANADIAN BACON FIRM.

Mention has frequently been made of the fact that Canadian bacon is steadily getting a firm grip of the first place in the British market.

During the past couple of weeks practical evidence of the benefit of the favor in which our bacon is held in the British market has been given in an advance of about 60c. per cwt. for live hogs, and about 50c. per cwt. for dressed hogs, in Toronto, while in Buffalo and other United States centres, the best hogs are stationary.

In Toronto, bacon hogs are quoted at \$6, while in Buffalo the highest price paid is not over \$4.20.

JAPAN TEA KEEPS ITS STRENGTH.

STRENGTH is still the predominating characteristic of the Japan tea market, and there is nothing yet in the situation to indicate the realization of the expectations of those who look for a decline in the present values.

Circulars and private letters received in Toronto during the past week state that the efforts of shippers at the various centres in Japan to induce the growers to take lower prices have proved futile. And it is evident from the tone of the advices that these shippers are much annoyed over this condition of affairs, for it precludes their filling limited-price orders.

It appears that nothing which will comply with the standards can be laid down in the United States at less than 18 to 18½c. The lowest tea that can at the moment be obtained for the Canadian market, is 16c. f.o.b. Kobe. And it is teas at these figures which are now abnormally high in price.

The general opinion among shippers in the United States is that it will not be possible, for a few years at any rate, to buy teas as low as during the seasons of 1896 and 1897.

The natives claim that, even at the high prices ruling, it does not pay them to manufacture teas.

Since the war, they have cultivated a larger view of life, and, as a result, labor and material have advanced 60 to 70 per cent., and charcoal fully 100 per cent. Then, freight rates are 50 per cent. higher than a year ago, and exchange is not as cheap as it was then, either.

The Japanese Government has intimated that, after July 31, it would prohibit the picking of tea. There would be no third crop if this were done, a result which would undoubtedly cause a further appreciation of values. But, as it would also tend to put a stop to the exportation of poor teas from Japan, there would be some compensation in that particular.

In addition to the increased cost of manufacture it should not be forgotten that the crop is much less than last year. A letter under date of July 6 estimated the shortage at the two ports of Kobe and Yokohama at 12 per cent.

As a result of the continued strong condition of the market, importers in Canada have been induced to increase their limits, some by 3c. per lb.

FIFTY WISE MERCHANTS.

Over 50 Brantford, Ont., merchants, comprising grocers, hardwaremen and those engaged in other lines of trade, have agreed to close their places of business every Wednesday afternoon at 1 p.m. until August 21.

The early closing movement expands slowly, but it is expanding, and it can scarcely help doing so. Long business hours are no more necessary than would be a 20-foot tail to a dog.

Men should protect their health as well as their business, and the best way to protect the latter is to take care of the former. Being cooped up in a store 12; 14 or 16 hours per day is good for neither man nor store.

TARRAGONA ALMONDS DEARER.

Advices received in Toronto this week show that present quotations on Tarragona almonds, new crop, are about ten shillings per bag dearer than last year.

A FISHING CONTEST.

Mr. Henry Wright, of Wright & Co., and Mr. J. G. Gibson, are bass fishing near Hastings. These two gentlemen had a week's fishing at this same place about a month ago, but when they came back there was quite a controversy as to which had caught the biggest and most fish. It is presumed they have gone back to settle the matter. It is to be hoped they have taken an umpire, a photographer, a tape measure and a pair of scales with them, because the trade is interested in learning which is the better fisherman.

WILD FRUIT DRIED UP.

Mr. Homer, of Homer & Dixon, general merchants, Gravenhurst, spent a few days in Toronto last week. He reported that the wild fruits in his part of the country were dried up this season, on account of the drought, while potatoes and corn had been damaged by frost. There are four lumber mills in Gravenhurst and all are fairly busy.

DROPS FROM THE EDITOR'S PEN

YOU may as well pump wind into a horse and expect it to live as to inflate a business with false methods and expect it to thrive.

Boasting is not good material for business building.

Honesty creates confidence, and confidence catches and holds customers.

A good article, like a good character, need not fear mendacious criticism.

The source of success, like the source of a river, is reached by pulling up stream.

It is the office of the frog to croak, but it was never designed that man should imitate him.

In helping his employer to the best of his ability a clerk is helping to build up himself.

There is no lubricant like unto patience for getting over the rough places in business.

Have an aim in life. Even if you do not hit the bullseye you will probably make an outer.

Character is more valuable than money. To attain it one must strive. It cannot be bought.

He who needs a holiday and does not take it is losing his health in trying to retain business.

An advertisement that lies may occasionally sell goods, but it never builds up a business.

The forces of Nature surrender to the Persistent Man because there is no Torres Vedras which will keep him out.

Every sane man can attain success in something if he selects the right "something" and devotes his time and energies to it.

Many a merchant these hot days would doubtless rather sit on the bank of a shady stream and catch no fish than stand in his store and wait on many customers.

STRONGER SALMON OUTLOOK.

A STRONGER outlook for canned salmon has developed. Mail and telegraphic advices received this week from the Coast indicate this beyond question, whatever the ultimate outcome will be.

Malcolm & Windsor, Limited, writing under date of Steveston, B.C., July 21, say: "The position here in salmon is bullish in the extreme, at the time of writing there is hardly a sockeye in the river, and for the time of the year the present fishing is the worst known by the oldest canneryman on the Fraser. Some of the canneries have actually not packed a case yet, and the bulk have only a few cases packed. From present appearances sockeyes in large quantities are not likely to show up in the river till early in August, and then the run will in all likelihood be a short one. Unless the unexpected happens, the pack of the Fraser for this season will be far short of last year, and in consequence higher prices may be looked for, \$3.50, f.o.b., the cannery having been refused in several different quarters during the past few days."

A telegraphic advice, received in Toronto on July 27, stated that there was still no run on the Fraser river, and that the prospects were discouraging.

If the present condition of things continues for any length of time, higher prices are certain to prevail. But, in the meantime, the figures being quoted by wholesalers in Toronto for futures are from 10 to 15c. per case lower for all well-known standard brands, and there have been a good many orders booked during the last ten days. The stock of canned salmon in Canada, left over from last year's pack, is heavy in both wholesalers' and retailers' hands, and, in view of this, together with the low prices at which orders have been placed for the coming season's pack, will make it difficult to obtain materially higher prices here should any attempt be made to do so. The British market is, however, in a healthy condition, and it is that market which is, after all, the most important to the Canadian packer.

FRUIT EVAPORATING FACTORY.

The town council of Wallaceburg, Ont., has passed a motion offering exemption

from taxation for a term of years to Mr. Graham, of Belleville, if he will start a fruit evaporating factory in that place.

You may not be a genius, but if you are a persistent plodder you need not fear results.

NEW CANNED GOODS IN MONTREAL.

Agents for canned goods in Montreal had their quotations entirely withdrawn this week, and packers, according to all accounts, hardly know what to ask.

The first symptom of excitement was the demand for a rise of 15c. on tomatoes, and now none of these are obtainable for future delivery in Montreal under 75 to 80c.

Previous to this rise some buyers were lucky enough to place their orders for some 4,000 cases or so at 65c. per dozen, and, as matters stand at present, these goods look like a great bargain.

Prices, as they now stand, are 10c. over last season's average.

Demand from wholesalers is quite brisk and sales agents if they had a free hand would have no difficulty in closing contracts for quite a large quantity of goods, as the quantity of old pack vegetables, especially tomatoes, carried over by the Montreal wholesale grocers has been much lighter than usual.

In connection with old pack tomatoes, we understand that some lots of 1897 pack have been sold at 95c., which nets the seller a loss of 5c. per dozen. No sales of new pack peas or corn are yet reported in Montreal. Recent quotations on them have been 70c. for peas and 75c. for corn.

In canned salmon further contracts for "Clover Leaf" are noted, involving 1,000 cases, at \$3.65 per case f.o.b. Coast.

Letters received from Picton and other points on Tuesday, stated that the drought was having a disastrous effect, especially in the case of apples and tomatoes.

A SCRIPTURAL DUEL.

According to a correspondent of The London Grocers' Monthly, a bakers' guild long ago had carved along the front of their pew in church the well-known words, "Bread is the staff of life," but the butchers retaliated by inscribing on the front of theirs the text, "Man does not live by bread alone." The grocers will agree that the butchers were right, and that without certain groceries man wouldn't want to live.

NOVA SCOTIA INSOLVENCY LAW.

THE new Nova Scotia Insolvency Act may now be said to be fairly launched and in working order. In past issues we have referred to its various provisions and clauses which are aimed to prevent the former scandalous exhibitions of fraudulent preferences, and the many other similar tactics of dishonest traders.

On all hands it is admitted that the value of this new Act in improving these conditions will depend largely upon the officials whose duty it will be to enforce it in a thoroughly systematic and capable manner, and we have no hesitation in congratulating the Provincial Government on the appointment of Mr. Faulkner as the official assignee for this country. As manager of the R. G. Dun Co. in this city for a number of years, his experience in that connection will serve him in very good stead in his new position.

We look for a very much improved order of commercial credits as a result of the first year's working of the new law, and the benefits will be felt particularly by the legitimate dealers who have always aimed to conduct their business on an honorable and equitable basis, but who have been subjected to the merciless competition and price cutting of the irresponsibles who have been pitchforked into various lines of retail trade.

We also believe that the new Act will obviate an immense amount of costly litigation, which has been nearly always a prominent feature in connection with insolvent estates, here as well as elsewhere, and, although our friends of the legal fraternity may suffer from this enforced inactivity, the business interests will be therefore relieved of a source of expense, which, in some instances, has devoured nearly all the available assets of an insolvent estate.

The appointment of an official assignee is a necessary sequel to the proper administration of the law, and under his superintendence we hope most of the bankrupt business men will find it to their advantage to place their affairs when involved, so that their business reputations may not be tainted by the odor of suspicion which emanates even from the most honest assignment, where relatives or others closely connected are appointed as assignees.—Maritime Merchant.

A LINCOLN FIRM'S NOVEL SCHEME.

A firm of grocers in Lincoln, England, have organized a novel competition. Each purchaser of their tea is entitled to name the spot selected for the erection of the statue to the late Lord Tennyson at Lincoln, and the person suggesting the best site will receive two guineas. The judge of the competition will be a local surveyor.

Eddy's Standard

Automatic, Self-opening, Square-bottomed

Grocery Bags

Are now offered in

Open Competition

With the old style, obsolete, put-your-hand-in-to-open-bag.

Write for Lists, Discounts, Terms, and Delivery, to

THE E. B. EDDY COMPANY, LIMITED

Hull, Montreal, Toronto, Quebec, Hamilton, London, Kingston,
Halifax, St. John, N.B., Winnipeg, Vancouver, Victoria, St. Johns, Nfld.

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

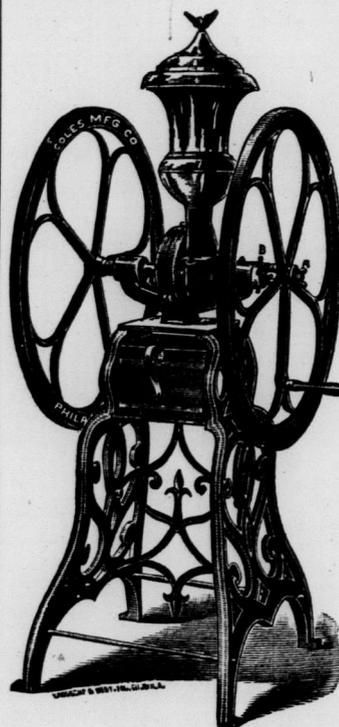
...MONTREAL, QUE.

56 and 58 Front West, TORONTO.

Sold and highly recommended by all leading grocers.



Sovereign Matches



Notice.

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

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

We Claim to have the easiest and quickest Grinders.

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

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

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

No 18:

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

Coles Manufacturing Co.

PHILADELPHIA, PENN'A.

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.

BERKINS, INCE & CO. have another direct shipment of Ceylon tea arriving. The sample shows excellent quality.

See H. P. Eckardt & Co.'s ad. on another page.

Laporte, Martin & Cie. are offering a fine lot of steam refined seal oil.

New imported peels are now in stock with The Davidson & Hay, Limited.

"Grand Duke" Japan rice is in stock at H. P. Eckardt & Co.'s.

Cord's tomato chutney is in stock with The Davidson & Hay, Limited.

H. P. Eckardt & Co have just received a shipment of whole mixed pickling spice.

"Monastere" brand sardines are offered at special price by Laporte, Martin & Cie.

Merchants who buy "L. P. & Co.'s" spices, know they are handling good goods.

Noble's lobsters, X, XX and XXX, are in store with The Eby, Blain Co., Limited.

W. H. Gillard & Co. are just in receipt of a shipment of Dixon's Carburet of Iron stove polish.

The Davidson & Hay, Limited, report a good sale for pork and beans in tomato sauce.

A large lot selected Valencia raisins are to hand with Lucas, Steele & Bristol. They are selling cheap.

The Davidson & Hay, Limited, have in stock Keiller's marmalade, jars and tins, new make.

Enameline has an enormous sale in foreign countries, notwithstanding old established houses there.

Splendid values in new Japan teas are being offered by Lucas, Steele & Bristol. Travelers have samples.

W. H. Gillard & Co. have in stock some fine 18-oz. bottles of pickles, which retail two for a quarter, with a good margin.

Shipments of Paterson's Worcester sauce and Heatson pickles, square bottles, have just been received by H. P. Eckardt & Co.

Fresh shipments of canned Baratavia shrimps and shrimps in tomato sauce are in stock with The Davidson & Hay, Limited.

Special quotations for gem jars are announced by The Eby, Blain Co., Limited, to which the attention of the trade is invited.

"Our 'Victoria' brand Japan tea is the best value for price," write Laporte, Martin & Cie. "Our sales are increasing every day."

"We have a complete range of Olive oils, imported and domestic, in glass and gallon tins," report The Davidson & Hay, Limited.

A specially selected line of whole pickling spice, put up expressly for their trade, which they quote at low prices, is moving freely with the Eby, Blain, Co., Limited.

"L'union Sardinere du St. Laurent" sardines, in half-tins, are put up in the finest imported Italian olive oil and are offered at low figure by Laporte, Martin & Cie.

"Aurora" Ceylon tea, lately introduced by W. H. Gillard & Co., in a unique and useful package, is having an immense run, so that firm state, a large number of repeat orders having already been received.

From advices received by The Eby, Blain Co., Limited, it appears that Mr. J. F. Eby has taken advantage of his recent trip to England to select, personally, some highly desirable lines of Ceylon and Indian teas at inside figures.

D. Gunn, Bros. & Co. are offering special inducements in their "Maple Leaf" smoked shoulders, hams and backs, in barrel lots, for the next ten days. This arrangement was made before the recent advance in hogs, but they have decided to let it stand.

HOW TO GET GOOD WORKERS.

In these days of restlessness among the hand workers manufacturers may well seek ways by which to attach employes to their interests, says an exchange. This can only be done by genuine and legitimate means. The old apprentice system was burdened with many abuses, but that an apprentice system can be made the means of providing competent workmen and of identifying them in the closest way with the house in which they are instructed is amply proven.

IRISH POTATOES.

There is an increase of 1.3 per cent. in the acreage of Irish potatoes. Thirty-one States, including the whole of New England and the entire Atlantic coast, with the exception of North Carolina, report an increase, and fifteen States a decrease. Of the ten States having 100,000 acres or upward in potatoes last year, New York reports an increase of 1 per cent., Pennsylvania, Michigan, Minnesota and Iowa, 2 per cent., Wisconsin 3 per cent. and Nebraska 7 per cent. On the other hand, the potato acreage of Ohio is reduced by 2 per cent. and that of Illinois and Kansas by 3 per cent.

The average condition of Irish potatoes, 95.5 is 7.7 points higher than at the corresponding date last year, and 2.2 points

above the ten-year average. The improved condition, as compared with last year, is very general, nearly all the principal potato-growing States being included within the more favored area.—American Grocer.

WITHOUT A GROCERY STORE.

A town without a grocery store—just imagine what a state of affairs. Generally there are too many. The Great Barrington Courier says of Alford: "It is inconvenient not to have a store in town. The people are obliged to travel eight miles to obtain their supply of groceries and other goods. This reminds us of the time when people went once a year to some store for their supply of groceries. Then there were no bridges, but fording places were selected on the river, hence the settlement was called 'Alford.'"

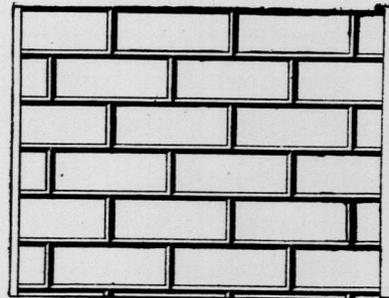
HARDWOOD VS. BAMBOO HANDLES

Boeckh Bros. & Co., broom manufacturers, etc., Toronto, who for some time have been manufacturing brooms with bamboo handles, state that in the course of a few years, they expect bamboo handled brooms will entirely supplant the ordinary heavy hardwood handled broom.

OUR SHEET STEEL PRESSED BRICK

Makes as handsome a looking building as real brick—from which it can hardly be distinguished.

It is dry and warm—fireproof and durable—and costs very little.



Write us and investigate its merits.

It is suitable for any class of building, and can be very quickly and easily applied.

Metallic Roofing Co., Limited
1180 King St. West, TORONTO

GOLD IN HALIBURTON.

A report that gold has been found in paying quantities in Harburn township has occasioned considerable excitement in the county of Haliburton. The prospecting has been carried on by American capitalists. Mr. Alexander Ray, of Toronto, their analyst, who tested the ore as it was taken out, found pay gold in everything tested, varying from \$6.50 to \$20 per ton. The supply of ore is also said to be almost unlimited. In addition to the quartz rock tested, a very rich find of gold-bearing sand is also reported to have been made in the same district.

Shafts are at present being opened in Dysart township, which it is claimed, when fully developed, will prove as valuable as the property where the tests have already been made. Lutterworth township is also said to be rich in minerals.—Mail and Empire.

CANNED SALMON IN ENGLAND.

The demand for salmon continues to show some improvement, and the market remains firm. The report that the whole of one important pack has been secured by the United States Government for the troops, has strengthened the market for forward purchases. Advices from the Columbia river report an unusually large pack, but no reliable news is to hand from Alaska and the Fraser river, where the fishing is later. In the latter district the pack will be to a great extent controlled by the packers' combination. The extent of the Columbia river salmon pack only affects this country indirectly, as a very small quantity can be disposed of here, owing to the unaccountable prejudice in favor of red fish.—Produce Markets' Review, London.

EGG WITHIN AN EGG.

An egg within an egg was the curious freak that came into the possession of groceryman Welcome A. Smith, Norwich, Ct., on Monday, says an exchange. The egg was sold with others to a customer, and was returned after being broken. The outer shell was perfectly formed and of ordinary size. Inside, instead of a yoke, was another egg, about the size of a pigeon's egg, looking in all respects like an ordinary hen's egg with the exception of the size.

DISAPPOINTING SALMON RUN.

A press despatch from Vancouver, under date of July 24, says: "So far the salmon have not come up the Fraser river in great numbers, which is a disappointment to several thousand people. There are actually over 4,000 licenses being operated on the river, by at least 8,000 men, to supply 41 canning establishments, with staffs aggregating 2 500 men"

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

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.

STEEL CEILINGS FOR CHURCHES

HALLS, THEATRES, PUBLIC BUILDINGS, PRIVATE RESIDENCES, SCHOOLS, LODGE ROOMS, STORES, ETC.

Not a Substitute

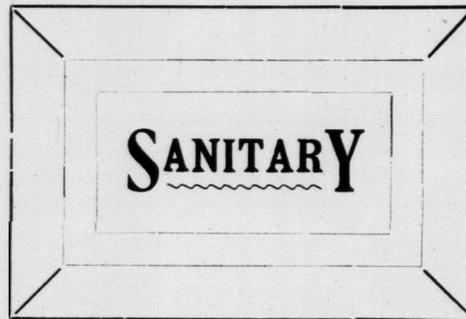
but superior to lath and plaster, will not crack and fall off, absolutely fire-proof, handsome in appearance. Send for our beautiful catalogues showing three hundred designs; free for the asking. Estimates furnished on receipt of plans.

The ...
PEDLAR METAL ROOFING CO.
Oshawa, Ont.

A FRESH PIECE OF SOAP FOR EVERY GUEST.

3-OZ.
Oblong Cakes.

Honey,
Glycerine,
Rose or
Carbolic.



Cases, 6 doz.
25c. per doz.

Honey,
Glycerine,
Rose or
Carbolic.

Will wash in hard, soft or salt water, and at any test guaranteed equal to any other soap manufactured. Pays you a good profit.

PURE GOLD MFG. CO., Limited

31 and 33 Front St. East, Toronto

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, July 28, 1898.

GROCERIES.

SUGAR and canned goods are the features of the wholesale trade this week. Shortly after THE CANADIAN GROCER went to press last week the refiners advanced their prices 1-16c. per lb. all round. The demand last week was heavy, but this week has not shown the same activity, although there is still a good movement. The canned vegetable market it is difficult to fathom. Packers and wholesalers are talking a great deal about a firmer tendency in prices, and yet some pretty low prices are still heard. There is very little doing in teas, but the market, particularly for Japans, is strong, and some buyers during the week have advanced their limits after having for some time hesitated to do so. Pepper keeps firm, but there are no transactions reported. The spice trade generally is quiet. Cream of tartar is dearer. Outside tea and canned goods the market is quiet.

CANNED GOODS.

There are very few of the packers disposed to quote canned vegetables, and there is a bullish feeling in the market. At the same time, however, there is a great deal of uncertainty in regard to the ultimate outcome of the corn and tomato pack, and people, in consequence, hesitate to buy, except at low figures, which packers are not, as a rule, willing to accept. Nevertheless, from what are considered reliable sources, reports come of offers of tomatoes at low figures. A good many orders have been booked by both packers and wholesalers, and both are inclined to wait further developments before doing more business. The figures at which wholesalers are, as a rule, quoting futures are 75 to 80c. for tomatoes, 70c. for peas, and 65c. for corn. A good many orders have been booked at these and the lower figures which previously ruled. Quite a few orders for canned salmon for future delivery have been booked by the wholesale houses during the last ten days. The price for "Horse Shoe" brand has been fixed at \$1.10 for five-case lots and over, and \$1.15 for less than five-case lots. The raspberry pack, like the pea pack, is generally credited with being short, owing to the want of rain.

COFFEE.

There is rather a steadier market for

Brazilian coffees, although there is not much business doing.

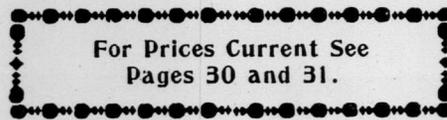
SYRUPS AND MOLASSES.

A few syrups are being offered, but there is no demand. Molasses is dull and unchanged. A despatch from New Orleans reports a sale there of 30,000 barrels for August delivery.

SUGARS.

The feature of the local sugar market is an advance of 1-16c. per lb. in the price of all descriptions. This advance took place shortly after we went to press last week. The price for standard granulated is now 4 3/8c. per lb., and for No. 2 yellow, 3 9-16c. The advance was rather a surprise, the outside markets being at the time easy. The refiners were, however, experiencing a heavy demand. Since then, however, the British market has taken a firmer turn, there having been a couple of fractional advances in prices.

In New York, there was no change last week in either raw or refined sugar. Stocks



generally are lighter than they were a year ago.

SPICES.

Pepper is still firm, with an upward tendency. Ginger, on the other hand, is advised easier. Locally, there is a demand for pickling spices, but otherwise business is quiet.

TEAS.

There is no evidence as yet of a decline in the strength of Japan teas, and a few importers have, during the week, advanced their limits, in one or two instances, by 3c. per lb. Advices from Japan are of a decidedly strong nature. Very few new transactions have taken place in Japan teas on the local market during the past week, the prices being too unattractive. In the few transactions reported the lowest price paid was from 16 1/2 to 17c.

A little business is being done in Ceylon and Indian teas, but the volume is smaller than it has been.

Advices from London, England, under date of July 15, state that the market there for Indian teas was unsettled and prices were irregular. Competition was good for some of the better liquoring parcels of

Ceylon teas, the previous week's prices for such kinds being fully maintained and occasionally exceeded. On the other hand the general run of offerings sold at irregular and, in some cases, somewhat easier prices. Gow, Wilson & Stanton, in their latest tea report state that from a statistical point of view the market at the moment is in a decidedly healthy position for Indian and Ceylon tea.

FOREIGN DRIED FRUITS

CURRENTS—The local market is in much about the same condition as it was a week ago, and nothing new has been received from the primary market. In New York, the past week has witnessed a decline in prices, owing to dullness in trade, together with the fact that prices asked for new fruit are from 9d. to 1s. lower than last year's opening figures.

SULTANA RAISINS—A cable received in Toronto this week states that the Sultana raisin crop will be equal to that of last year.

FIGS—Cable advices state that the market for figs is likely to open high, as the crop will be about 50 per cent. smaller than last year.

PRUNES — Advices confirm what has already been reported regarding the probable low price of Bosnia prunes. As the California prune crop is short, the price, on the other hand, will be higher than last year.

GREEN FRUITS.

Raspberries are still the fruit in greatest evidence on the market, but it is expected the receipts will be much smaller by the end of this week. Red rasps. are unchanged at 5 to 6c., and black rasps. have advanced from 1c. less to the same figure. Lawton berries are now coming in in large quantities. The demand for them seems steady at 5 to 7c. Blueberries are plentiful at 75 to 85c. per basket. There is still a large quantity of red currants coming in, with prices steady at 40 to 65c. Black currants are less plentiful. The price is still 75 to 85c. per basket. Two cars of Georgia peaches arrived on the market this week, and sold freely at \$2 to \$2.50 for 6-basket carriers. Canadian peaches are arriving from the Niagara district. The price opened at about 40 to 75c., and is likely to continue steady at figures in this neighborhood. Canadian apples, wind-falls principally, are on sale, the price running from 25 to 40c. per basket. Lots of harvest pears are coming in; they sell at 40 to 50c. California plums, peaches and pears continue to arrive

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.

in large quantities, and have declined materially in price. Watermelons are abundant and in good demand; prices are firm at 16 to 38c. each. Canadian tomatoes are coming in such large quantities that canning factories are depended on to relieve the market; prices received are in the neighborhood of 50 to 75c. per basket. Bananas are in good demand, but are not yet as plentiful as desired. Oranges are not selling briskly, but prices remain unchanged. The hot weather has made the sale of lemons unusually large, and prices are firm and high.

BUTTER AND CHEESE.

BUTTER—Receipts are plentiful, and, as the demand is moderate, the market is slow. An advance of 1c. is noted for choice prints, though there is an abundance of ordinary stock, and prices for any but the choicest are weak. For both dairy tubs and prints at country points, f.o.b., 11 to 11½c. still holds good. The demand for creamery prints is good, and prices are firm. At country points 16½ to 17c. prints and 15 to 15½c. for tubs, f.o.b., is asked.

CHEESE—The market seems somewhat firmer, and sales are reported at country cheese boards at 7½ to 7¾c. Some of the largest dealers declare, however, that the market conditions do not warrant more than the lower figure. The price in Toronto is steady at 7¾ to 8c.

COUNTRY PRODUCE.

EGGS—The supply is sufficient for the demand, and the feeling is easy. At outside points 9 to 10c., f.o.b., is asked. The Toronto market holds steady at about 11 to 12c.

POTATOES—New potatoes are arriving freely, though no car lots are yet noted. The average received so far have been rather smaller than usual, owing to drought in many districts. The price has declined 10c. this week, and is now about 60 to 70c. per bushel.

HONEY—The indications of a large crop noted in last issue are borne out by large

receipts. Prices are unchanged, though some dealers claim that our figures for clover strained are ½ to 1c. below the market. The figures quoted, however, are given by the majority of the best houses.

VEGETABLES—Corn and cauliflower are now on the market, the former selling at 10 to 12½c., and the latter at 75c. to \$1 per doz. Celery has advanced 10 to 15c., and lettuce 10c. Onions have declined 10 to 20c.; radishes, 5c.; short cucumbers, 15c., and butter beans, 10c. We quote: Corn, 10 to 12½c. per doz.; cauliflower, 75c. to \$1 per doz.; celery, 50 to 75c. per doz.; onions, seed, 10c. per doz. bunches; lettuce, 20 to 30c. doz. bunches; radishes, 15 to 25c. doz. bunches; cabbage, new, per doz., 30 to 50c.; parsley, 10 to 15c. doz. bunches; cucumbers, short, 25 to 40c. per doz.; green peas, small, 50 to 75c.; large, 75c. to \$1 per bag; Canadian butter beans, 50 to 75c. per bushel; beets, 10 to 15c. per doz.; carrots, 10 to 15c. per doz.

PROVISIONS

There is a brisk demand for everything in the smoked meat line. The price of hogs has advanced from \$6.75 to \$7 to \$7.10 to \$7.50. This makes the feeling regarding prices of all goods very strong.

FISH.

The demand for all fresh fish is good, but whitefish and trout are the only ones arriving in any quantity. We quote as follows: Fresh salmon trout, 6½c.; fresh whitefish, 6 to 6½c.; steak trout, 7c.; fresh pike, 5c. per lb.; fresh perch, 4c. per lb.; fresh black bass, 8c. per lb.; fresh herring, 3½c. 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.; 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—Samples of the new Ontario winter wheat, now coming in, indicate that this grain is likely to be much superior to last year's growth. No sprouted wheat, whatever, is reported, and the body of the grain is so hard and firm that much better results are expected from millings of Ontario wheat this year. Prices are a little easier, however, in sympathy with declines in the larger centres. We quote on cars outside: Wheat, red winter, 70 to 72c.; white winter, 69 to 71c.; goose, 69 to 71c. There is not much activity noted on the street market. We quote: Wheat, white, 74c.; red, 78c.; goose, 74c.; peas, 55c.; oats, 30 to 32c. No. 1 hard Manitoba wheat is steady at 98c., Sarnia freights.

FLOUR—Manitoba flour continues unchanged. Ontario grades have declined 10c. We quote as follows: Manitoba patents, \$5.25; Manitoba strong bakers', \$4.85; Ontario patents, \$4.40 to \$4.50; straight roller, \$3.70 to \$3.80, Toronto freights.

BREAKFAST FOODS—Rolled wheat has declined 25c., and cornmeal has advanced 10c. Otherwise prices are unchanged. We quote: Standard oatmeal and rolled oats, \$3.90 in bags and \$4.00 in bbls.; rolled wheat, \$2.75 in 100-lb. bbls.; cornmeal, \$2.60; split peas, \$3.50; pot barley, \$3.50.

SALT.

Prices unchanged. Business continues brisk. 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.

SEEDS.

A few samples of alsike clover seed are now arriving, the majority of them being of fine quality. There is such a wide variation in the reports of the yield that it is difficult to give the figures likely to hold good this season. At present, however, the feeling seems to be that \$3.50 to \$4 is about the right figure for choice to fancy lots.

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

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.

Fruit—Fruit

Do we supply your trade with Fresh Fruit? If not—why?

Ask for our weekly price list.

Clemes Bros. - Toronto

HIDES, SKINS AND WOOL.

HIDES—The market is dull. Prices are unchanged. We quote: No. 1, 9c.; No. 2, 8c.; No. 3, 7c.; cured, 9½ to 10c.

CALFSKINS—There is little movement to note. We quote nominally: No. 1 veal, 8 lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—Nominal. Shearlings and lambskins are quoted at 40c.

WOOL—There is nothing doing, with prices unaltered. Unwashed is quoted at 10 to 11c. and fleece at 16c.

MARKET NOTES.

All sugars have been advanced 1-16c. per lb.

Corn is on the market at 10 to 12½c. per dozen.

Cauliflower is now on sale at 75c. to \$1 per dozen.

Dressed hogs have advanced 50c. per cwt. this week.

Cream of tartar is cabled equal to ½c. per lb. dearer.

Muskmelons are on the market at \$2.10 to \$2.25 per case.

The fig crop will be about 50 per cent. smaller than last year.

Lawton berries are now coming in. They sell at 5 to 7c. per basket.

Cornmeal has advanced 10c., and rolled wheat has declined 25c. this week.

Potatoes have declined 10c. per bush., and are now selling at 60 to 70c. per bush.

The alsike clover seed market opened this week at \$3.50 to \$4 for choice to fancy seed. The samples so far shown have been excellent.

Samples of new Ontario wheat now coming are reported to be exceedingly good. Prices are 1 to 2c. easier, in sympathy with British and United States markets.

California pears were sold at auction on Wednesday, this week, at \$2.25 to \$2.50 for 50-lb. carriers; California plums at \$1.50 to \$1.85 for 4-basket carriers; California peaches at \$1.05 to \$1.30 for 20-lb. carriers.

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.

Wholesale Dealers
WINNIPEG, MAN.
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

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

QUEBEC MARKETS.

MONTREAL, July 28, 1898.
GROCERIES.

THERE has been no particular activity in general groceries as regards the actual movement, but there are many interesting features. Refined sugar is perhaps the single exception, as the refiners note a brisk movement in it, while prices all round have advanced 1-16c. per lb. Syrups and molasses furnish nothing noteworthy. Canned vegetables are firmer for new pack for future delivery, some canners asking 15c. advance on tomatoes, while others have withdrawn quotations entirely. In spices, pepper is cabled much firmer, while the strong feeling on Japan teas is more marked, if anything, though buyers are as reluctant as ever about acknowledging the fact. Dried fruits, etc., are without feature, and green fruit has been favorably affected by the warm weather.

SUGAR.

A firmer tendency has been developed in sugar since last report, and prices are 1-16c. higher than they were a week ago. Demand at the refineries, both from local and western buyers, has shown decided improvement, and a large volume of business has been transacted. In raws, a decline was recorded in beet at London toward the close of last week, but since then values have ruled steady, the market exhibiting an improved tendency at 9s. 3d. for July and 9s. 3¼d. for August. Cane was steady on the same market, but with little doing, at 11s. 7½d. for Java and 10s. 6d. for fair refining. At New York raw was firm; fair refining, 3½c.; centrifugal, 96 test, 4½c. There was no change in refined on that market. At the Montreal refineries prices now are: 4½c. for standard granulated, 4¼c. for Dutch and 3 9-16 to 4 1-16c. for yellows, as to quality.

SYRUPS.

Business in syrup continues quiet, and the market is entirely without feature, at 2½c. per pound.

MOLASSES.

There is little doing in molasses, either in cargo lots or otherwise, as buyers are not disposed to operate. Offers of New Orleans stock have been made, and car lots have sold at 20c., but buyers do not appear anxious to handle the goods. Car lots of Barbadoes are held firm at 30c. and single puncheons 30c. Some advices from the islands are dwelt upon specially elsewhere, but are not expected to materially affect prices here.

CANNED GOODS.

Canned goods have attracted a lot of attention during the week owing to the firm feeling exhibited on supplies of new pack

vegetables for future delivery. Wholesale grocers have been free enquirers for these goods, but their views of the value and those of packers do not coincide, so that business has been restricted. However, we understand that contracts for 4,000 cases of tomatoes have been closed at 65c. per doz., and this, as matters look at present, is a decided bargain, as packers have twice advanced their prices during the past ten days, now asking from 75 to 80c. per doz., which is from 5 to 10c. over what they asked last season. Business in 1897 pack is reported 95c. for tomatoes in round lots, corn 75c. and peas 70c. In salmon, some contracts in new pack have been closed lately, among them 1,000 cases "Clover Leaf" at \$3.65 per case f.o.b. Coast.

COFFEE.

The market continues dull. Some sales of Maracaibo are reported at 10 to 15½c., Santos at 8 to 11c., and Rio at 7 to 10c., for straight invoice lots.

SPICES.

Strong cables on pepper, from London, quoting an advance of ¼ to ⅜d., have been the leading feature of the spice market. Demand on spot, also, for the same spice has been rather brisk, and contracts for fair-sized lots for future delivery have been closed at 4 3 16d. for black Penang, 7 ⅝d. for white, and 4 ¾d. for black Singapore and 8 ⅝d. for white.

RICE.

There is a moderate demand for rice, and prices are steady, as last quoted.

TEAS.

The tea market remains very firm, especially on Japan stock, but business is light because buyers have not yet made up their minds to pay the advance asked. That they will have to do so seems certain, as many of them are short for future delivery, and it is just as probable that they will lose more money by holding off than if they placed their orders now. For common Japans 12½c. has been refused, sellers asking 13½c., and these low grades are the goods in which the greatest scarcity is reported.

NUTS.

There has been no change in nuts.

DRIED FRUIT.

No news is reported in this line, and nothing is expected for a week or so yet.

DRIED APPLES.

Dried and evaporated apples remain as last quoted, with little or no business to report.

GREEN FRUIT.

The warm weather has increased the trade in green fruit to a large extent this week. Lemons have met a brisk demand, but

EDWARD HARRIS & CO.,
PHENIX SPICE MILLS, LIVERPOOL, ENG.

Telegraphic Address: "Speedwell, Liverpool."
Telephone, No. 3729.

Grinders of Pepper, Spices, and Condiments of every description. Ginger Bleachers, etc.
Packers for Canadian markets. Samples and Quotations on application. Correspondence invited.

New Dominion
MATCHES

Good Matches
Fair Price

Manufactured by

HARDY & DUBORD, MASTAI.

Montreal Agents . . .

AUSTIN & LEFEBVRE

317 St. Paul Street.

MAPLE LEAF

Salmon

is the best packed
in Canada.

... Sold by all Grocers...

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. Montrea

General Agents for the Dominion

We Are Sellers

—OF—

GEM JARS

AT SPECIALLY CLOSE PRICES

Write us for Particulars.

THE EBY, BLAIN CO. LIMITED

WHOLESALE IMPORTING AND
MANUFACTURING GROCERS

TORONTO



prices are unchanged. Receipts of bananas have been quite plentiful, and they have declined 50c. per bunch as a result. Oranges met a fair sale at steady prices. Tomatoes have been a heavy receipt, and prices are easy. California fruits of all sorts have been in abundant supply, while prices exhibit little change. Raspberries are rather firmer, as supplies are diminishing.

COUNTRY PRODUCE.

EGGS—The market is again higher than it was. The demand for choice stock continues fair and business is up to the average for the season, at steady prices. We quote: Selected new laid, 12 to 13c.; No. 1 candled stock, 10½ to 11c.; P.E.I., 9½ to 10c.; and culls at 8½ to 9c. per doz.

BEANS—There was no change in beans, sales being slow at 90 to 95c. for primes, and at 95c. to \$1 for choice, hand-picked per bushel.

HONEY—The demand for honey is still very limited. 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—Maple product continues very quiet, and prices are nominal. We quote: Syrup in wood, 4½ to 4¾c. per lb., and in tins, 45 to 50c., as to size. Sugar, 6 to 6¼c. per lb.

PROVISIONS.

The demand for hams and bacon continues good, and the market is fairly active. In lard a fair trade is reported, but pork is dull. We quote: Canadian pork, \$16 to \$16.50 per barrel; pure Canadian lard, in pails, at 8¼c. to 8½c.; and compound refined at 5½c. per lb.; hams, 10½c. to 11½c.; and bacon, 11½ to 12c. per lb.

FLOUR, GRAIN, ETC.

There was rather more enquiry for coarse grains to-day, and a moderate amount of business was done. The undertone to the market was steady, and prices show no change, oats being quoted at 31¼c. afloat and peas at 64c. afloat.

A better demand was experienced for flour to-day, from both local and country buyers and a fair business was done at steady prices. There was also considerable enquiry from foreign buyers for Manitoba grades, but no actual business was done. We quote: Winter wheat patents, \$5.25 to \$5.40; straight rollers, \$4.75 to \$5; bags, \$2.10 to \$2.25; Manitoba patents, \$5.30, and strong bakers', \$4.90.

Ontario bran and shorts have shown distinct firmness since last report, advancing 75c. for the former, and \$2 for the latter.

We quote: Ontario winter wheat bran, \$12; shorts, \$15 per ton in bulk; Manitoba bran, \$12; shorts, \$14, and moullie, \$16 per ton, including bags.

The supply of baled hay is still far in excess of the requirements, and, in consequence, the tone of the market is weak and prices are lower. The demand is limited and trade slow. We quote: Shipping hay, \$4 to \$5; good to choice, No. 1, \$8 to \$9, and No. 2, at \$5.50 to \$7 per ton, in car lots.

CHEESE AND BUTTER.

Cheese was, if anything, rather easier in its tone, though no quotable change was recorded. At the wharf, on Monday, the offerings of Quebec cheese approximated about 7,000 boxes, and they sold at the same range as the previous week, viz., 7¼ to 7¾c., the outside being the ruling price. There was nothing doing in Ontario makes, and the range was nominal at 7¼ to 7¾c. The public cable was unchanged to-day, and private advices did not afford much encouragement, all of them complaining that prices in Canada were too high.

Butter was without change, demand ruling dull. Exporters are not in the market to any great extent, for the reason that they cannot get the goods they want at 16c.,

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

which is all they are prepared to pay. Holders want 16¼c., and are disinclined to accept less, so that business is restricted.

Receipts of cheese to date, since May 1, have been 725,583 boxes, against 854,367 for the same period last year. Deducting exports of 560,152 boxes from this, should leave a stock in Montreal of about 165,400 boxes. At the same time last year, the difference between receipts and exports was 137,327 boxes, the figures being: Receipts, 854,367, and exports, 717,040.

MONTREAL NOTES.

New laid eggs have advanced 1½ to 2c. per doz.

Ontario bran is 75c. and shorts is \$2 dearer than last week.

Heavy receipts of bananas have caused a decline of 50c. per bunch on the week.

Cables from London quote pepper firm at an advance of ¼d. to ⅜d. on eight days ago.

There has been an advance of 1-16c. in the price of all refined sugars at the local refineries.

Packers of vegetables are asking an advance of 15c. on tomatoes and some refuse to quote at all.

Some lower offers have been received on Barbadoes molasses from the Islands, but

there is no specification as to the grade of the goods.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,
ST. JOHN, N.B., July 26, 1898.

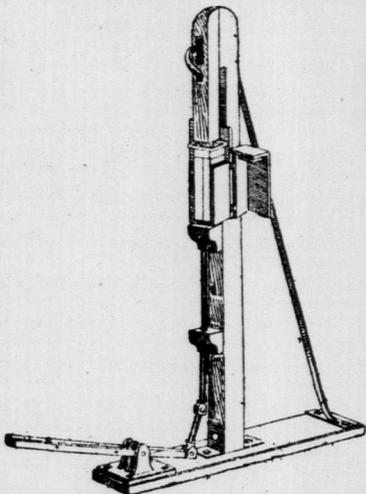
BUSINESS during July has been rather better, in fact, some say they have had a better month than any previous one this year. Prices, however, are low, and in many cases markets seem uncertain and so lack life. The firmer feeling in canned goods has created some interest. There is beginning to be considerable interest expressed in the likely outcome of the war. When it is remembered the large quantity of goods shipped from these Provinces to the Spanish West Indies, this is not to be wondered at. It is said Nova Scotia ships over \$1,000,000 worth of fish alone annually. In spice there is little change; pepper is stronger; cream of tartar keeps firm.

OIL.—The feeling in burning oil favors higher prices. Already in the west there has been an advance. There is no doubt both American and Canadian will be affected. At present, trade is very quiet. This is also true of lubricating oils. The fact that our sawmills did not begin sawing till late in the season has affected the de-

mand. Cod oil continues high and scarce.

SALT.—There have been no arrivals of Liverpool salt this week, nor are any expected for some little time. There is, however, some afloat for here. There is but a fair sale for this season. Stocks ample. While there is some demand for rock or mineral salt, it is light. In Canadian salt, there is at this season a particularly good sale for butter and cheese salt. We quote as follows: Liverpool coarse, 45 to 48c.; English factory-filled, 90c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 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.—The feeling regarding new goods is still unsettled. Very few canners are offering corn and tomatoes, which are backward, the latter particularly. And the canners report peas a short pack as compared with last year. They predict higher prices later. A few thousand cases have been placed here, but nothing has been done during the week. Our local packers, who, particularly in corn, are able to compete with the western concerns, are beginning to look after their trade. Salmon is in fair demand, but our market is better



Armeda Tea Packer and Simplex Mixer

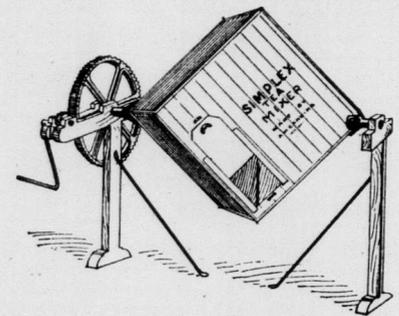
Now in actual use in Toronto, Hamilton, London, Brantford, Ottawa, Montreal, Halifax, St. John, Winnipeg, Victoria, B.C., and other leading cities in the Dominion.

Last week's enquiries were from Fort William, Nelson, B.C., Vancouver, B.C., London, Ont., and Truro, N.S.,

The best recommend we can give, is, we have yet to hear the first complaint. The machine is easy to operate and turns out a perfect package.

Write for Prices.

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



COTTAM BIRD SEED and Bird Bread, manufactured under six patents. Reliable standard goods; nothing to approach them for popularity and value. All wholesalers.

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)

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.



SHORT ROLLS

This line of Bacon is sugar cured exactly as the celebrated "Star Brand" Hams are cured. They are boneless and as easy to cut as a roll of butter. They are the cheapest goods on the market.

F. W. FEARMAN

Pork Packer HAMILTON

Georgia Water Melons and Bananas

arriving in car lots. Quality first-class. Prices low. Tomatoes, Cucumbers, Cabbage, New Potatoes, etc.

QUICK DESPATCH :-

Order given 5 o'clock p.m. Monday.

Goods delivered in Streetsville Tuesday morning.

MR. R. GRAYDON writes: "Goods came to hand this a.m. Thank you for extraordinary promptness. That's what I call rapid transit, and beats the record. Again thanks."

We are "hustling" just now.

BALFOUR & CO.

Hamilton

FANCY

MOUNT ROYAL MILLS

INDIA BRIGHT
JAVA
ROYAL
JAPAN GLACE
POLISHED
IMPERIAL SEETA
IMPERIAL GLACE

D. W. ROSS CO.
Agents

RICES

THE MOST NUTRITIOUS COCOA.

EPPE'S

GRATEFUL—COMFORTING

COCOA

In labelled Tins. 14 lb Boxes.

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

SEASONABLE GOODS . . .

Butter Tubs
Butter Plates
Fruit Jars
Rubber Jar Rings

We have them.

WALTER WOODS & CO.
HAMILTON

HUGH WALKER & SON

Wholesale Fruit and Commission Merchants

78 Wyndham St., - GUELPH, ONT.

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

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

THE BEST VALUE

in the market to-day is our smoked

SHOULDER HAMS and BACKS

Special prices for barrel lots.

Rolls, Hams, etc., at right prices. All "Maple Leaf" Brand.

D. GUNN, BROTHERS & CO.

Pork Packers

TORONTO, ONT.

CALIFORNIA

Peaches, Pears, Plums, Apricots and Cherries, arriving twice a week per fast express. Domestic Fruit of every description arriving with every train.

supplied than usual at this season. Lobsters are scarce. More sardines will be packed in our Province this season than usual, and it is said there will be a good market. Local packers are finding ready sales for their kippered herring in oval tins, same style as the English. There is a good sale at this season for meats. Local-packed bacon has about driven the United States product out of the market.

GREEN FRUIT—There is large business now being done. Berries are somewhat in the background, strawberries being about over. Raspberries are being received freely, but there is only a small business in this fruit compared with strawberries. There are large quantities of wild raspberries shipped in bulk in kegs to the United States market for manufacturing purposes. Large quantities of blueberries are also moving. California oranges continue to hold the orange market. There is a fair sale at full prices. Little change is expected. In lemons, the best grade now offered are Maivre which are of splendid quality. The price keeps high. Bananas continue to move in large quantities, but peaches, pears and plums from California are being more largely sold than ever. The peaches seem better this year than usual. Nova Scotia cherries are coming in quite freely, though hardly as many as were expected. Prices will rule lower next week. A few green apples are seen.

DRIED FRUIT—Dealers this week ordered a few Valencia raisins for early shipment. Spot goods move slowly. In currants, rather lower prices rule. Opening prices for California may be quoted now at any time. This is rapidly becoming the popular fruit here. Dried and evaporated fruits are very slow. Dried apples are fast going out of use. Dealers find it difficult to move even the light stocks here. Onions show no change in price, Egyptian are rather giving place to Malts, and they will soon give place to American.

SUGARS—There is a rather better business. The market, however, shows little change, though there is an upward tendency. Granulated continues to be sold most freely and the different grades offered make exact values hard to keep track of.

MOLASSES—During the last week market cannot be recorded as gaining strength. While stocks are not large, there is a light sale, and an uncertainty about future offerings that tends to make buyers offish.

PRODUCE—Stocks of butter continue large, and the feeling is weak. For best grades there is a fair sale at a fair price, but off grades are very slow. In cheese the feeling is stronger, but there is no change of price here. Market is dull. In fact, trade is limited here, there being no regular outlet

for surplus. If the manufacture continues as it has been so far, the output in this Province will be very large this year. Eggs are dull. The quality continues to be more a matter for consideration. In past years few eggs have been pickled here, but one house this year has put down a large quantity, and the result is watched with interest.

FISH—There is a fair business. Quite a few fall shad are now being taken, and some are very large and fat. Fresh salmon are scarce, but the price is, as is usual at the end of the season, quite low. Dry cod show no change, and are likely to hold at present prices. Stocks light. Pickled herring, as for the past few months, show no change, except a few new stocks are offered. They are of nice quality and have a good sale. Alewives show improvement in price, and are moving south, yielding a fair profit to the packers. Dulse is now being freely received. We quote: Large cod, \$3.25 to \$3.30; medium, \$3.10 to \$3.25; pollock, \$1.35 to \$1.40; Grand Manan pickled herring, \$1.45 to \$1.50 per ½-bbl.; smoked herring, 6 to 7c. per box; Canso, pickled \$5 per bbl.; boneless fish, 3 to 3½c.; cod, 6 to 7c.; finnan haddies, 4 to 4½c.; shad, 10 to 12c.; salmon, 15 to 16c.; ½-bbl.; shad, \$4; mackerel, 14 to 20c.

PRODUCE—There continues to be light sale at even prices for barreled pork and beef, though packers are beginning to look after trade with a view to fall business. Smoked meat is very quiet. In lard there is quite a range in packers' prices, but where figures are low there is rather improved buying.

FLOUR, FEED AND MEAL—In flour the chief sale is for Ontario grades, at rather lower prices. Sales are light and unsatisfactory, being largely made at a loss, and it is difficult to meet the idea of buyers. Feed is still scarce and high. Oatmeal is still low, but improved prices are expected. Cornmeal has this week been marked up, but is still low. Beans are dull. Barley is rather easier, but the sale is limited. Peas are scarce and high. We quote: Manitoba flour, \$5.65 to \$5.70; best Ontario, \$4.75 to \$4.80; medium, \$4.55 to \$4.75; oatmeal, \$3.90 to \$4; cornmeal, \$2.10; middlings, \$20 to \$21; bran, \$17 to \$18; oats, 40 to 42c.; hand-picked beans, \$1 to \$1.10; prime, 90 to 95c.; yellow eye 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. to \$9; 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.

Mr. Isaac Northrup is back from his trip to Great Britain.

Bowman & Angevine, who act as agents

for W. Bailey & Co., broom manufacturers, Kingston, Ont., have secured the contract for supplying the C.P. Railway with brooms for the coming year.

Baird & Peters have added "Maypole" soap to their stock.

H. L. Macklin, who has a tea store in Fredericton, will move his business to St. John.

J. Lockhart Watt, of Watt & Scott, Toronto, with Mr. E. T. Sturdee, local representative, called on the wholesale trade last week.

Fawcett's flour mill, Moncton, has been enlarged to a capacity of 400 barrels. The quantity of wheat and barley grown in this Province this year is much ahead of any previous year.

The St. Croix Soap Co. will give a bicycle to the holder of the lucky coupon attending the grocers' picnic. The local wholesale trade have donated very handsome prizes for the sports.

Thos. Gorman received this week four tons Grand Manan dulse. This is the best that comes to the market. One of the best outside points to which shipments are made is Philadelphia.

St. John and Halifax are interested in what will be the result should Porto Rico and Cuba become part of the United States. Halifax has a very large trade, particularly in fish, with these islands, the export to Porto Rico being very large. It is feared, if these places become part of the United States, that duties will be so arranged as to give the fish market to the American fisherman. Halifax merchants mourn the loss of the steamer Newfoundland, loaded with provisions from that port, captured while trying to run the blockade.

THE PREFERENTIAL TARIFF.

Hon. Wm. Paterson has issued a circular entitled "Memorandum of Information and Instruction Respecting the British Preferential Tariff." The following is the certificate:

I—, the exporter of the articles in this invoice have the means of knowing, and do hereby certify, that said invoice being from myself to —, and amounting to —, is true and correct; that all the articles included in the said invoice are bona fide the produce or manufacture of one or more of the following countries, viz., —; and that a substantial portion of the labor of one or more of such countries have entered into the production of every manufactured article included in said invoice to the extent in each article of not less than one-fourth of the value of such articles, in its present condition ready for export to Canada.

LOBSTER FISHING AT EAST POINT.

A Charlottetown, P.E.I., paper says: "The lobster factories in the eastern part of the Island, are going to make a fair season after all. The poor fishing of May and June is being made up by the good fishing of July. Had the fishermen an extension of time, they would do as well as any year. As it is, the season's work will be very satisfactory. There is surely money in the business; if not for the fishermen, certainly for the packer."



Pickles.

Please your customers by saving them work, worry, and cooking—do all this easily by selling them Heinz's Baked Beans with Tomato Sauce.

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. Eckardt & Co., Toronto.
 Hudon, Hebert & Cie., Montreal.

MEDALS--
 PARIS
 CHICAGO
 ANTWERP
 ATLANTA, Etc.

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



Condensed Milk

during summer months is the most convenient article for camp, excursions, picnics, etc.

We have in stock the "**OWL BRAND**"

which we can sell at very low figure and would give you good profit.

Barbadoes Molasses

NEW CROP.

Part of our order just arrived in port.

HAVE YOU TRIED US for new crop
JAPAN TEAS?

We have a nice assortment and can quote low prices.

Laporte, Martin & Cie.,

Wholesale Grocers,

... MONTREAL

MANITOBA MARKETS.

WINNIPEG, July 25, 1898.

BUSINESS throughout the city and Province is very fair in all lines. Portage la Prairie, Brandon and Carberry (taken in the order of their dates) each held their annual fairs last week, and all have been successful. The weather has been perfect and the attendance large in each case. Indeed, Brandon exhibition almost bids fair to be a rival of the Winnipeg Industrial. In the grain and vegetable classes and in horses, better exhibits were made at Brandon than at Winnipeg. Preparations are going forward for the annual outing of the Caterers' Association. This includes all dealers in eatable products in the city, and is usually one of the most largely attended excursions of the season. There is a tendency on the part of the committee to favor Rat Portage, but this presents many objections. The caterers' day has been looked upon primarily as a family affair, and this distance is too great to take children with any degree of comfort for the children or their parents, so it is hoped that wiser counsels will prevail.

Advices from Vancouver indicate that salmon packers are very much discouraged by the run of fish so far. The season has been open three weeks, and it is thought not more than half a pack will be obtained. This will, of course, affect prices here, but has not done so yet.

CURED MEATS—This market has fluctuated considerably, one day being an 1/8 higher and the next lower, but practically to-day it is the same as last week, though some firms are selling an 1/8 of a cent higher all round.

CEREALS.—Have shown the same tendency to fluctuate, but finished on Friday strong with an advance of 5c. per sack. This is \$1.85 for rolled oats and \$1.90 for standard and granulated. Beans remain firm with a good demand at \$1.30.

COFFEE—Market continues slow and quiet. Rios, No. 5, 10 to 10 1/2. Few sales reported.

SUGAR—This market is a conundrum. Prices are very firm, but, on the other hand, brokers seem particularly eager to make sales. In view of the preserving season now on, it would not seem likely for there to be a decline in price; yet other things seem rather to point that way. Granulated, 5 1/2c.; bright yellows, 4 3/4c.

RICE—Some Japan has arrived, but the market is still scanty in both Japan and Rangoon. Limited quantities of China rice are on hand, but the price is high.

CANNED GOODS—Advices as to drought in Ontario point to raspberries being a

shorter pack and higher in price than at first anticipated. Strawberries are offering freely, and packers seem anxious to sell futures in corn, peas and tomatoes. Prospects point to reasonable prices in these goods, but it is too early to give anything like an assured price, as no one can tell how the crop will turn out, and the same can be said of all canned fruits. Fair quotations for present market here are \$3 to \$3.10 for strawberries, \$2.50 for raspberries, \$1.85 for peas, and \$1.95 for corn.

EVAPORATED FRUITS—This market is without change. Old stocks are in such good condition that it is not likely that the arrival of new goods will lower the price, particularly as apricots are a short crop.

TEAS—New Chinas, though in transit, have not yet come to hand. Advices from Chinese agents state the crop is much lighter than last year.

BUTTER—Owing to the high prices being paid during the past three weeks by country merchants the supply of dairy butter has materially increased. There is a rather wide difference between the quotations of the large dealers here, prices given running all the way from 10 to 12c. It is doubtful if anything can now be bought which is worth having under 11 to 11 1/2c. Creamery makers are holding for higher prices. Whether this is wise is a difficult question to solve. The price offered is 16c. factories with a shade over, say 16 1/4 to 16 1/2c., for choice lots in small quantities. There is no doubt that all butter bought for anything over 16c. is bought for speculation, as nothing in the outside market, east or west, warrants a higher price. Latest advices from Vancouver declare the market dull and slow at 16 1/2 to 17 1/2c.

CHEESE—There is a desire to hold this product also for higher figures, though the price paid is a fair one for the season, being 7 to 7 1/2c. point of shipment. The cheese is improving in quality.

GREEN FRUIT—Market is again well supplied in all lines. Blueberries are arriving freely from Eagle River and Rat Portage. The quality is fine, and the crop so far abundant. Price, 6 1/2 to 7c. per lb. for 20-lb. cases. Watermelons are down to \$4 per dozen. Lemons maintain the last week's advance to \$6, but have not gone higher. Plums, pears, peaches and apricots are plentiful, but show no drop in prices at present.

PURE GOLD CATALOGUE.

The Pure Gold Manufacturing Co., Limited, has in course of preparation a new catalogue of their goods. It will be an elaborate affair, the aim being to make it excel anything of the kind which has hitherto been attempted in Canada.

BAD ROADS AND SMUGGLING.

EHENNESSY, of E. Hennessy & Co., general merchants, Chatham, Ont., was in Toronto on business a few days this week, and gave THE CANADIAN GROCER a call. In answer to a question regarding business in Chatham, Mr. Hennessy replied: "Business has been decidedly poor; not more than half what it usually is. The causes are, to a large degree, local, but I presume other towns may be affected to a smaller extent by them. The chief reason is bad roads. Chatham is situated in one of the finest farming districts in Canada, but its roads are, at times, the worst in Canada, and the floods in the early spring made them the worst they had been for years. These bad roads have had the effect of limiting the area of the surrounding country that depends on Chatham for supplies. The farmers and others at any distance have two alternatives: To buy their goods at one of the many village stores, or take a trip to Detroit, lay in a good supply, and smuggle their purchases over the border.

"The low rates to Detroit, 80c. return fare by train, and 40c. return by boat, have largely increased the amount of smuggling done."

Mr. Hennessy thought it possible that the move of the Government in placing special officers along the border to prevent smuggling might be a good one. "But," said he, "the decrease in smuggling, due to their advent, is hardly noticeable yet."

"As Chatham has," Mr. Hennessy continued, "no large manufacturing establishments there is not a great deal of impulse to trade from within, so it is natural that with such deterring influences as bad roads and cheap fares to a city like Detroit, business should languish somewhat."

Mr. Hennessy is hopeful, however, that the fall trade will show much improvement over the spring and summer trade.

CURRANTS IN LIVERPOOL.

An English paper, referring to the currant trade in Liverpool, says: "A moderate business has been done in currants of all grades, but the finer growths continue to receive the most attention. A few sales of common fruit were made at slight concessions where holders have been anxious to clear their remaining stocks. The country demand continues to be of an average character, although inquiries tend to strengthen the conviction that the stocks held by grocers are very light. There is a marked absence in fruit suitable for confectionery purposes."

CURRENT MARKET QUOTATIONS

July 25, 1898.

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

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

SUGAR

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Granulated (Redpath, St. Lawrence).....	4 5-16	4 7-16	4 1/2	5 1/4
Granulated, Acadia.....	4 5-16	4 7-16	4 1/2	5 1/4
German (Canadian) bbbls.....	4 3-16	4 1/2	4 1/2	5 1/4
Dutch, bags.....	4 3-16	4 1/2	4 1/2	5 1/4
Paris lump, bbbls, and 100-lb. bxs in 50-lb. boxes.....	5 9-16	5 13-16	5 3/4	6
Extra Ground Iceing, bbbls.....	5 11-16	5 15-16	5 3/4	6
Powdered, bbbls.....	4 15-16	5 7-16	5 1/4	6
Cream.....	3 15-16	4 3-16	4	5
Extra bright.....	3 13-16	4 1-16	3 3/4	4
Bright coffee.....	4	4	3 3/4	4
No. 3 yellow.....	4 1-16	3 15-16	3 3/4	4 3/4
No. 2 yellow.....	3 11-16	3 11-16	3 3/4	4 3/4
Demerara.....	3.50	3.75		
Imported yellow.....	3 11-16			

SYRUPS AND MOLASSES

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Syrups—				
Dark.....	2 23	2 27		
Medium.....	2 30	2 32		
Bright.....	2 35	2 37		
Honey.....		1 00		
25-lb. pails.....		1 40		
38-lb. pails.....		1 40		
Molasses—				
New Orleans.....	31	27	26	28
Barbadoes.....	31	27	28	29
Porto Rico.....	23	25	28	34
Antigua.....	22	23	25	28
St. Croix.....			27	28

TEAS

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Black—				
Congou—Half-chests Kaisow, Morning, Paking.....	\$0 12 \$0 60	\$0 12 \$0 60	11	40
Cuddies Paking, Kaisow.....	14	40	18	50
Indian—Darjeelings.....	35	55	35	55
Assam Pekoes.....	20	40	20	40
Pekoe Souchong.....	8	25	18	25
Ceylon—Broken Pekoes.....	35	42	35	42
Pekoes.....	20	30	20	30
Pekoe Souchong.....	17	35	17	35
China Greens—				
Gunpowder Cases, extra firsts.....	42	50	42	50
Half-chests, ordinary firsts.....	22	28	22	28
Young Hyson—Cases, sifted, extra firsts.....	42	50	42	50
Cases, small leaf, firsts.....	35	40	35	40
Half-chests, ordinary firsts.....	22	28	22	28
Half-chests, seconds.....	17	19	17	19
Thirds.....	15	17	15	17
Common.....	13	14	13	14
Ping Sueys—				
Young Hyson 1/2-chests, firsts.....	28	32	28	32
seconds.....	16	19	16	19
Half-boxes, firsts.....	28	32	28	32
seconds.....	16	19	16	19
Japan—				
1/2-chests, finest May pickings.....	38	40	38	40
Choice.....	32	36	32	36
Finest.....	28	30	28	30
Fine.....	25	27	25	27
Good medium.....	22	24	22	24
Medium.....	19	20	19	20
Good common.....	16	18	16	18
Common.....	13	15	13 1/2	15
Nagasaki, 1/2-chests Pekoe.....	16	22	16	22
Oolong.....	14	15	14	15
Gunpowder.....	16	19	16	19
Siftings.....	7 1/2	11	7 1/2	11

WOODENWARE

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Pails, 2-hoop, clear, No. 1.....		\$1 45	\$1 45	\$1 50
3-hoop, " ".....		1 60	1 60	1 60
2-hoop, " No. 2.....		1 40	1 40	1 40
3-hoop, " ".....		1 55	1 55	1 55
3-hoop, painted, No. 2.....		1 40	1 40	1 40
Tubs, No. 0.....		8 00	8 00	9 50
" " 1.....		6 50	6 50	8 50
" " 2.....		5 50	5 50	6 50
" " 3.....		4 50	4 50	5 50

BUTTER AND CHEESE

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Dairy, large rolls, per lb.....	15	12	12 1/2	10
" pound prints.....	14	11	11 1/2	10
" tubs, best.....	12 1/2	13	14	15
" tubs, second grade.....	10 1/2	11 1/2	10	14
Creamery, tubs.....	16 1/4	16 1/2	17	18
" prints.....	19	18 1/2	19	19
Cheese.....	6 1/2	7	8 1/4	8

PROVISIONS

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Dry Salted Meats—				
Long clear bacon.....	7 1/2	8	8 1/4	9
Smoked Meats—				
Breakfast bacon.....	12	11 1/2	12	12 1/2
Rolls.....	9	8 3/4	9	10
Hams.....	10 1/2	11 1/2	10	11 1/2
Shoulder hams.....	10	8 1/4	8 1/2	9
Bacon.....	11	11 1/2	11	12
Barrel Pork—				
Canadian heavy mess.....	16 50	17 00	16 00	16 50
" short cut.....	16 00	16 50	17 00	16 50
Clear shoulder mess.....			15 00	15 00
Plate beef.....	12 50	18 00	11 00	11 50
Lard, tierces, per lb.....		8 1/4	7 1/2	8
Tubs.....		8 1/2	8	8 1/4
Pails.....	8 3/4	9 3/4	8 3/4	8 1/2
Compound, Pails.....	1 15	1 40	6 1/2	7
Shortening, in 60-lb. tubs.....		6 25	7 00	7 50
Dressed hogs, light.....		6 25	7 00	7 50

GREEN FRUITS

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Oranges, Cal. navels, per crate.....	2 00	3 00		
California seedlings.....			3 50	4 00
Mediterranean sweets.....	2 50	3 00	3 00	3 25
Lemons, Messina, per box.....	3 00	4 00	4 00	4 75
Bananas, per bunch.....	1 00	1 50	1 50	2 00
Apples, per bbl.....	3 00	4 00		
Gooseberries, per basket.....			50	1 00
Cherries, Canadian, per basket.....	1 00	1 25	75	1 50
Red Currants, per basket.....		40	40	65
Black.....		60	75	85
White Currants, per basket.....		40	35	40
Red raspberries, per quart.....	7	8	5	6
Blackberries.....	8	9	5	6
Lawtonberries, per quart.....			25	40
Canadian Apples, per basket.....			50	75
" Harvest Pears.....			40	50
Blueberries, per basket.....			75	85
Cal. Peaches (20-lb.).....	1 50	1 75	1 40	1 50
" Pears (50-lb.).....	2 50	3 00	2 60	4 00
" Plums (4-basket).....	1 75	2 00	1 50	2 50
Watermelons, each.....	20	25	16	28
Tomatoes, Can., per basket.....	75	1 00	60	75
Onions, Egyptian, per sack.....	2 25	2 50	2 75	2 50

NUTS

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Brazil.....	12	13	12 1/2	14
Valencia shelled almonds.....	25	27	22	24
Tarragona almonds.....	10 1/2	11 1/2	10	11
Peanuts (roasted).....	6 1/2	9	7	10
" (green).....	5 1/2	8		9
Cocoanuts, per sack.....			4 00	3 50
" per doz.....			60	60
Grenoble walnuts.....	10 1/2	12	10 1/2	12
Marbot walnuts.....	8	9	9	10
Bordeaux walnuts.....	8	9	8	9
Sicily filberts.....	8	9	8	9
Naples filberts.....	10	11	10	11
Pecans.....	8 1/2	12	8	11

SPICES

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Pepper, black, ground, in kegs.....	12	15	12	14
" in 5-lb. cans.....	15	16	14	15
" whole.....	11	13	11	13
Pepper, white, ground, in kegs.....	20	26	18	24
" in 5-lb. cans.....	20	22	20	26
" whole.....	17	25	17	24
Ginger, Jamaica.....	20	25	18	25
Cloves.....	15	20	14	20
Pure mixed spice.....	25	30	25	30
Cassia.....	25	40	20	40
Cream tartar, French.....	25	27	24	25
" best.....	28	30	25	30
Allspice.....	15	17	13	16

PETROLEUM

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Canadian.....	12	12	13 1/2	15
Sarnia water white.....	12	13	15	17
Carbon safety.....	17	17 1/2	17 1/2	19
American water white.....	17	17 1/2	16	19
Pratt's Astral, in bulk.....	18	19	16	

COUNTRY PRODUCE

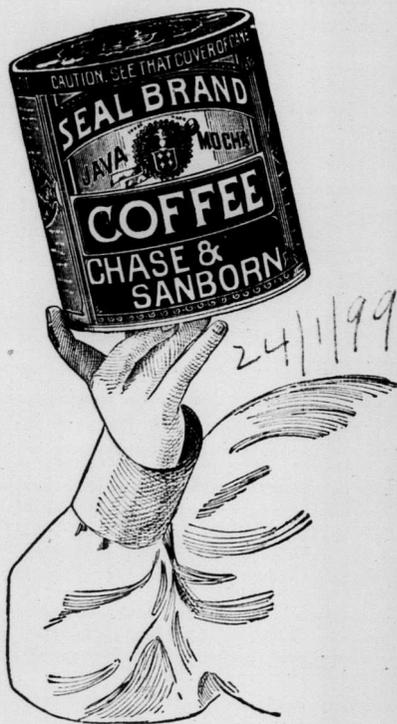
	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Eggs, fresh laid.....	10	10 1/2	11	12
Poultry—chickens, dressed.....	*5	8	50	60
Geese, per lb.....			70	1 00
Ducks, per pair.....	*8 1/2	9	45	50
Turkeys, per lb.....			9	10
Game—Hares, per pair.....			25	30
Honey, comb, per doz.....	1 50	1 75	80	1 25
" light color, 60-lb. tins.....	7	8	5 1/2	6 1/2
" " 5 and 10-lb. tins.....	7	8	6	7
" buckwheat.....	4	5	2	3

RICE, SAGO, TAPIOCA

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Rice—Standard B.....	3 75	3 90	3 3/4	3 62 1/2
Patna, per lb.....	5	5 1/2	6	5
Japan.....	6	6 1/4	6 1/2	6
Imperial Seta.....	5	6	4 3/4	5 1/2
Extra Burmah.....			4 1/4	4 3/4
Java, extra.....	6 1/2	7	6	6 1/2
Sago.....	3 1/2	4	3 1/2	4 1/2
Tapioca.....	4	4 1/2	3 3/4	4 1/2

SODA

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Bi-carb, standard, 100-lb. keg.....	2 25	2 50	2 25	2 50
Sal soda, per bbl.....	70	75	70	80
Sal soda, per keg.....	95	1 00	95	1 00



Caution

We would ask our customers and friends to beware of package coffees put up to imitate our **Famous SEAL BRAND** Coffee in 1 and 2-lb. tins. Our label can be imitated up to a certain point without infringing upon our rights and might deceive the public, but a comparison of the contents will easily prove that **SEAL BRAND** Coffee cannot be imitated.

CHASE & SANBORN

Boston. MONTREAL. Chicago.

FRUITS

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Foreign—				
Currents, Provincials, bbls...	5 3/4	6	5 1/2	6
“ “ 1/2-bbls	5 3/8	6	5 1/8	6
“ Filiatras, bbls	6	6	6 1/2	7
“ “ 1/2-bbls...	6 1/4	6 1/4	6 1/4	7 1/4
“ “ cases	6 1/2	6 1/2	6 1/2	7 1/2
“ “ 1/2-cases	6 3/4	6 3/4	6 3/4	7 3/4
“ Patras, bbls	7	7	7	7
“ “ 1/2-bbls...	6 1/2	6 1/2	6 1/2	7 1/4
“ “ cases	6 1/2	6 1/2	6 1/2	7 1/4
“ “ 1/2-cases	6 3/4	6 3/4	6 3/4	7 3/4
Vostizzas, cases	7	8	8 1/2	8
Dates, boxes	4	6	5	5
Figs, 4-crown	10	12	11	12
“ 5-crown	12	13	13	13
“ 7-crown	13	14	14	14
“ 9-crown	15	16	16	17
“ natural, bags	3 1/2	6	3 1/2	4 1/2
Prunes, Sphinx, B's	7 1/2	8	7 1/2	8
“ “ A's	8 1/2	9	8 1/2	9
“ California, 40's	10	11	10	12
“ “ 50's	8	9	8 1/2	9
“ “ 60's	7 1/2	8	7 1/2	8
“ “ 70's	7	8	7 1/2	8
“ “ 80's	6	7	6 1/2	7
“ “ 90's	5	6	5 1/2	6 1/2
Raisins, Valencia, off stalk	5	5	4 1/2	5
“ Selected	5 1/4	6 1/4	5 1/2	6
“ Layers	6	6	6 1/2	7
“ Sultanas	9 1/2	12	8	9
“ Cal. L.M., 3-crown	7	8	7 1/2	8
“ “ 4-crown	7 1/2	8 1/2	7 3/4	8 1/2
Domestic—				
Apples, dried, per lb	6 1/2	7	6	6
“ evaporated	9	10	9 1/2	10
Cal. Evaporated Fruits—				
Apricots, 50-lb. boxes	9	10	9	9 1/2
“ “ 25-lb. boxes	9	16	9 1/2	15
“ “ cartons	13	14	12	13
“ “ boxes	10	12	9	12
Peaches, 25-lb. boxes	12	13	12	13
“ “ 1-lb. cartons	12	13	12	13

CANNED MEATS

Comp. corn beef, 1-lb. cans	\$1 60	\$2 25	\$1 55	\$1 60	\$1 60	\$1 75	\$3 00	\$3 25
“ “ 2-lb. cans	2 75	4 10	2 80	3 00	3 10	2 75	3 00	
“ “ 4-lb. cans	5 75		5 75					
“ “ 6-lb. cans	9 00	13 00	8 75	9 00	8 75	9 25		
“ “ 14-lb. cans	18 25	28 15	20 00	20 00	21 00			
Mixed callops, 2-lb. can	2 60	2 70	2 60	2 75	2 80			
Lunch tongue, 1-lb. can	3 50	3 75	3 20	3 25	3 35	6 50	7 00	
“ “ 2-lb. can	6 50	7 40	6 75	7 00	5 80	6 00	6 25	6 50
English brawn, 2-lb. can	2 60	2 90	2 75	2 80	2 75	2 80	2 50	2 75
Comp sausage, 1-lb. can	2 40	2 50	2 50	2 50				
“ “ 2-lb. can	4 00	4 25	4 00	4 00				
“ “ 5-lb. can	1 50	2 00	1 50	1 40	1 50			
“ “ 2-lb. can	2 25	3 00	2 20	2 25	2 30			
“ “ 6-lb. can	1 75	1 80	1 80	1 75	1 80			
“ “ 1-lb. can	4 25	3 50	4 50	4 25	4 50			
Sliced smoked beef, 1/2-lb. cans			1 65	1 70				
“ “ 1-lb. cans			2 80	2 95				

COFFEE

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Green—				
Mocha	24	29	23	28
Old Government Java	27	31	22	30
Rio	10	11	7 1/2	12
Plantation Ceylon	29	31	26	30
Porto Rico	24	28	22	25
Gautemala	24	26	22	25
Jamaica	18	22	15	20
Maracabo	13	15	14	20

CANNED GOODS

Apples, 3's	\$ 90	\$1 00	\$0 95	\$1 00	\$1 10	\$2 25	\$2 50
“ gallons	2 40	2 75	2 25	2 50	2 60	2 70	3 50
Blackberries, 2's	1 40	1 70	1 40	1 70	1 50	1 80	3 25
Blueberries, 2's	80	90	75	85	85	95	2 00
Beans, 2's	70	95	70	95	90	95	1 80
Corn, 2's	90	1 00	82 1/2	95	80	85	2 15
Cherries, red, pitted, 2's	2 00	2 35	1 85	2 25	2 30	2 40	4 00
Peas, 2's	90	95	70	80	85	85	2 25
“ sifted select	1 14	1 20	1 25	1 50	1 50	1 20	2 25
“ extra sifted	1 25	1 40	1 30	1 50	1 30	1 50	2 75
Pears, Bartlett, 2's	1 50	1 75	1 50	1 75	1 70	1 80	3 00
“ “ 3's	2 25	2 40	2 00	2 40	2 20	2 40	5 00
Pineapple, 2's	2 10	2 40	2 40	2 50	1 75	2 40	4 50
“ 3's	2 50	2 60	2 50	2 60	2 50	2 60	5 00
Peaches, 2's	1 75	1 90	1 40	1 75	1 75	1 90	3 50
“ 3's	2 50	2 75	2 00	2 40	2 50	2 75	5 50
Plums, green gages, 2's	1 50	1 55	1 30	1 55	1 30	1 60	3 00
“ Lombard	1 30	1 50	1 20	1 50	1 30	1 50	3 50
“ Damson, blue	1 10	1 30	1 00	1 40	1 10	1 30	2 25
Pumpkins, 3's	75	85	70	80	90	1 00	2 50
“ gallon	2 10	2 25	2 10	2 25	2 10	2 25	2 00
Raspberries, 2's	1 50	1 90	1 40	1 50	1 50	1 75	3 00
Strawberries, 2's	1 50	2 00	1 50	1 70	1 65	1 75	3 50
Succotash, 2's	1 10	1 15	1 15	1 10	1 15	1 15	
Tomatoes, 2's	1 20	1 00	1 10	1 10	1 15	1 20	3 20
Lobster, talls	2 50	2 95	2 50	2 50	2 60		11 00
“ 1-lb. flats	2 75	3 00	3 00	1 25	1 30		11 50
“ 1/2-lb. flats			1 60				
Mackerel	1 30	1 35	1 30	1 35	1 10	1 25	
Salmon, sockeye, talls	1 15	1 25	1 15	1 30	1 00	1 20	4 50
“ “ flats	1 30	1 45	1 25	1 30	1 30	1 35	5 00
“ “ Horseshoe	1 20	1 25	1 20	1 25	1 25		
“ “ Clover } talls	1 20	1 25	1 17 1/2	1 20			
“ “ Leaf } flats	1 45	1 32 1/2	1 35				
“ Cohoes	95	1 00	95	1 00	95	1 00	4 25
Sardines, Albert, 1/4's	10 1/4	11	13	14	15		12
“ “ 1/2's	20	21	20	21	20	21	21
“ “ Sportsmen, 1/4's	11 1/2	12	12	12 1/2	12		12 1/2
“ “ 1/2's	19	20	21	20	21		21 1/2
“ “ key opener, 1/4's	10	11	10 1/2	11	16	18	
“ “ 1/2's	16	18	18 1/2	23	10	11	
“ other brands	22	25	16	17	16	17	
“ P. & C., 1/4's	23	25	23	25	23	25	
“ “ 1/2's	33	36	33	36	33	36	
“ American, 1/4's	4	5	4	5	4	5	
“ “ 1/2's	9	11	9	11	10	11	
“ Mustard, 1/4 size, cases							
“ 50 tins, per 100	9 00	11 00	10 00	11 00	10 00	11 00	
Fruit in glass jars							
Haddies			1 10	1 20	1 00	1 10	
Kipper Haddies	1 40	1 50	1 15	1 60	1 10	1 15	1 90
Herring in Tomato Sauce	1 35	1 45	1 20	1 60		2 00	2 00

TRADE IN OTHER COUNTRIES THAN OUR OWN.

COFFEE IN NEW YORK.

THE distributing business in the market for Brazil grades has been moderately active, jobbers generally stating that they have had a slightly better run or orders from the country trade, although the purchases made have been, as a rule, of small lots, as buyers have shown a disposition to keep their takings close to actual requirements. A fairly large business has been transacted in the market for invoices, but at slightly lower prices. The crop movement has continued to run smaller than last year, thus far being about 100,000 bags less, but it is too early in the season for the receipts to play an important part in the situation.—N.Y. Journal of Commerce.

STOCKS OF RICE IN EUROPE.

Mail advices from Bremen show the stocks of rice in hand in Europe as follows: Bremen, 47,600 tons, against 104,200 tons last year; Hamburg, 28,000 tons, against 53,000 tons; England, 15,500 tons, against 39,000 tons, and add that there will very likely be a further decrease for some time to come.

CORN AND PEA PACK IN NEW YORK.

According to the statements of a commission merchant, who has recently visited the packing centres in New York State, the pack of peas and corn will not exceed two-thirds of an average. Recent frosts, following prolonged drouth, has, he said, seriously damaged corn, while the unfavorable weather during the blossom period has had the effect of very materially reducing the crop of peas. One factory, which up to this time last year had canned 10,700 cases of peas, has for the corresponding period this season put up only 4,700 cases. Last year the packers were working day and night, while this year, he says, they find it difficult to put in an ordinary day. His observations led him to believe that there will not be a third of a crop of apples in the State this year.

LIGHT SALMON PACK.

The San Francisco Trade Journal reviews the salmon situation as follows in its issue of July 15: "Advices from Columbia river state that the run of bluebacks has fallen off and the run of steelheads is very light, as is that of chinook. Some of the fishermen look for large runs of steelheads before the season closes, but it is doubtful if they materialize, although there may be an improvement over that of the first two weeks in this month. It is not safe to venture an opinion as yet regarding the run on Puget Sound,

although it is not at all likely it will equal that of 1897, at least this seems to be the opinion of fishermen. From Fraser river our advices state that fishing had not fairly begun up to Wednesday. The Southern Pacific Co. has reduced freights on salmon to New Orleans and New York to 50c. a case. There is a fair business in bluebacks in halves on the basis of 62½c. Talls are dull. The movements in other kinds are slow. Several canners on the Columbia river have sold out their pack of chinooks. It is stated that one or two canners have oversold. The pack of bluebacks on the Columbia river is lighter than expected, as the run cut off too soon. The total pack of the river is said to be below that at the corresponding time in 1897. Everything at present points to a much less pack for the entire Coast than last year."

CALIFORNIA DRIED FRUITS.

In reviewing the dried fruit situation on the Coast for the week ending July 15, The Grocer and Country Merchant, of San Francisco, says: "New apricots are very scarce, and southern stock is now quoted at the range of 8 to 9c. for so-called choice, which, relatively, is very poor in respect of quality. Northern stock is still held above market. There has also been a little business in last year's peaches. The new crops, with the exception of raisins, are generally expected to prove disappointing. Reports as to prunes are contradictory, but those in Napa are said to be turning out small, though in Sonoma they present a better appearance. In San Joaquin the result is bad, and in Santa Clara there is said to be considerable dropping. No future business has yet been done in them to amount to anything. Pears are also said to be turning out small, and to be dropping, at least in some localities. The raisin promise continues excellent, but the combination scheme appears to be hanging fire."

THE CALIFORNIA RAISIN COMBINE.

A private letter from Fresno, Cal., received in New York, said that there was little doubt that the raisin combine would be a success. Already 65 per cent. of the crop has been secured by the combine, the writer said.

TOMATOES UNSETTLED IN NEW YORK.

Tomatoes on the spot are unsettled. In some quarters there is a disposition to shade prices owing to the prospect that the war will soon be ended and that requirements of the Government will shortly cease. In other quarters, however, a confident feeling exists as it is believed that the Porto Rico

campaign now beginning will cause large orders from the Government. There have been sellers of spot tomatoes at 95c. for Marylands, but the quality is said to be not up to the standard.—N. Y. Journal of Commerce.

VALENCIA RAISINS EASIER IN ENGLAND.

The market for Valentias is quiet, and prices are slightly easier. The hope that peace may be restored between Spain and America perhaps helps in some degree to depress values, as it was felt that if the unfortunate war had been protracted there might have been, under certain possible developments, some interference with the shipments to England at a later period. Had this been the case, the value of the remaining stocks of old fruit might have been enhanced in proportion to the difficulties of obtaining the new raisins.—Produce Markets' Review.

SULTANA RAISINS IN ENGLAND.

An English trade paper says: "There has been a rather better tone in the Sultana market, and it is generally anticipated that the worst has been got behind. There is no improvement in the lower kinds, but for the better qualities there has been more demand, and it must be admitted that the depression which has lasted so long is by no means so pronounced."

CANNED GOODS IN THE SOUTH.

St. Swinthin has kept his word for the past week, and we have had a series of rains, hot and cold weather ever since his day passed. On almost every day of the past week there has been more or less rain, and on Thursday there was a plentiful downpour, which, if not too late, will do a great deal of good to growing crops. This rain extended over the entire eastern portion of Maryland and Delaware, and, it is hoped, will save the corn crop, which was threatened with extermination by the drought. It is feared by growers that it came too late for early corn, which has begun to shoot ears and tassel, although of only a short, stubby size. This being the case, there is no chance of the corn growing to any great size, and, as a consequence, the yield will be much shorter. However, late corn will be greatly benefited by it, and, as the season was too wet to plant early, the majority of corn and tomatoes were planted very late, and thus the late corn crop may fully make up for the loss in the early corn. Tomatoes will, undoubtedly, be helped by this break in the drought, and we may look for reports of much brighter tone from growers in the near future.—The Trade, Baltimore, Md.

AN ANNOUNCEMENT !

The manufacturers of Enameline, the modern Stove Polish, inform the retail grocers of Canada that on and after September 1, 1898, they will manufacture Enameline in paste, cake and liquid.

Enameline THE MODERN
STOVE POLISH
PASTE, CAKE OR LIQUID

We want ALL your stove polish trade. In our new "Enameline Cake" and "Enameline Liquid" we give the largest quantities, best quality and lowest prices ever offered. If you are doing business for profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO., NEW YORK.

.. SELL ..

Sunlight
Black Lead



Can be used in any country.
Will be sold in every country.
It's a trade winner, try it.

The Alpha Chemical Co.
BERLIN, ONT.

Cigar
"Leaders"

FOR ...
GROCERS



Pharaoh, Pebble, La Fameuse,
Grit, The Bird, etc.

THE ACME OF QUALITY

Manufactured by

J. BRUCE PAYNE
GRANBY, QUE.



GRAND MOGUL Tea

Sales increasing by leaps and bounds, proving that the best tea wins. Handsome cabinets sent with first case to exhibit the tea, and a fine blackboard to help you advertise it.

T. B. ESCOTT & CO. Wholesale Grocers, **LONDON, ONT.**

MANITOBA WHEAT CROPS.

HERE appears to be considerable diversity of opinion as to the probable output of the present wheat crop in southwestern Manitoba, but from information gleaned from different sources it would appear that in many cases it will be equal to last year's, running from 20 to 25 bushels per acre, while some few farms will not turn out more than 10 to 12 bushels per acre. The forepart of the season was somewhat backward, owing to lack of rain, which allowed the weeds to get a start, and when the rain did come, it seemed a struggle for supremacy between the growing crops and the weeds which should predominate. In a few cases the latter came off victorious. Land that is clean will give a good average crop, but in cases of dirty land the yield is exceedingly difficult to estimate. The bountiful supply of rain, although a little late, has made a wonderful change in the growing crops. From Portage la Prairie, an important wheat-growing centre, it is learned that the weather of late has been favorable for grain, and timely rains have improved conditions very considerably. Opinion is that harvesting will be general in four or five weeks. Some crops of oats will be ready in two weeks, and everything points to a large yield. Farmers are making preparations for handling the crop. Many are enlarging their granaries and building new ones. They are in good spirits over the concession gained as to loading grain from wagons.—Bradstreets.

A WAITING GAME.

Notwithstanding the strong features of the leather market retailers as well as jobbers appear to be hanging back and waiting for lower prices, remarks Canadian Shoe and Leather Journal. This policy may lead to a serious mix up in the season's business. At the present moment there is no prospect of any change that will favor the purchaser of shoes. Tanners have been limiting their output right along and in some cases have shut down rather than work in hides at prices that ruled during the grubby season. Leather to-day is in shorter supply than for years past, and should there be any improvement in the demand prices will immediately advance. This is conceded to be the position in a nutshell. The result will be that when dealers who are holding back now go into the market for their fall requirements, and manufacturers buy leather in earnest, up will go the market. The production of shoes has been on the most conservative lines for the past two seasons, and with the combined production of stocks and a boom in shoe manufacture is not only possible,

but probable. The whole trend of events leads to the prediction that the coming fall season will be the most prosperous in years, both for makers and sellers of footwear.

DON'T ADVERTISE.

A CONTEMPORARY has this to say about directory and souvenir advertising. It is a matter that should be pondered by those who waste their money on these schemes, says Profitable Advertiser:

A shoe dealer being approached for a newspaper ad. said: "No, I don't advertise at all. The only advertising I ever done has been on these cards got out by some society to advertise an excursion, or picnic, or something of that sort, and that did me more harm than good."

"How was that?"

"Why, every member of the organization kept away from my store for fear I would put the price up on them in order to get my money back."

This is a good story to tell other business men, and it is a story with an excellent moral, too.

A man may say, "I must patronize these societies or all their members will boycott me." Ask him these questions: Does such a solicitor keep a list of those who refuse to advertise and report to his society? Do you suppose the members look over the ads. before making purchases? Do you suppose they ever take the trouble to read them, anyway? Would they miss your name from the list, do you think?

There is sound reasoning in this.

HANDLING COMB HONEY.

A clever suggestion originates with a correspondent of The Canadian Bee Journal: In every crate of honey to be shipped put a slip 5 by 8 inches, printed as follows:

"Comb honey; how to handle it.—You must not drop it. Hold it only by the wood and when removing it from the crate, or at any other time, do not break the delicate cappings covering the cell, otherwise the honey will run out. Where to keep it—in a warm, dry room. No place too warm in which a person can live. Never put it in a cellar, as honey will draw dampness and cause the cappings to break and the honey to leak."

ADVERTISING TIP.

Good advertising cannot be called an expense, for it is only an investment, just as you place your money in a glove stock or a line of furnishings, and you get your money out of it just as surely, and with possibly a better margin on the investment.—Advertising World.

THE GREAT TOBACCO CROP.

IT is interesting to note the different shifts which the tobacco crop has taken in the past four or five decades. During this time, States which formerly held the supremacy in this article of commerce have come to be only mediocre in their output, while, on the contrary, States which formerly were low down in the scale of tobacco-producing States have mounted the ladder, and are now among the first in this respect. Up to 1860, Virginia was easily king in this country, her yield at that time being over 120,000,000 lb. annually. Now, however, it is only about 50,000,000, showing how she has gone back in this respect. It is supposed the soil has been overworked, or at least carelessly worked.

Kentucky has succeeded Virginia as the banner State. Soon after the war was over, she began making rapid strides, and soon had passed a number of States which formerly turned out more tobacco than she did. At the present day she is easily the first of the States, producing as she does nearly 225,000,000 lb. of tobacco yearly. Some States have neither advanced nor declined in this respect, as, for instance, Indiana, which gives a yearly crop of about the same quantity she did 50 years ago. Wisconsin, on the other hand, has steadily advanced, and it is believed the day will soon come when she will head the list of tobacco States. She has advanced from an output of 88,000 to 20,000,000 lb. in a few years, a truly remarkable gain.

Illinois and Michigan have decidedly fallen back, and now rank among the low ones. Connecticut has declined also, although her tobacco is in much demand for filling purposes. Many of our Havana cigars are Connecticut filling with Havana wrappers. Many people looked askance when tobacco was begun to be raised on prairie soil. It was said it could not be done, that the tobacco so raised would not be fit for use, and lastly would be relatively too costly. This has been disproven, however, for Kansas has tripled its production in the last 40 years, and it is finding a ready market wherever offered. North Carolina and Florida, especially the latter, are showing a steady increase in output. Recently in Florida there has been discovered a soil which grows tobacco in many respects considered by experts to be the equal of the choicest Havana stock.—N.E. Grocer.

The coffee merchant of Broad street has a ready wit. Lying upon a little set of balances in his store was a bit of change the other day. A visitor called his attention thereto. "Oh, we are honest enough on a small scale," quoth he; "if it were a bigger one—who knows?"—Time and The Hour.

PERSONAL MENTION.

A. B. Hurrell, Amigan, Ont., was in Toronto last week.

Mr. W. Logan, secretary-treasurer of The Davidson & Hay, Limited, returned from England on Tuesday.

Mr. J. F. Eby, of The Eby, Blain Co., Limited, is back again to business after a brief sojourn in Great Britain.

Mr. William Radcliffe, retail grocer, Parliament and Queen streets, Toronto, has returned from a trip to Europe. He looks well.

Mr. Joseph Ruddy, of The Brantford Starch Co., Limited, passed through Toronto on Wednesday en route home from a business trip to the New England States.

Mr. Frank Magor is on a business trip in the Maritime Provinces. He is paying particular attention to Cadbury's chocolates. Orders from Quebec are much better than last year.

Mr. C. R. Dixon, the representative of Lucas, Steele & Bristol in Manitoba, the Northwest and British Columbia, spent some time in Hamilton the fore part of this month. Although a great admirer of Ontario and her ways, Mr. Dixon was anxious to get back to his wild west show.

Mr. C. L. Marshall, of Warren Bros. & Co.'s sample room, is back from Burleigh Falls, where he has been bass and maskinonge fishing, well sunburnt, but happy, for he caught many bass and among the maskinonge an 11-pounder. He also brought back a good combined fish and Indian story.

HALIFAX AND THE TEA LAW.

Halifax tea men have at last awakened to the fact, that they should have been represented at the conference between the Hon. William Paterson and delegates from Montreal, Toronto, Hamilton, St. John and other Canadian cities, recently held in Toronto. They have no fault to find with Messrs. Estabrooks and Miles, of St. John, but they are of the opinion that the importance of the tea trade to the port of Halifax should have entitled it to a more serious regard by the council of the board of trade when the secretary of that institution was notified of the purpose and date of the convention.

Several with whom I talked the matter over said, that at the time the notification came, they felt somewhat bashful about taking too active an interest, as they thought the matter of arranging for representation thereat would be looked after by the board of trade executive. Now, however, they realize their mistake and are anxious to have the error remedied immediately.

"Halifax must be represented at the next meeting of the convention, as the change in the present method of testing teas is of most serious importance" are the exact words used by a prominent member of the trade, on the street, just a day or two ago, and the advice I gave him was to see the president of the board of trade and have him effect the necessary arrangement with the honorable Minister of Customs, through our local members or a cabinet minister if necessary. —Maritime Merchant.

SNAP.

"Snap" is that quality which makes a man or woman work with energy and enthusiasm. It is indispensable to the person in a store if success is to be achieved.

Merchants pay well for "snap"—they like "snap." It gives that crisp, invigorating atmosphere which is so beneficial to business. Let "snap" pervade the store and there will be new life, new vigor in the place. Customers won't hesitate so long over their purchases. Goods will sell better. Window displays will bring bigger crowds. Larger sales records will result.

Does "snap" pay? Decidedly. It pays tremendously. The merchant rewards it with promotion, better salary and great consideration. The possessor of "snap" soon rises from the ranks, and gets prestige, the customers ask for him, insist that he wait upon them, the checks in his sales-book increase, likewise the volume of sales.

"Snap" waits for no one; the man who has no faith in "snap" is lost. "Snap" passes on to the next and the next until some one whose instinct tells him that "snap" is worth having, picks him up. Then "snap" begins to work wonders, suggests ideas, works out plans, increases. The possessors of "snap" gets talked about.

Now, who is going to take "snap" up? To-morrow is too late; to-day is the time, this very minute. With the entrance of "snap" carelessness, lethargy, sleepiness disappear. "Snap" is waiting now—don't let him pass, give him a trial. It will be the turning point in a career. "Snap" commands respect and reward, everyone wants both. But it all depends on "snap."

You have got to use him right.—The Counter.

WESTERN ASSURANCE COMPANY Incorporated 1851.

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.

SLEE, SLEE & CO., Limited

Tower Bridge Works, London, Eng.
Makers of Pure Malt, Wine and Concentrated Vinegars in Bottles and Casks.

Prices and samples on application to

CLARK, RAE & CO., 49 King Street West, **TORONTO, ONT.**

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

TRADE CHAT.

THE pork packing establishment projected in Smith's Falls, Ont., will not go through, as sufficient capital could not be raised.

Bananas are growing in the open air in Major Hill Park, Ottawa.

Picton business men will close their shops every Thursday afternoon during the hot season.

By the provisions of an Act just made law trading stamps can be no more issued in Boston.

R. L. Booth, grocer, Mallorytown, Ont., dropped dead at his residence in that town on Saturday.

The Port Hope merchants have decided to close down on Wednesday afternoons till the end of August.

The British Columbia salmon pack is expected to be just about one-half as large as the ordinary pack, so a press despatch says.

McKinnon & Co., general merchants, Blyth, Ont., intend enlarging their store so they will have one-third more space than at present.

A consignment of passion fruit arrived in Vancouver, from Australia, recently. This was the second shipment of this fruit to arrive in Canada.

During a sudden storm at the mouth of the Fraser river in British Columbia, 25 persons engaged in salmon fishing for the canneries lost their lives.

The provisional directors of the pork packing factory at Harriston, Ont., have decided to commence the construction of their factory at once.

The annual convention of the Quebec Dairymen's Association will be held at Roberval, Lake St. John, Que., commencing Wednesday morning, August 3.

A new butter and cheese factory will shortly be built in Sussex, N.B., which, when completed, is expected to be one of the finest and best equipped factories in Canada.

Over 100,000,000 lobster fry have been hatched in the Pictou, N.S., hatchery and distributed in the beds around Pictou island. About 3,000,000 were placed in the same locality last year.

The work on the St. John, N.B., pork packing factory will commence when \$75,000 of the necessary \$100,000 capital is subscribed. The other \$25,000 will be reserved for farmers, to be paid in hogs. One Carleton county dealer states his readiness to supply 2,000 hogs early in August.

The farmers who supply the Truro Milk Condensing and Canning Co., have gone

on strike, refusing to accept a reduction of \$1 per 100 lb. to 92c. per 100 lb. for their milk. The company state that the reduction has been made necessary by the fact that the companies competing with them are getting their milk for less than they have been getting it for.

FEW, BUT SLICK.

Rural life in certain parts of Indiana is simply incomprehensible to those who have not seen it, and many phases of it are incomprehensible to outsiders who have.

A farmer drove up to the village "general store," alighted from his buckboard, hitched his horse and accosted the proprietor by calling out: "Whut's strawb-ries to day, Sam?"

"We're payin' five cents for good ones, fresh picked."

"Couldn't make it six, could ye?"

"Nope. The rains hev brought 'em forward mightily, and the prices hed to tumble."

The farmer sat down on a salt barrel in the shade in front of the store and waited. At the end of half an hour he came to the door and said:

"Mandy'll be put out about it. She reckoned they'd be about seven now."

"Sorry, Jim," replied the storekeeper, "but I'm sellin' 'em for seven."

The farmer sauntered down to the blacksmith shop and pitched quoits for an hour. Then he came back.

"Split the difference," he said, "and call it five and a half."

"All right," was the reluctant rejoinder. "Let it go at that. How many you got?"

"Bout four quarts and a half," he said, "and they're jest as slick berries as ye ever set yer teeth into."—Chicago Times-Herald.

GRAIN AND ROOT ACREAGE IN MANITOBA.

A bulletin issued by the Manitoba Department of Agriculture shows that the increase of area under wheat in 1898 is 197,350 acres, and the total area under all crops is 252,917 acres more than in 1897. The area under all crops is 2,210,942 acres, as follows, compared with preceding years:

	Acres 1895.	Acres. 1896.	Acres. 1897.	Acres. 1898.
Acres in wheat...	1,140,276	999,589	1,290,882	1,488,252
" oats...	482,658	442,445	468,141	514,824
" barley...	153,849	127,865	153,266	158,058
" flax...	82,668	20,325	20,653	14,501
" potatoes	16,716	12,260	13,576	19,791
" roots...	6,685	6,715	6,130	8,448

Total 1,887,796 1,614,221 1,958,025 2,210,942

LEAGUED AGAINST TRADING STAMPS.

Another meeting of grocers and other tradesmen in Manchester and district who have decided to give up the American stamp system, has resulted in the formation of an organization called "The Anti Stamp Trading Alliance." The meeting was very largely attended, and each person present promised, as the nucleus of a defence fund, a sum of not less than one guinea, and some signified their willingness to give ten guineas if necessary. The money will be placed in the bank to be used for defensive purposes should occasion arise. It was reported that although many "threatening letters" had been received from the promoters of the scheme, no legal proceedings had yet been taken; and that not only had the gentlemen present at the meeting ceased giving stamps to their customers, but that some of them had put up notices in their shops, "No stamps here."—London Grocer.

A WORD'S HISTORY.

To no word is there a more suggestive meaning attached than to sincerity. When Rome was at the height of its power, men vied with one another in enriching their habitations. The most skilful sculptors were employed, and the choicest marbles freely used. But even in those days workmen were apt to practise tricks for the purpose of deceiving their employers. If they accidentally chipped the edge of the marble they would supply the missing bit by prepared wax, which was not likely to be discovered until the heat of the weather melted it.

This custom became so universal that the owners took the matter into their own hands, and inserted a clause in every contract which provided that all the material used was to be sine cera; that is, without wax. Gradually, this honesty of construction came to be applied to moral qualities, and gave us finally our English word sincere, which means to be devoid of deceit or misrepresentation.—From Ave Maria.

A CHANCE FOR CHEAP COCOA.

Herdt & Co. state that in order to give their customers another chance to obtain the benefit of the rebate, 25 per cent. off tariff, Monsieur Menier has forwarded them a small extra consignment of the yellow wrapper chocolate, which they will take out of bond before August. They will, therefore, be able to receive orders to be delivered from stock at 275 francs the 100 kos., plus freight, duty less 25 per cent., and customary charges. Orders will require to be for minimum quantities of 5 cases each.

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



We are glad to see that the trade generally, and our customers in particular, know a good thing and sell it as the increasing demand for

White Moss Cocoanut

proves. Ask your jobber for it, he sells it.

THE CANADIAN COCOANUT CO.
MONTREAL.

BUY **Star Brand**

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers.

See that you get them.

WOODENWARE

THE BEST

Pickle Packages
Paint Packages
Syrup Packages

are manufactured by
**The Wm. Cane & Sons
Mfg. Co., Limited**
Newmarket, Ont.

Sole Agents
Boeckh Bros. & Company
Toronto, Ont.

The Chemical Test Shows

COW BRAND

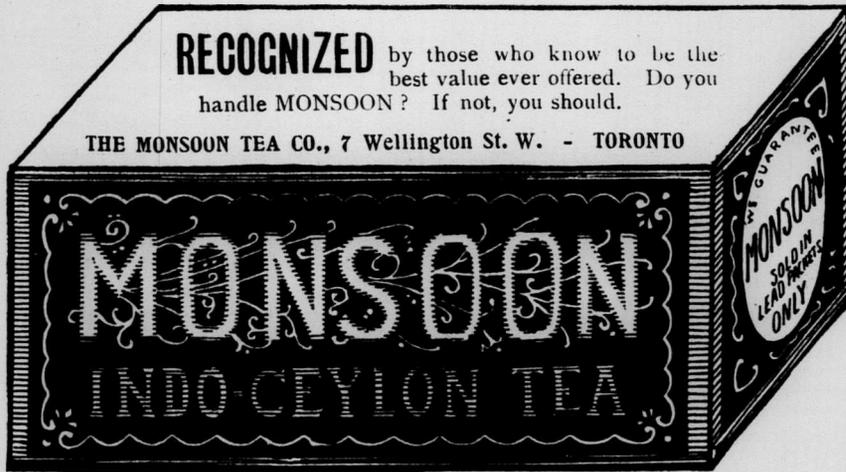


To be absolutely pure.

Always uniform in strength. Dealers will please caution consumers "Not to use too much," on account of its superior quality over ordinary keg soda.

JOHN DWIGHT & CO., Manufacturers.

For sale by all wholesale Grocers in Canada.



Make work Easy for Tired Women.

Of course you are trying to please the women—you know how much they value little household helps of your suggesting. Have you ever shown them those very strong but very light Bamboo Handle Brooms that Boeckh makes?

They save a woman's strength, because the weight of the broom falls just where it belongs in order to do the most perfect work—at the brush end. "They make work easy for tired women"—they win new trade for the grocer who stops to think a moment.

Illustrated book of 148 pages telling you more about them—free for a post card.

BOECKH BROS. & COMPANY, Mfrs. Toronto, Ont. **Boeckh's**
Bamboo Handle Brooms.

"SALADA" TEA'S BUFFALO OFFICE.

OWING to the ever-increasing demand for "Salada" Ceylon tea, the company, whose offices were formerly located at No. 15 Niagara street, has moved to No. 14 Swan street, on the ground floor in the Ellicott Square, which premises are more convenient and commodious.

When the "Salada" people first made their bow for public patronage in the United States just two years ago, all sorts of disasters were prophesied as the inevitable result.

They were told that this was a coffee drinking country, and that the little tea used was of a very cheap kind from Japan and China.

The fact that to-day "Salada" is sold by every good grocer in Buffalo, and the surrounding country, and that since opening its first office here, the company has extended its trade to Rochester, Pittsburgh, Cleveland, Detroit and Boston, speaks volumes as to its success in introducing this well-known and popular tea.

Still, with all, this successful outcome is not such a wonder.

The "Salada" Tea Company started out with two very important points in their favor.

Firstly, they are "tea men," who have devoted their whole thought, lives and capital to the study of tea. Therefore they know their business.

Secondly, in offering the public "Salada," they did so with a settled conviction that for quality, flavor and value it is irresistible and incomparable.

Unlike the teas from Japan and China, which are still prepared by hand in a most filthy manner, "Salada" is absolutely pure, without paint, coloring matter or adulteration in any manner. It is rapidly and deservedly growing in public favor. -Courier, Buffalo.

MET TO DISTRIBUTE PRIZES.

A special meeting of the Montreal Retail Grocers' Association was held in the Monument National hall, on Thursday evening, July 21, for the purpose of distributing the prizes won at the association's annual picnic, held on July 13.

Most of the competitors appeared to claim their prizes, and it was agreed that those who had not done so could procure them at any future time from the president of the games committee, Mr. Willson.

The presentation of the reports of the various committees on arrangement for the picnic was left over until the next regular meeting.

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

"THE LOWEST BIDDER"

No matter how low he bids, bids to make a profit, and that profit can only be realized by giving you what you are seeking — "POOR GOODS." There is no possible question about this.

NOW WITH



no tampering with prices is allowed.

No bidding so much for this and so much for that. Our prices are regular fixed trade figures. Same to one and all. But then, you see, we give the Quality and Value, and "SALADA" SELLS.

Wholesale Depots:

Toronto—Montreal—Buffalo—Boston
Cleveland—Detroit—Pittsburgh.

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

**Dewar's Famous Scotch**

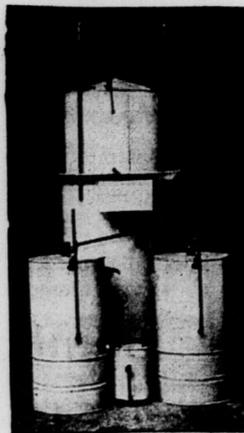
Can be had from

Geo. J. Foy
Perkins, Ince & Co.

R. H. Howard & Co.
Adams & Burns

Toronto.

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

**The "SAFETY" ACETYLENE GAS MACHINE**

The most simple and the safest machine made.

It does what other machines cannot do. It generates Gas Cool. It washes and purifies the Gas twice. Automatically removes the Ash from the Carbide. Leaves the Ash perfectly dry and thoroughly exhausted.

Every Machine Guaranteed

Manufactured by.....

THE SAFETY LIGHT & HEAT CO
DUNDAS, ONT.

Proprietors and Sole Manufacturers for the Dominion of the celebrated CLIFF-WARDLAW GENERATORS.

SOVEREIGN LIME JUICE

equal to any made in the world.

Regular size bottle, pints..... \$2 75 per do
Apollinaris bottles, splits..... 1 00 per do

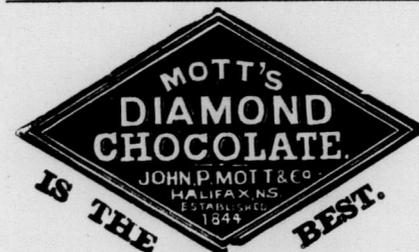
Order through wholesale Druggist or Grocer.

E. FIELDING, Agent
34 Yonge St., TORONTO

"Golden Leaf" Japan Teas

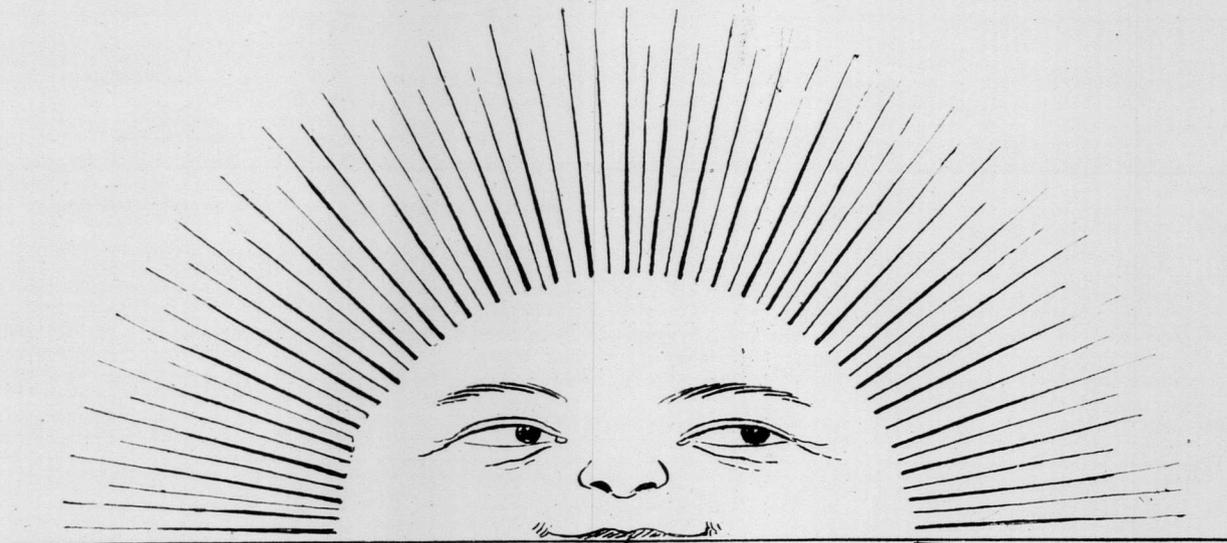
We are still able to fill orders for all grades.

GEORGE FOSTER & SONS
BRANTFORD, ONT.



ASK FOR

MOTT'S



The sun of prosperity shines
over all handlers of

Ceylon and Indian
TEAS

They are the
Purest, Cleanest,
Healthiest, and
Most Profitable
Teas to handle.

Try them and be
convinced.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

WADSWORTH & McDONALD, general merchants, Boulter, Ont., have assigned to F. M. Devine, Renfrew.

Decary Freres, grocers, Montreal, have assigned.

Hector Hudon, general merchant, St. Angele, Que., has assigned.

F. S. Allard, general merchant, Rimouski, Que., has assigned.

The Montreal Machine Bread Co., bakers, etc., Montreal, have assigned.

Gibeau & Co., general merchants, South Durham, Que., have assigned to Lamarche & Benoit.

A trustee has been appointed for the firm of Eugene F. Taylor, general merchant, Harbor Grace, Nfld.

The W. E. Gillespie Co., Ltd., general merchants, Penetanguishene, Ont., have assigned to R. Tew, Toronto.

PARTNERSHIPS FORMED AND DISSOLVED.

A. N. Ouimet & Co., grocers, Farnham, Que., have dissolved.

Rankin & Molson, grocers, St. John, N.B., have dissolved, Wm. Rankin continuing.

W. J. Macdonald & Co., general merchants, Whitewater, B.C., have dissolved, W. J. Macdonald continuing.

Thomas Montgomery and Thomas H. Montgomery have registered as partners under the style of Thomas Montgomery & Son, commission confectionery dealers, Montreal.

SALES MADE AND PENDING.

The assets of D. E. Fournier & Co., tobacco dealers, Quebec, have been sold.

The assets of A. H. S. Bessette, general merchant, Magog, Que., are to be sold on Aug. 1.

CHANGES.

J. G. McBeath, grocer, Acton, Ont., has removed to Paisley.

W. H. Blewett, grocer, Toronto, has sold out to J. W. Truscott.

H. Woodley restauranter, Golden, B.C., has gone out of business.

Robert Walker, general merchant, Blake, Ont., has been succeeded by Robert Nichol.

R. D. Patterson & Co., grocers, Vancouver, have been succeeded by R. D. Brown.

A. Pronovost has registered as proprietor of the firm of A. Pronovost & Co., grocers, St. Genevieve de Batiscan, Que.

L. McPherson, dealer in dry goods, groceries, etc., Cannington, Ont., has sold out his grocery department to H. Brandon. Mr. McPherson has been in business in Cannington a great many years.

FIRES.

The rotary mill of Thomas Hetherington, general merchant, etc., Cody's, N.B., has been burned; loss about \$700; no insurance.

DEATHS.

Winburn Archibald, of W. T. Archibald & Co., general merchants, Truro, N.S., is dead.

Eugene Bernier, of Eugene Bernier & Co., general merchants, St. Simon, Que., is dead.

SOMETHING NEW!**Smoked Geneva Sausage**

½-lb. tins, with key.

A Seller.

They're CLARK'S!

They're Right!

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

Walter NorthropImporter and
Exporter of**DRIED FRUITS**Dressing and Packing of
Currants a speciality.66 Esplanade Street
West**TORONTO****F. R. Stewart & Co.**

... Dealers in ...

Butter, Eggs, Cheese,**Hams, Bacon,****Fresh and Dried Fruits**

Head Office and Warehouse:
30-32 Water St., Vancouver, B.C.
Branch: - 40 Yates St., Victoria, B.C.
Our own representatives at Revelstoke
and Nelson, B.C.

COLD STORAGE

belonging to the Dominion Government
at Revelstoke, B.C., in our care.
CONSIGNMENTS SOLICITED.



A Large
Bronze **CLOCK**
with **CHEWING GUM.**

It goes with the following assortment, viz.:

70-5c. Bars Tutti Frutti	-	3.50
23-5c. Packages Pepsin Tutti Frutti	-	1.15
36-5c. Bars Globe Gum	-	1.80
20-5c. Packages Globe Pepsin	-	1.00
75-1c. Pieces Longfellow	-	.75
Bronze Flower-Girl Clock	-	5.00

Price, Complete, \$6.50.

\$13.20

If your wholesaler has not any in stock or is just all out of them, send postal card to us, and we will have your order attended to.

ADAMS & SONS CO.

11 and 13 Jarvis St. - - TORONTO, ONT.

A 1 QUALITY

The highest grade of
TABLE OLIVE OIL
ever imported into Canada.



*



RAE'S FINEST SUBLIME OLIVE OIL

Quarts, per dozen - \$5.50
Pints, per dozen - 3.25
Half-pints, per dozen 2.00
Gallons, Finest Sublime 2.50
Gallons, Sublime - 2.25

Write for sample
lot and you
will REPEAT.



The Best Quality in Jams, Jellies and Marmalades

Is known
as

Southwell's Pure Fruit

Experienced Manufacture.

Honest Value in every Jar.

Will bring New Customers to your Store.

FRANK MAGOR & CO., 16 St. John Street, MONTREAL

Current Market Quotations for Proprietary Articles.

July 28, 1895.

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.

3 oz. cans, 4 and 6 doz. in case	88
4 oz. cans, 4 and 6 doz. in case	95
6 oz. cans, 2 and 4 doz. in case	1 40
8 oz. cans, 2 and 4 doz. in case	1 80
12 oz. cans, 2 and 4 doz. in case	2 70
16 oz. cans, 2 and 4 doz. in case	3 60
2 1/2 lb. cans, 1 and 2 doz. in case	9 00
3 cans, 1 doz. in case	14 40
4 cans, 1 doz. in case	18 00

Book's Friend—

1, in 2 and 4 doz. boxes	\$ 2 40
10 in 4 doz. boxes	2 10
2, in 6	80
12, in 6	75
3, in 4	45
4 and tins, 3 doz. in case	3 00
5 tins, 3	2 40
6 tins, 4	1 10
7 tins, 1/2	14 00

W. H. GILLARD & CO.

10 tins, 2 doz. in case	per doz. 1 20
10 tins, 3	80
10 tins, 4	60

MAPLE LEAF BAKING POWDER,

10 glass jars	\$1 25
10 glass jars	2 00
10 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. jellies	2 25
1/2 lb. Crown sealers	2 25

JERSEY CREAM BAKING POWDER.

1/2 size, 5 doz. in case	40
1/4 " 4 " " "	75
1/2 " 3 " " "	1 25
1 " 2 " " "	2 25

BLACKING.

P. G. FRENCH BLACKING. per gross

1/2 No. 4	\$4 00
1/2 No. 6	4 50
1/2 No. 8	7 25
1/2 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
No. 5 Spanish Blacking, 1/4 gross cases	7 20
No. 10 " " "	9 00
Vulcan 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
Eclipse 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.

Reliable French Blacking, No. 5	9 00
No. 2	4 50
United Service Blacking No. 4	8 00
United Service Blacking No. 1 1/2	4 25
Patent Leather Polish No. 1 1/2	9 00
Waterproof Dublin No. 4	9 00

Alpha Metal Polish No. 2	9 00
Patent Stove Polish— Sunlight Lead Bar 6's	2 25
Packed in 1/2 gross cases	
Sunlight Liquid, 1/2 gross cases	10 30
Moody's Black Lead 3's	4 25
1/2 gross case	
Reliable Stove Pipe Varnish, 1/4 gross cases	14 40
6-oz. bottles	

SUNLIGHT BLACK LEAD.

10 lb. boxes	14 40
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Quickshine Pipe Varnish	12 00
1/4 gross cases pressed top tins.	



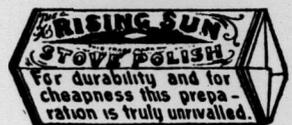
Quickshine Polish

Polish	9 00
Electric Crown Paste	8 00
Electric Crown Lead Bar	7 80

BLACK LEAD.

Reckitt's, per box	1 15
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STOVE POLISH.



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

CORN STARCH

What brand? Why, **Edwardsburg** of course. The one good housekeepers are all after. Sell it once and you are sure of a repeat order. It's bound to please, never known to fail. It is just the thing to liven up the dull summer trade a bit; such nice cool refreshing dishes can be prepared from it with very little trouble.

Manufactured only by

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

THE F. F. DALLEY CO.



TIGER STOVE POLISH
THE F. F. DALLEY CO. LIMITED
HAMILTON ONT.

Per gross
Tiger Stove Polish, 1/4 gross cases..... \$9 00
per doz
Stovepipe Varnish, 4 oz. bottles..... 1 00
" 6 oz. bottles..... 1 25
Boston Brunswick Black, 8 oz. bot's... 1 75

Enameline.



ENAMELINE

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 3/4
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

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
Per lb..... \$0 17
In 10 box lots or case..... 0 16
Reckitt's Square Blue, 12-lb. box.... 0 17
Reckitt's Square Blue, 5 box lots.... 0 16

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.....
Flirtation Gum (English or French wrappers) 115 1c pieces.....

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
Medium Size, cases 1 doz..... 8 50
Small Size, cases 2 doz..... 8 40
Individual, cases 2 doz..... 1 00



MILLAR'S PARAGON. Per doz.
Large Size, cases 1 doz..... \$9 00
Medium Size, cases 1 doz..... 4 50
Small Size, cases 2 doz..... 2 40



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

GADBURY'S.
Frank Magor & Co., Agents. per doz
Cocoa essence, 3 oz. packages..... \$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs. per lb.
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
Caracas, 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—
Homeopathic, 1/4's, 8 and 14 lbs.. 0 30
Pearl, " " " " " " " " 0 25
London Pearl, 12 and 18 " " " 0 22
Rock, " " " " " " " " 0 30
Bulk, in boxes..... 0 18

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

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

CHOCOLAT MENIER. 1 case 9 lots
Vanilla—per lb. \$0 34
Yellow wrapper..... per case
Pastilles— per case
108 bxs. to the case..... \$8 00
Croquettes— per case
9 bxs. of 12 packages \$20 00



The Toronto Biscuit & Confectionery Co., Limited, are putting on the market 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

FRY'S.	
Chocolate—	per lb.
Caracas, 1/4 s, 6-lb. boxes	0 42
Vanilla, 1/4 s	0 42
Gold Medal Sweet, 1/4 s, 6 lb. bxs.	0 28
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	"
" " " " " "	"
" " " " " "	"

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 (1/4 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 Caracas Chocolate	"	0 40
Mott's Diamond Chocolate	"	0 23
Mott's French-Can. Chocolate	"	0 18
Mott's Navy or Cooking Chocolate	"	0 28
Mott's Cocoa Nibbs	"	0 35
Mott's Cocoa Shells	"	0 05
Vanilla Sticks, per gross	"	0 90
Mott's Confectionery Chocolate	0 21	0 43
Mott's Sweet Chocolate Liquors	0 19	0 30

GOWAN 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, 1/2 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, 1/2 lb. cake, per lb.	0 35

COCONUT.

CANADIAN COCONUT CO.

White Moss Brand—	
1 lb. Packages, 15 or 30 lb. cases	0 27
1/2 lb. " " " "	0 27 1/2
" " " " " "	0 28
" " " " " "	0 29
" " " " " "	0 29
" " " " " "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb.	"
Leather Strip, " " " "	"
Ribbon, " " " "	"
Special Shred, " " " "	"
Macaroni, " " " "	"
Green Desic'd, 12, 20 25	"
Special, " " " "	"

STANDARD COCONUT MILLS.

Leather strips	18	21
Coconut shredded	17	20
Standard	15	18
Macaroni	15	17
Prescated	14	16
Shavings, in packages	16	18
Coconut shredded, 1/4 lbs.	29	"
" " " " " "	28	"

COFFEE.

JAMES TURNER & CO. per lb.

Cocoa	0 34
Macaroni	0 30
Macaroni	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
3 " " " "	3 00
4 " " " "	4 00
8 " " " "	6 00
8 " " " "	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	per doz. 1 25
" " " " " "	2 25
" Groats, 1/2 lb. tins	1 25
" " " " " "	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.)	

KEOPFF'S FAMILY GELATINE.

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

COXS

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 80
Nests of 3.	2 85
Keelers No. 4.	8 00
" " 5.	7 00
" " 6.	6 00
" " 7.	5 00
Milk Pans.	2 65
Wash Basins, flat bottoms	2 65
" " " " " round bottoms	2 50
Handy Dish.	2 25
Water Closet Tanks.	17 00
Dish Pan, No. 1.	7 60
" " 2.	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails.	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

Orange Marmalade	1 50
Clear Jelly Marmalade	1 30
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.

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

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

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

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, 1/2 lb. tins, 2 doz. in case, per doz.	2 00
Dalley's Mustard, 1/4 lb. tins, 4 doz. in case, per doz.	1 00
Dalley's Superfine Durham Mustard bulk, per lb.	0 12
1/2 lb. tins, 4 doz. in case, per doz.	0 65
1 lb. tins, 2 " " "	1 20
1 lb. jars, per doz.	2 40
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.	"

PICKLES---STEPHENS'

A. P. TIPPET & CO., AGENTS.

Patent stoppers (pints)	2 30
Corked (pints)	1 90

SODA.

COW BRAND



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



1 box and less than 5.	4 00
5 boxes and upward.	4 00

Freight prepaid on 5 box lots.

McLAREN'S



Honest Goods and just the Thing on Which to make or Extend a Business.

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

THIRTY THREE AND ONE-THIRD PER CENT.

Isn't that a fair margin for a retailer?

Celluloid Starch . . .

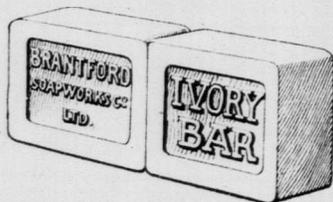
gives you this profit, beside the satisfaction of selling a really first-class article which you can confidently recommend.

And you can be just as confident in recommending

Challenge Corn Starch

made from White Southern Corn and Pure Spring Water.

THE BRANTFORD STARCH CO., Limited, Controlling the Celluloid Starch in Canada, Brantford, Ont.



BRANTFORD SOAP WORKS CO.
Ivory Bar is put up in 1 lb., 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 per grs.
Maypole Soap, colors, 12 00
" black, 18 00
10 per cent. discount on gross lots.

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, cartons...	0 05 1/4
Canada Laundry	0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes	0 07 1/4
Silver Gloss, 6-lb. tin canisters...	0 07 1/4
Edwardsburg Silver Gloss, 1-lb. chromo package...	0 07 1/4
Silver Gloss, large crystals...	0 06 1/4
Benson's Satins, 1-lb. cartons...	0 07 1/4
No. 1 White, lbs. and kegs...	0 04 1/4
Benson's Enamel, per box...	3 00
Culinary Starch—	
W. T. Benson & Co's Prep. Corn	0 08 1/4
Canada Pure Corn	0 05 1/4
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09 1/4
Edwardsburg No. 1 White or Blue, 4-lb. lumps...	7 1/4

KINGSFORD'S OSWEGO STARCH.



SILVER	40-lb. boxes, 1 lb. pkgs., 6-lb. boxes, sliding covers	0 08
GLOSS	(12-lb. boxes each crate)	0 08 1/2
PURE	40-lb. boxes, 1 lb. pack	0 07
	48-lb. " 16 3-lb. boxes	0 07
	For puddings, custards, etc.	
OSWEGO	40-lb. boxes, 1-lb. packages	0 07 1/2
CORN STARCH		
ONTARIO	38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN	Silver Gloss	0 07 1/4
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. cartons, cases 36 lbs.	0 05 1/4
Blue, 175 lbs.	0 04 1/4
Kegs, 100 lbs.	0 04 1/4
Lily White Gloss—	
Kegs, extra large crystals, 100 lbs.	0 06 1/4
1 lb. fancy cartons, cases 36 lbs.	0 07 1/4
6 lb. draw-lid bx 8 in crate, 48 lb.	0 07 1/4
6 lb. tin enamelled canisters,	
8 in crate 48 lbs	0 07 1/4



Brantford Gloss—	1 lb. fancy boxes, cases 36 lbs.	0 07 1/4
Brantford Cold Water Rice Starch—	1 lb. fancy boxes, cases 28 lbs	0 09
Canadian Electric Starch—	40 packages in case	3 00
Celluloid Starch—	per case	5 75
Culinary Starch—Chalenge Prep. Corn—		
1 lb. pkgs., boxes 40 lbs.	0 05 1/4	
No. 1 Pure Prepared Corn—		
1 lb. pkgs., boxes 40 lbs.	0 06 1/4	

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 1/4s	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)



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"



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 42
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, 1s	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	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 lbs. in case)	0 3

WOODENWARE.

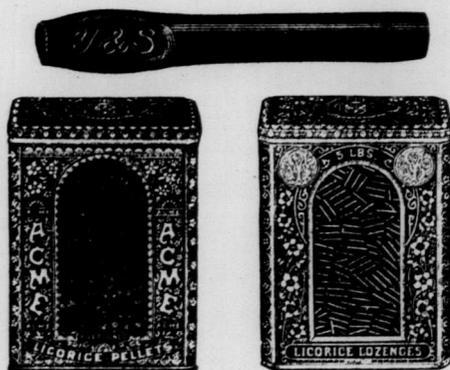
THE E. B. EDDY CO.

Washboards, Planet	1 60
" XX	1 40
" X	1 25
" Special Globe	1 50
Matches—	
5-Case Lots.	Single Care
Telegraph	\$3 25 \$3 45
Telephone	3 05 3 25
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

BRYANT & MAY.

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

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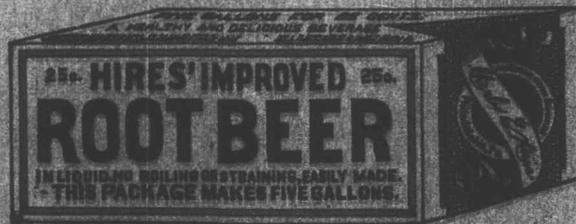
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