

THE CANADIAN GROCER

VOL. XII

TORONTO AND MONTREAL, MAY 27, 1898.

No. 21

COLMAN'S MUSTARD



BEST ON EARTH

SAVE THE JARS 



Imperial Cheese Jars

— may be returned —

They are Worth Something

A. F. MacLAREN & CO., TORONTO and STRATFORD, Canada.

The People Want It



Of course they do, as you must surely know from inquiries for it. If you have not as yet introduced it in your locality, do so at once. You'll find it is a great trade-winner.

J. H. WETHEY

Sole Manufacturer St. Catharines, Ont.

30,000,000 lbs.

That is the quantity sold annually of the famous

"BOSS"
Lunch Milk Biscuit.

(Patented and Registered.)

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

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

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

Only authorized manufacturer in Canada.

Queen Biscuit Co.

ST. JOHN, N.B.

(Mail orders promptly filled.)

Safe Salt.

Safe for you to buy—safe for you to sell. Look at it either way, you are still safe—absolutely so. It is made in the only safe way—by the Vacuum Process. The only Salt in all Canada made by this, the most expensive method known to Science. Hence the recognized value of the saying, "as pure as Windsor Salt." Let's co-operate for more Salt trade with a Safe Salt. Sell it and you have the name of selling the very best there is and a home product, too.

Windsor Salt.

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

Leading Wholesalers sell Table, Dairy, Cheese, Packing Salt made by us.

Maypole Soap

The Dye of Quality

Won't you just ask **any** woman who has used the old-fashioned packet, powder dyes, if she would like to dye pleasantly at home, and get no "streaks" in whatever she dyes. "Streaks" practically **ruin** any dyed article. The Maypole Soap Dyes dye **evenly**. The colors are absolutely fadeless—rich and brilliant. And besides all this, it washes and dyes at one operation. All colors—good profits.

Stower's Lime Juice

"The Lime Juice that draws trade." Concentrated, and thus yielding better results, by 20 per cent., because of its great strength.

"No Musty Flavor"—no free acid taste. Made from West Indian Limes.

Fry's Cocoa

"The Household Cocoa," because a little of it goes farther than any other. A regular seller at **all** seasons.

Pure—pure—pure! and rich and delicate. The world says so—over 200 medals and awards prove it "best."

Lazenby's Jelly Tablets

"Kitchen helps" for economical women. 13 different varieties. Absolutely nothing but pure ingredients used in the making.

Quick, easy, safe, little jelly makers. Time and labor savers. Good profit-makers beyond a question.

Agents :

A. P. Tippet & Co.
Montreal and Toronto

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

Nature's counterpart in 40 different fruit, flower, and spice flavors—Greig's Crown Brand Extracts.

Rich, pure, strong—good cooks use one-half as much of

Greig's Crown Brand Flavoring Extracts

as of other brands, because they say "the Crown Brand" does the work at half the cost."

Each bottle you sell converts another customer to your support. Each bottle wins new trade.

**The Greig Mfg. Co.
Robert Greig & Co., Agts.
Montreal.**

The man who is always "experimenting" with quality seldom gains the permanent goodwill of his customers.

After a while the stream runs dry—the source of all his profit ceases—the shutters go up and a red flag is hung out by his creditors. **He has lost the last customer he had.**

It doesn't pay to experiment with quality—it does pay to sell goods of a recognized standard of merit.

"I don't like Cereal Coffees that have no coffee flavor"—that's the way folks talk. Here's a perfect substitute that has the real coffee flavor.

The extract of the Kola Nut in

John Mackay & Co's Kola Cafe

has been known for years as a marvellous life sustainer.

Take the two combinations in the Kola Cafe and you have a ready seller, and one that there is a demand for, from Cereal Coffee drinkers everywhere.

**Robert Greig & Co., Agts.
Montreal.**

POLYNICE OIL

CURES
RHEUMATISM

Lumbago, Neuralgia

Dispepsia and Kindred Diseases.

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

WHAT A PHYSICIAN SAYS:

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

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

(Signed) Dr. F. L. ROGER.

.. Polynice Oil ..

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

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

OUR
New Package Coffee

is now out.

Packed in half-pound lead packages.

Always Fresh

Four grades to retail at 40, 35, 30, and 25c. per lb. Samples sent to your customers if you send us their addresses.

PURE GOLD GOODS

are the very best of everything.

31-33 Front St. E.,
TORONTO.



"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 repacking small lots.

SPECIAL OFFER

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

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

"Sure Catch" Poison Fly Paper.

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

J. HUNGERFORD SMITH CO.

ROCHESTER, N.Y.

Manufacturing Chemists

TORONTO, ONT.

We also manufacture "TRUE FRUIT" Fountain Syrups.

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



Slade's Pure... English Butter Scotch

HOME MADE DELICACY

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

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

PURE AS THE CRYSTAL SPRING

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



Direct from the Orient

GOLDEN BLEND

Ceylon Tea.

Specially Blended and Packed in Ceylon for the Canadian Market. The Choicest Packings of the Gardens of the East, possessing great Strength and Flavor.

To Retail at 25c.

Leaving the Retailer a good margin, delighting your customers and enlarging your tea trade.

W. H. GILLARD & CO., Wholesalers Only, **Hamilton, Ont.**

TANGLEFOOT

Sealed Sticky Fly Paper.



SEE THAT IT LOOKS LIKE THIS.

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.

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

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, MAY 27, 1898.

(\$2.00 per Year) No. 21

A MODERN GROCERY AND PROVISION STORE.

WITH the gradual improvement in business methods has naturally come an improvement in store arrangement, store appurtenances, etc. Evidences of this are to be seen in every city, town and village in the Dominion. But one of the most striking evidences is to be seen in the new business premises of John Duff & Son, retail grocers and provision dealers, 216 and 218 York street, Hamilton.

Mr. John Duff started the business some 30 years ago one door west of the firm's present stand. Two years later he was compelled, on account of trade expansion, to remove to larger premises in the building which has now been supplanted by the present new and handsome structure. In 1881 Mr. Charles Duff became a member of the firm, and three years ago Mr. Robert Duff became a partner.

When the Messrs. Duff undertook the erection of their new premises, their object was chiefly to make them neat and well supplied with modern appurtenances. But, had their intentions been of the most ambitious character, they could scarcely have been more successful. The new store of John Duff & Sons is one of the finest, if not the finest, of its kind in Canada to-day. And it is no exaggeration to say so.

THE NEW BUILDING.

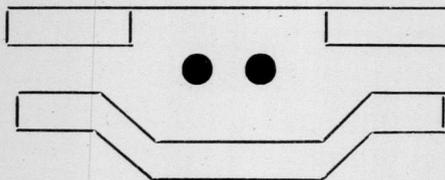
The building is 40 feet front by 60 feet in depth and three storeys in height, plain brick, with a very moderate amount of stone trimming. The whole front is of plate glass. There is one large window in each store, nine feet in width. Between these two windows there is an alcove or recess six feet from the sidewalk, and a smaller window between the two doors, giving abundant opportunity for outdoor display. The partition between the two stores is also plate glass in large lights, as well as the display

front of the refrigerator in the meat department. In the grocery department are two large mirrors. The interior finish and fixtures are of quartered oak with rubbed finish. The ceiling is metallic, and also the walls above the shelving and cornices. In the meat store the counters are Italian marble, and the wall above the counter for some distance of white tile. The iron bars for hanging the meat are white or silver bronze. The hooks are tinned.

STORE APPURTENANCES.

In the back part of the grocery department is a system of spouts or conductors, some wood some metal, connecting with a double tier of bins upstairs, which contain sugars, rice, tapioca, sago, oatmeal, flour, peas, beans, barley, etc. There are here 15 lines of goods along 19 feet of wall, taking up less room than the width of ordinary shelving without occupying a solitary foot of floor space or counter space or space under the counters. These same lines of goods in the firm's old store occupied ten barrels, besides five large bins or drawers. The work of parcelling from the new appliances is much easier, cleaner, and the place more sightly. The shelving, counters, etc., are arranged with a view to making the largest display with the smallest amount of goods. It is not the aim of the firm to pile up great stacks of tea chests, boxes of soap, etc., to give the effect of a storage warehouse, but rather more like a well stocked, attractive sample room.

In the meat shop the main counter is not straight, but with the centre standing further out in the store, thus



giving room for the blocks behind. A very

convenient contrivance here is four sliding boards or shelves, arranged to pull out from under the counter, just as is to be seen in some of the modern office roll-top desks or secretaries. These are convenient to draw out to tie up parcels on, when the counter is full of cut meats or wet with the juice of pieces of meat that may have been lying thereon. The board is always dry and clean, and the parcel, when made, is clean to hand to the customer.

A HANDY REFRIGERATOR.

In the rear of the meat department side of the building is a large refrigerator, 15 x 25 feet. This is divided into three compartments—one for the meat shop, one for butter, eggs, lard, fruit, etc., and the larger for general storage in connection with the jobbing department in provisions, etc., in which the firm also does a nice business. The ice chamber overhead contains, when filled, upwards of 40 tons of ice. In the refrigerator is a rack on which a quantity of cuts of meat can be kept. This rack is on a track, and can be run in and out of the refrigerator at will. When inside the refrigerator this rack and its contents are in full view through the plate glass front. The occasional afternoon customer does not need to stand holding the refrigerator door open while she selects a piece of meat, allowing a large amount of cold air inside and warm air outside to exchange places, at the imminent risk of taking cold, but the whole lot is brought out instantly and the door closed.

The cellar under the whole building is floored with concrete. One room is divided from the rest for butter, easily accessible from behind the main grocery counter. A large space is reserved for roots (principally potatoes), and the rest devoted to curing and packing of bacon, hams, etc. The second flat is also used in connection with the packing and jobbing business, and the third for general grocery stock and other storage.

The office is situated as nearly as possible in the rear of the building on the ground

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.

floor, and commands a good view of both stores, and convenient to the passageways and stairways. A power elevator in the rear of the building connects all the flats. The premises are lit by electricity, generated by the firm's own plant, which has a capacity for 150 lights. From 80 to 100 of these are used in the stores. The effect is brilliant and most attractive to passers-by.

Besides the attractiveness of the new building of John Duff & Sons, one cannot help being struck with the good judgment which has been displayed in the convenient arrangement of counters, doors, etc.

Since moving into their new premises there has been a material increase in business, particularly in their cash sales. It is to be hoped there will be further development along these lines, for the firm certainly deserves unlimited success.

A "DESCRIPTION" OF COFFEE.

A correspondent of The San Francisco Chronicle, sending information from Brazil calculated to interest and instruct the readers of that paper, concludes a description of a coffee plantation with this statement:

"The Mocha, or best quality, is the undeveloped grain that grows at the end of the limbs. The Java is the best developed, and grows about the centre of the limb. That next the trunk is the Rio. The Mocha brings the first price and the Java the second."

This is certainly ingenious, and very comforting to dealers who have been using the terms Java and Mocha carelessly.—The Spice Mill.

A DEBT-COLLECTING AGENCY.

One of the difficulties experienced by merchants doing a credit business is the cost of collecting accounts. The Ontario Mercantile Agency, Limited, 18 Wellington street east, Toronto, advertises in another column that it is prepared to collect accounts at a fee of 10 per cent., making prompt returns, and reporting monthly.

BUSINESS LENIENCY.

THOSE who give credit ought to know that they injure both themselves and their debtors by undue leniency, writes E. S. Campbell in an exchange. Exact fulfilment of the contract is essential to the well being of both parties. The creditor is injured by delay, for it keeps him short of cash, and makes it necessary to pay more for interest, or it causes the loss of what could be made by discounting bills. He is also injured by the increased and constantly growing risk which delay brings, and further, by the certain and costly demoralization which follows as the consequence of all wrong methods. Business demoralization is nowhere more apparent than in connection with the cause.

The debtor is injured by the false feeling of restfulness and confidence which the leniency of his creditor engenders. By this leniency he is taught to rely upon using what really belongs to another, but which has been left in his hands through a mistaken desire to accommodate. He is wronged by the demoralization which comes to him through false training. Further, he is injured by the temptation which is thus presented to be slack in pressing his own collections. Leniency upon his part toward debtors increases his business losses.

Many instances are in mind where loans and discounts have been refused simply because the banker has perceived that the applicant, instead of borrowing money, should push his collections. In some instances the would-be borrower has subsequently expressed his gratitude for the refusal because the lesson thereby taught resulted in saving of money. I recall an instance of too easy loaning by a bank to a retail butcher, which resulted in the borrower deliberately permitting customers' bills to grow until they became so large that in many instances the temptation to default was too great to be resisted. The end was what might have been expected. The

butcher lost heavily and finally failed. The bank lost its claim. It had loaned thousands where hundreds would have been a reasonable limit. Had it loaned only so much as was appropriate there would have been no failure upon the part of the butcher and no loss to the bank. A strong and firm adherence to contracts is essential to safety. Carrying leniency to extremes always means loss, and in many cases absolute ruin.

CANADIAN FISH AND THE WAR.

A. F. Rich, of the fish firm of A. F. Rich & Co., Boston, says that as a result of the war the maritime province and St. Pierre fishermen are making an attempt to control the fish market in Boston. Mr. Rich admits that the New England fishing fleet is hampered to some extent by the danger of capture, and that vessels will not go far away from a convenient refuge. Many vessel owners who largely employ residents of the maritime provinces and Newfoundland on their vessels, report that the men, being British subjects, do not care to risk capture, and some of the vessels are short handed for this reason.

EARLY RISING.

The following calculation is interesting: Suppose one boy, aged ten years, determines to rise at five o'clock all the year round.

Another at the same age, indolent and fond of ease, rises at eight, or an average of eight, every morning.

If they both live to be seventy years old, the one will have gained over the other, during the intervening period of sixty years, 65,745 hours, which is equal to 2,739½ days, or just seven and a half years. If a similar calculation were applied to the whole country, how many millions of years of individual usefulness would it prove to be lost to society?

TANGLEFOOT

"Sticky Fly Paper"

Is the paper your customers prefer and expect to get when they ask for **STICKY FLY PAPER**. Prices are low—it is a profitable and merchantable commodity.

LUCAS, STEELE & BRISTOL, Wholesale Grocers **HAMILTON**

❖ Fine Flavoring Extracts. ❖



We do not think we have the largest bottle, nor do we think our figures are the lowest on the market, but we do know that there are no goods offered which are finer, and quality considered, than the



SEELY

Manufacturing Co.'s Goods

We have all sizes and flavors.

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

Wholesale Grocers. *** Established 1844.

There's profit for you
in handling
Reindeer Brand Condensed goods.
You will also have the satisfaction of pleasing
your customers.

ISI
VIN
RLD

nto.
ailed. The
ined thous-
ve been a
ed only so
here would
part of the
A strong
s is essential
to extremes
y cases abso-

HE WAR.
f A. F. Rich
esult of the
id St. Pierre
pt to control
Rich admits
ing fleet is
ie danger of
l not go far
age. Many
loy residents
ewfoundland
e men, being
risk capture,
short handed

interesting
years, deter-
all the year

indolent and
an average of

ty years old,
er the other,
of sixty years,
il to 2 3/4
f years. If a
d to the hole
of years of in-
rove to be lost

**Our
Own
Brands**

Something Special in Currants.

**Excelsior Brand Vostizza
Crown Brand Vostizza**

**Cases and
Half Cases.**

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

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

WISE COSTA RICANS.

A large Costa Rica coffee planter has sent his three sons to Canada for the purpose of educating them in the English language and acquiring a knowledge of commercial matters. These young men do not speak English, and during their two years' stay in this country will live with Mr. W. H. Seyler, of Toronto. Mr. Seyler is proficient in Spanish, and the father of the youths was urged to place them in his charge by Dr. A. F. Pirie, a Canadian physician, who has been residing in Cartago, Costa Rica, during the last ten years.

The father of these young men had formed such a high opinion of Canadian commercial and social life, from the Canadians resident in his country, that he is desirous of having them educated here.

On their return to Costa Rica these young men will engage in commercial life, and it is assumed that their sojourn in Canada will induce them to exert their influence in building up a trade with the Dominion.

LIVE, AND LET LIVE.

Depression in business during the past few years has brought changes in trade usages.

We read in trade exchanges of retailers organizing to buy in lots direct from manufacturers, and to prevent jobbers selling to

consumers. Jobbers are seeking to prevent manufacturers selling to retailers, and both jobbers and retailers complain that certain manufacturers sell direct to consumers. This demoralization will disappear with continued improvement in business.

Manufacturer, jobber, and retailer should work in harmony. Each does his part in the economy of distribution more effectively and cheaply than the others could do.

Each is necessary to the other and to the consumer, and there should be no friction between them.

Associations and organizations may properly stand up for the rights of their members, but they make a mistake when they seek to break up the machinery of trade.

It is well to keep to our line, following a "live, and let live" policy.—Mercantile Journal.

WHERE THE QUEEN BUYS HER TEA.

The tea consumed by the Royal household is always bought at a quaint, old-fashioned store in Pall Mall, and has been bought there during the reigns of Queen Victoria's five predecessors. It costs 5s. 4d. a pound, and was for a long while known as "Earl Grey's Mixture," this nobleman having recommended it to Her Majesty.

SOURCES OF U.S. TEA SUPPLY.

The gross imports of tea into the United States and the sources of supply, during 1893, 1895 and 1897 are shown in the following table :

	1893. Lb.	1895. Lb.	1897. Lb.
United Kingdom.....	2,547,361	3,622,984	6,217,726
Other Europe.....	17,838	39,612	60,412
Canada.....	785,369	1,081,997	2,547,314
West Indies.....	2,025	50	187
China.....	45,653,172	54,700,393	56,524,346
British East Indies.....	164,806	552,208	2,117,433
Dutch " ".....	6,746	5
Portuguese " ".....	5,714
Hong Kong.....	281,451	304,820	408,617
Japan.....	39,602,519	36,941,394	45,465,161
Other countries.....	60
Totals.....	89,061,287	97,253,458	113,347,475

This table shows the steady progress which East India teas, imported principally from Great Britain, are making in the United States, being very useful for blending purposes. But it will be noted that neither China leaf nor Japan leaf is losing ground.

Since 1893 the per capita consumption of tea and the average price at place of importation have been as follows :

	Cents.	Pounds.
1893.....	16.0	1.32
1894.....	15.1	1.31
1895.....	13.5	1.32
1896.....	13.5	1.31
1897.....	13.1	1.32

—Merchants' Review.



FOUR REASONS WHY GROCERS

for which Grocers can offer no substitute without injury to

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

Enameline

The Modern STOVE POLISH

First: It is Superior to All others in Quality.

Second: It gives Perfect Satisfaction to Consumers.

Third: It is Thoroughly Advertised and Sells itself.

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

**TO
JOG
YOUR
MEMORY**

"Price, cut quite a figure with me on the first two or three orders I gave to a competitor of yours on Rolled Oats, but I've had enough; quality **does** count after all"—so writes a customer to us.

Tillson's Pan-Dried Rolled Oats are the "first love" of all progressive grocers who've once used them, because a grocer always goes back to them after trying other brands said to be "just as good, but cheaper."

Clean—free from hulls—rich, nutty flavor.

**The Tillson Company, Limited
Tilsonburg, Ont.**

**Tillson's
Pan-Dried
Rolled Oats**

The Best

that can be produced, and that money can buy.

**RICE'S PURE
SALT.**

**Thoroughly Pure. Uniform in Grain.
Excellent Keeping Qualities.**

Packed in large variety packages—for all purposes—and every one guaranteed. The 5th Cartoon Table Salt is handsome—for shelf, counter or window display it can't be beat.

Sole Manufacturers

The North American Chemical Co.

LIMITED

GODERICH, ONTARIO

nts.

l
s.

ces re

TO.

SUPPLY.

he United
y, during
n the fol-

1897
Lb.
6,217,726
60,412
2,547,314
187
56,524,346
2,117,433
5
5,714
408,617
45,465,161
60

113,347,475
progress
principally
g in the
for blend-
noted that
f is losing

imption of
ice of im-

Pounds.
1.35
1.34
1.35
1.31
1.35

Review

nd of Stave
above **ALL**
rs want, and

Advertised

ove Polish
rge a salt

New Season's Japan Teas

We are showing
samples of New Crop
Japans due to arrive
here in about a week.

SPLENDID VALUES.

THE DAVIDSON & HAY, Limited

Wholesale Grocers

TORONTO

TRADE CHAT.

THE outlook for fruit is bright this season in all sections of the fruit-growing parts of Ontario. Early varieties of apples are especially prolific in blossom. Smaller fruit also shows every appearance of an abundant crop.

Belle River, Ont., is to have a roller flour mill.

About \$2,000 a day has been paid for grain in Listowel since the rise in the price.

Eight passenger steamers now call at Port Arthur, Ont., two more than last season.

The Bushnell Oil Co. is enlarging its Sarnia refinery so as to almost double its capacity.

During last week, an average of thirty cars of freight per day was shipped from Wiarton, Ont.

It is reported that Hamilton, Ont., parties will start a canning factory at Moose Jaw, N.W.T., to cost \$35,000.

Frederick W. Hughes has registered as proprietor of the firm of F. Hughes & Co., wholesale grocers, Montreal.

The factory of the Lakeport Preserving Co., at Lakeport, Ont., has been burned out. The loss is covered by insurance.

Seltzer, King & Jacobs, hog dealers, Woodstock, Ont., last week shipped one

load of hogs to Hamilton, one to Ingersoll, one to Montreal from Woodstock and one from Milton to Montreal. The prevailing price was \$4.70.

The erection of the new elevator in Goderich, Ont., to replace the one destroyed by fire some time ago, has been commenced.

The merchants of Almonte, Ont., have agreed to close at 7 p.m. during the summer, except on Monday and Saturday evenings.

C. Moreland has succeeded W. Borthwick as wholesale and retail fruit and vegetable dealer, at 120 Rideau street, Ottawa.

Why does not some enterprising man start canning our favorite whitefish? They would command a good price in some countries.—Port Arthur, Ont., Herald.

An Essex county fruit grower, George Way, planted a number of peach pits in July, 1896, just 22 months ago, and the young trees are now over six feet high and in blossom. Mr. Way would like to hear of something to beat this for growth.

"W-o-r-m peanuts" was the sign which has for the last month decorated the patent arrangement whereby a well-known Rideau-street grocer kept these favorite delicacies in a toothsome condition. Yesterday a Journal reporter called the grocer's attention to it and to-day the sign reads "w-a-r-m peanuts."—Ottawa Gazette.

CHARGE OF THE BARGAIN BRIGADE.

From Puck.

"Bargain sale! Bargain sale!"

Newspapers thundered,
Up to the Palace of Trade
Strode the Six Hundred.

"Forward! Our fortune's made!
Charge on the clerks!" they said.
Into the Palace of Trade
Rushed the Six Hundred.

"Goods sold for half their worth,"

Was this a cause for mirth?
Women who saw the sign
Not even wondered.

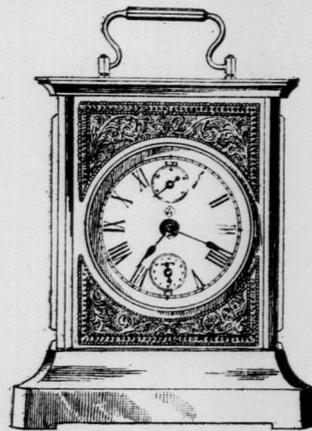
Theirs not to make reply,
Theirs not to reason why,
Theirs but to simply buy,
Buy in the Palace of Trade—
Thought the Six Hundred.

Bargains to right of them,
Bargains to left of them,
Front of them—back of them—

Volleyed and thundered.
What they bought none knew well,
Weak ones grew faint and fell,
Tho' dresses ripped, ker-r-r-rack!
Into the crush pell-mell
Dove the Six Hundred.

Boldly and well they fought;
Then home their spoil brought
Each wife and daughter.

Let this be their defence,
All saved at least ten cents—
Some saved a quarter.



To be given away free to our customers

A record breaker in the sale of Stove Polish—over 850 gross of Sunlight Black Lead sold to the retail trade alone inside of two months, and still the sales increase. Try it, it's a seller.



A Chance of a Lifetime

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

The Alpha Chemical Co., Berlin, Ont.



To be given away free to our customers

THE BUSINESS WINDOWS.

HERE is sometimes a good deal in a window, whichever way you look at it. The owner of one in Washington, which commanded a fine view of the inauguration procession, got \$1,000 for a few hours' use of it on March 4. A "typewriter" (I used that word because it was not the machine, but the operator of it) got just half that sum for the use of her window that day, and was about as happy as if the new president had given her an office. But these are windows that look out, or that have their value in their command of a picturesque view. It is only in one city, and once in four years, however, that windows, can be made profitable in this way. To the merchant or storekeeper, the telescope must be brought to the front, and goods shown that are out of the line of actual necessities, that they must be attractively flaunted to be known or thought of. In oriental and warm countries this is so well understood that the whole front of the store itself is taken away, or the fancy bazaar comes out on the sidewalk. Little stocks of goods of a considerable variety are kept entirely out of doors, and in the almost uncarriaged or untramwayed streets in many towns and countries—notably in Central America. So that the world over, that human nature is a good deal alike. A pretty or attractive thing dangled before our eyes captivates and captures us; though, if it had not been for the window or the open-air proximity and view, we should have gone along without it.

Benjamin Franklin said we ought not to buy a thing we can get along without, because it is cheap; but that depends on several things, and is not a concern of the merchants. Sometimes we ought to. The maxim has always been more or less scouted, or disbelieved in. I confess that I scout and disregard it very often. Only a few years ago—although it was then mid-March, I bought four garments which could only be used in the winter, because I could buy them for 75 per cent. off. I could have got along

until December next without them; but it was justifiable sense and economy to buy them when and as I did. This bargain came about because the goods were put in the show-window and marked with the reduced price. And this is one of the things a show window is for. I am constantly watching windows of this sort, and have found my account in it. They show us too, some things that we can use and enjoy that we may never have used before. And this is a gain to good living and civilization. It's not the merchant's business to tell us we cannot afford his lures, for there are some who can. It's his business to put them out. The ethics of the buyer are quite another thing. Business windows probably never made a spendthrift. But they can and do make trade. Nothing is more important than to have them well dressed, so as to proffer their sorcery and advantage to every one who passes.—Fame.

MOLASSES IN HALIFAX.

AS stated by The Herald recently Porto Rico molasses is held for 32c. in puncheon lots by the jobbers, and some dealers are expecting to get even more. Stocks in Halifax are short. It may seem somewhat remarkable that there should be this shortage in stock, especially when it is known that up to this date considerably more molasses has been imported this year than at the same time last year. The figures, for which The Herald is indebted to the courtesy of Mr. A. S. Mitchell, of G. P. Mitchell & Sons, are as follows:

May 17, 1897.		May 17, 1898.	
Puncheons.....	3,379	Puncheons.....	4,347
Tierces.....	293	Tierces.....	414
Barrels.....	565	Barrels.....	1,573

One great reason for the excess this year is the fact that crops on the different Islands were much earlier than last season. The Spanish-American war has quickened the demand, for dealers felt that there was no knowing how the supply would hold out. The war will certainly have the effect of cutting off supplies, and comparatively little molasses may be expected during the

remainder of the season. It is estimated by one authority that the total quantity of molasses that will be imported this year will probably not be more than half that brought in last year. From May 18 to Dec. 31 last year the importations of molasses were:

Puncheons.....	4,765
Tierces.....	450
Barrels.....	725

No one expects that between this and December 31 even half this quantity will be imported, so that by the end of the year the total importations will be very much less than usual.

A cable to New York from Barbadoes on May 11 quoted molasses at 16 3/4 c. This is per wine gallon, and landed here means that the price would be about 26 1/2 c. The cable quotation of the previous week was 15 3/4 c., showing an advance of 1c.

The advance has been general in the west as well as at Halifax. The Montreal Wholesale Grocery Guild have advanced their prices of Barbadoes molasses to 30c. for car lots, and 31c. for single puncheons. A cable received from the Islands report a further advance, equal to about 30c. here, but it is said that firm offers cannot be got even at this figure. The market here is firm, and stocks are very light, and very little Barbadoes is on the way.—Herald, May 17.

HIS OWN DETECTIVE.

According to The Merchants' Review, a grocer named Raymond Groves, of New Brunswick, had missed articles from the front of his store at several times for several weeks. All efforts to catch the thief failed. One night he placed a twenty-five pound bag of flour in front of the store in a place where it would allure. He took the precaution to make a small hole in the bottom of the bag. About 10 o'clock the bag was missed. The grocer got some matches and followed the track of flour for three blocks. It ended in front of the home of John Cavanaugh on Suydam street. Groves placed the evidence before the police, and Policeman Campbell went to Cavanaugh's house at five o'clock next morning and arrested him. A bag of flour was found in the house.

LAPORTE, MARTIN & CIE.

IMPORTERS AND WHOLESALE GROCERS

Agents in Canada for

“Princess Louise” Japan Tea.
“P. Richard’s” Brandy.

“Victoria” Japan Tea.
“Mitchell’s” Whiskeys.

72 to 78 St. Peter Street, MONTREAL.

Rio Coffees

Green Rio Coffees are a feature of our business. Having direct shipments from Rio arriving regularly we are able to quote the lowest ruling prices.

H. P. ECKARDT & CO.

Wholesale
Grocers

TORONTO

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

And all Grocers' Sundries

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

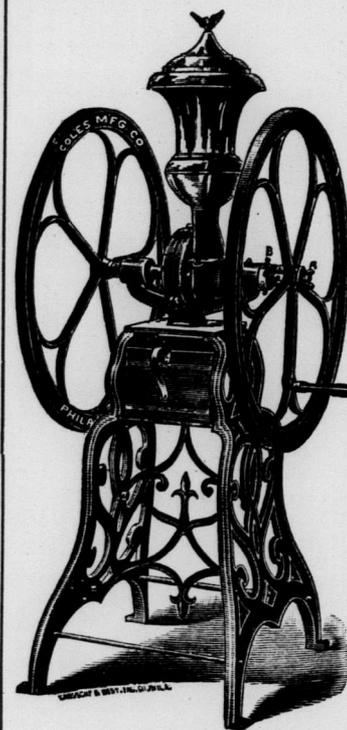
Sample room

...MONTREAL, QUE.

56. and 58 Front West, TORONTO.

Sold and highly
recommended by
all leading gro-
cers.

Sovereign
Matches



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

Coles Manufacturing Co
PHILADELPHIA, PENN'A.

Notice.

Having introduced our-
selves, we now wish to make
a few claims.

Your first consideration na-
turally 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.



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

THE MacLEAN PUBLISHING CO
Limited.

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

OFFICES:
MONTREAL - - - Board of Trade Building
Telephone 1255.
TORONTO - - - - 26 Front Street West,
Telephone 2148.
LONDON, ENG. - - - 109 Fleet Street, E. C.,
J. M. McKim.
MANCHESTER, ENG. 18 St. Ann Street,
H. S. Ashburner.
NEW YORK - - - - 14 Irving Place,
M. J. Henry.

Subscription, Canada, \$2.00. - Great Britain, \$3.00

Published every Friday.

Cable Address in London, "Adscript."

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

GLADSTONE AS AN EXAMPLE.

THERE can be extracted from the lives of all great men something which shall stimulate and encourage the energies of the young men of to-day and to-morrow. Gladstone's life in the political arena may not appeal to all. Indeed, we know that it does not. And as long as men think differently on matters appertaining to politics, it cannot.

But Gladstone's brilliant intellect, scholarly attainments, and moral excellencies are qualities which we can all at least essay to emulate.

However we may view him politically, as a man he was great. And he was great, not because he came of an intellectual family, but because he made the best of his opportunities.

The moments he guarded zealously. Busy as his life was in the political arena, the amount of work he accomplished in the literary field was prodigious, and this work for him was not labor; it was recreation.

His work in the ordinary sense was in the political field. His literary work and his

studies were, in addition to tree-felling, his recreations.

Recreation is necessary to every man. Even the man who neither toils nor spins needs it. He can find it in work. But the man who busily toils and spins from day to day needs it more. At any rate, he is entitled to it more.

Recreation and rest are synonymous terms. They do not imply doing nothing. That is laziness. And laziness is good for neither man nor beast. They imply change; change from the worry of the every day avocation—from business or whatsoever else it may be. And this change can be found just as readily in some intellectual pastime as in lolling round a billiard-room, a bar-room or a ball-room.

A man can, if he will, find mental as well as physical improvement in his recreations. Gladstone did. And his name is great to-day because he did.

There is in the commercial world room enough and to spare for men of brains, push and industry. And the young men of to-day who would be the successful men of to-morrow are those who shall make their recreations of a character that shall tend to fortify and not to weaken them for the battle of life.

As a politician Gladstone may not be an example; but as a man who treasured up and made good use of the golden moments he is a shining example.

COMPUTING SCALES IN CANADA.

There are computing scales and computing scales, and the authorities have found it necessary in order that the public may be protected against fraud, to so far only allow the makes of a couple of firms to come into Canada.

Although only two manufacturers are permitted to prospect the Canadian market, these two are such bitter rivals that each is said to be bringing charges against the other to the effect that its opponent's scales are being brought into the country at an undervaluation.

The Customs Department will, probably, be called upon to "weigh in the balance" the scales of both firms and determine which is found wanting.

INCONSISTENT ST. JOHN MEN.

THE New Brunswick Tourist Association, of St. John, N.B., has issued a 16-page folder, describing the attractiveness of St. John in particular and New Brunswick in general, as resorts for summer tourists. The folder is neatly printed, well illustrated, and does well what it is designed to do.

But, while the folder is all right, there is one little thing about it which rather reflects on the consistency of the New Brunswick Tourist Association.

For some years the business people of St. John have been actively engaged in increasing the efficiency of their harbor for winter navigation, and disseminating information by means of the newspapers and members of the board of trade who have toured the country for the purpose.

And the particular text from which both the newspapers and the speakers discoursed was loyalty to a Canadian winter port. "Why should you," they said in effect to the shippers and importers of the country, "export and import your goods during the winter months by Portland, Boston or New York when St. John affords you all the facilities."

But the principle should apply to other things as well as to the winter port: If the people of St. John expect the commercial interests of Canada to patronize their port the latter may naturally expect the former to patronize home industries as far as possible. What is sauce for the goose is sauce for the gander.

This does not, however, appear to be the doctrine of at least the tourist association, for to get its printing done it goes to an office in a United States city, when it could, no doubt, be done just as well in St. John.

This may be a little matter, but it is large enough to warrant attention. **THE CANADIAN GROCER** has the cause of St. John's winter port at heart—in fact, all Canadian ports for that matter—but it does not like to see inconsistencies flourish which may tend to estrange the sympathy of the commercial interests of this country with that port.

Doubtless, the inconsistency is more the result of carelessness than design. But it is this carelessness which has led to many Canadian industries being allowed to languish while aid was lent to the building up of foreign industries.

OUT OF BRITISH GOODS.

In a majority of instances there is a dearth in Vancouver of certain British goods. There having been no direct sailing vessel from England for some time, many wholesale houses have run short of sauces, pickles, jams, cocoas, etc; also Bass' ale, Guinness' and other stouts, brandy and other liquors.

THE above paragraph is clipped from a recent issue of The World, Vancouver, B.C., and corroborates what THE CANADIAN GROCER last week said regarding this very matter.

While the scarcity of British goods at the moment may be due to the fact that no sailing vessels have arrived on the Coast, yet such a condition of affairs is not new.

With the direct and quick routes there is no excuse for there being so frequently a dearth in British Columbia of such goods as those above enumerated.

The British Columbia market is a growing one, and manufacturers and exporters of condiments in the United Kingdom should be more watchful of their interests in that part of the Dominion—and in all parts of the Dominion, for that matter—unless they are prepared to see the trade they might get go to others who are more zealous than they in good works of this kind.

WHOLESALE AND CONSUMERS.

THE CANADIAN GROCER believes that the wholesale merchants of Canada are as consistently wholesale as their confreres in any other country. But occasionally we hear of transgressions.

Only a few days ago a consumer in Toronto forsook a well-known firm with whom she had been dealing for years, because she had been able to open the door of one of the wholesale houses in that city. And it was one of the leading ones, too.

There are some very large consumers, such as lumber camps and public institutions, which wholesalers can scarcely be blamed for supplying; but with ordinary consumers it is different. And the case in point was an ordinary customer.

Wholesalers should remember that when they begin to sell to the ordinary consumer they are beginning to compete with their own customers, of the unfairness of which they need not be told.

No wholesaler who is worthy the name courts, or even desires, the business of the

consumer. And when he does consent to sell him, it is only because some influence has been brought to bear upon him. The moment he resents this influence that moment will a great deal of the retailing by wholesalers cease.

CANADIAN TOBACCO DEARER.

A sharp advance of 2c. per pound has taken place in tobaccos made from Canadian leaf.

The advance is due to the high price of leaf tobacco together with the briskness in the demand, which has been active for the domestic made article ever since the duty was changed a year ago.

By-the-by THE CANADIAN GROCER has it upon what is considered pretty good authority that a reduction in the duty at the next session of Parliament is contemplated by the Government.

A SOLDIER AS A SALESMAN.

It is said that one of the Canadian military contingents, which started for the Yukon the other day, carried, in addition to his own arms and accoutrements, samples for a Montreal wholesale house.

In opening up new countries it is usually first the soldier, and then the salesman; but this is an instance where the soldier and the salesman are combined in one and the same man.

This is something unique in history.

GROCERS' EARLY CLOSING.

The following leading grocers, provision merchants and liquor dealers, of the town of Peterborough, have agreed to close their respective places of business each evening, except Saturday, evenings before holidays, and Fridays, at the hour of 7 p.m. The agreement went into effect on May 16:

Henry & Co.,	W. H. Hamilton,
Peter Connal & Co.,	F. J. Mitchell,
R. H. Hunter,	D. H. Kernaghan,
R. J. Waller & Co.,	G. Briou,
J. W. Moore & Co.,	J. Giles,
Alex. Elliott,	R. J. Lane,
J. W. Brislin,	Spot Cash Grocery,
	E. F. Mason & Co.

It is understood that all grocers will act in harmony in this laudable effort to close their stores early, to enable their employees to enjoy their summer evenings.

CHINA GREEN TEAS.

CHINA green teas are still scarce and dear. One wholesaler in Canada who, the other day, found it necessary to match a tea which he had bought early in the season at 11c. per lb. had to pay 13c. per lb. before he could secure what he wanted, while for some of the samples submitted holders would not take less than 15c.

Advices received this week state that the shipments of green teas from the whole of China during the past season were but 395,501 half chests. Last year they were 322,364, and in 1896 the total was 444,340 half chests. It is the falling off during the last two years that has caused the present shortage in these teas.

The Hankow market, according to these same despatches, will not open till a week later than last year, owing to exceedingly heavy rains. The number of "hongs"—the places where teas are fired—in operation will be less than last year, owing to the heavy losses sustained during the past two seasons.

JAPAN TEA A LITTLE EASIER.

IT will be remembered that the market for Japan teas opened a few weeks ago at prices about 10 to 15 per cent. higher than last year. Since then, however, there has been a decline, although values are still above those of 1897—on fine teas about 5 per cent. and on medium teas 10 per cent.

A private letter received in Toronto this week states that Japan tea, which last year cost 18c., cannot now be bought at less than 20c.

New season's Japan teas suitable for the Canadian market will not arrive in quantities till about the middle of July. That which will be here in a week or two will be only small parcels of fine tea for each of the wholesale houses.

Ninety per cent. of the Japan teas consumed in Canada are those which retail at 25c. These teas will not be marketed in Japan till about the middle of June, and it takes one week to fire and pack them, and three weeks for their passage from Japan to this country, so it is evident that they cannot well be here till the second or third week in July.

THE PROPOSED BEET SUGAR FACTORY.

MR. JOHN MACKENZIE, vice-president of the Owen Sound Beet Sugar Co., Limited, has the following in the last issue of the Owen Sound Times:

"When you wrote the article for your paper of the 12th inst., you were not aware that the Owen Sound Sugar Co. had reached the goal of its desires in securing the promise of capital to operate a first-class beet sugar factory for this part of Ontario, and all that is wanted now to begin operations is that the Dominion Government re-enact the sugar bounty which expired July last. When and where was there a company that has done so much for a town as this company has done for Owen Sound? Working against the influence of the corporation, of the business men, and some of the press of the town, was it any wonder that after three years of hard, persevering work against all kinds of discouragements, and with so little sympathy, that a majority of the directors got tired, discouraged and disgusted with the treatment received in Owen Sound and commenced working in the interests of a rival town. It is time for a change in the interests of Owen Sound. If this factory is to be built in your town, the citizens of every class will have to back up your mayor and myself to keep the sugar factory from going to Wiarton. The majority of directors are committed in the interests of Wiarton, and they cannot in honor desert the enterprising people of Wiarton, if Wiarton carry out their part of the agreement, and I am satisfied they will, more particularly when we have secured the promise of a Scotch syndicate for sufficient capital to run a \$500,000 factory. I worked in favor of Owen Sound, believing it was the most suitable place to locate the factory, and am also convinced, if capital could be had, that of any town in the northern district Owen Sound has the advantage. I am still of that mind, and will do all I can to secure the factory for Owen Sound, but it is time for a change in the sentiment of the people toward the sugar company if they want to secure the factory for their town. Wiarton is now in earnest, and will secure it if possible. They have some of the most enterprising and pushing men of any town in Canada, and they accept the hard working men even if they are not wealthy. In the sixties I advocated in the Owen Sound press the extension of the telegraph line to your town for six years before it was built. I spent two evenings in Wiarton to convince them, and they did extend the line to their town in three months. Your people make a mistake if they think Wiartonian are not hustlers. But a change has come, for your

board of trade and your best business men are with us, now that success is assured. If we had this change before our last meeting in the Y.M.C.A. hall, the five proxy votes from Detroit would not carry the meeting in favor of Wiarton, and we would not have to fight that town and a majority of our own board to keep the factory for Owen Sound.

"The management is not at the end of their rope and will not be till this Scotch syndicate takes possession of the enterprise and puts all the capital required into it—then they will elect their own management, when the present management will quietly drop out into oblivion unhonored and unsung; but at the present time we have plenty rope to spare for our friends. Every move in Canada for the last two years in the interest of the beet sugar industry is attached to our rope—every article in the Toronto, Montreal, and other papers in any way connected with this sugar company is fastened to our rope by the present management or our friends working in our interest. The Toronto Grocers' Guild, Toronto Board of Trade, the New York house of the great German machine house are working with us and for us to secure the bounty replaced upon the statute books. This sugar bounty is not a political question any more than the bounty on iron smelting by the Dominion and Ontario Governments—it is encouragement to the best interest of the agriculturist—it is assistance to introduce a new agricultural industry for the farmers of Canada, to the extent of \$12,000,000 per year, which we can raise and manufacture as well and with less expense and more profit to the farmers than butter and cheese—and both these products are assisted and encouraged by the present Government to as great an extent as by the late Government. I am not a director of this company for the money there is in it—I have not received ten cents for services in ten months, and am willing to retire to-morrow in favor of a better man—otherwise, I will do the best I can till Sept. 8, when my time expires; and by that time, with the bounty re-enacted, the Scotch syndicate will take management."

AGAIN SHIPPING FREIGHT.

The Owen Sound Times says: "A little more than a decade ago, scarcely a steamer of the old Lake Superior and Georgian Bay lines went up without having a consignment for North Shore Lake Superior ports. In latter years, however, the trade fell off, owing to the fact that the C.P.R. steamships would not carry trade. With the advent of the Black and White Lake Superior lines, the cattle trade of this port was commenced again, and on Saturday night the ss. Majestic took up several head consigned to Port Arthur."

TORONTO GROCERS' PICNIC.

ASPECIAL meeting of the Toronto Retail Grocers' Association was held on Wednesday evening, in St. George's Hall, Elm street. President W. H. Marmion occupied the chair, and a good attendance was present.

The executive committee appointed to get information regarding a suitable place to hold the annual picnic reported in favor of Port Hope; that it be held on July 20; that the Garden City be chartered for the occasion; and that the price of tickets be \$1.

After some discussion of the report its adoption was moved, when Messrs. Kelly and Scholes moved in amendment that the excursion be by train to Jackson's Point, the tickets for which trip would also cost \$1.

The amendment was defeated, and the report was then adopted unanimously.

It was moved and seconded that "This association desires to state that it neither has nor had any connection with the association which conducted the excursion to Guelph on the 24th inst., and it neither gives nor did give any countenance to the said excursion." This resolution was passed, and the secretary was instructed to communicate with the papers of Guelph and Toronto, informing them of the resolution.

It was decided that the association would look after the printing of its programme itself this year, and the secretary was instructed to take the work in hand.

The following committees were appointed:

Programme—Messrs. Booth, Bond, Panter, Kelly, Gibson, Davies, Bell and Sanderson.

Printing—Messrs. Sykes, Kelly and Marmion.

Music—Messrs. Johnson and Bond.

Visiting—Messrs. Sykes, Johnston, D. W. Clarke and T. Clark.

Treasurer of Committees—W. J. Sykes.

The agreement between the association and the steamer Garden City was approved. The boat will leave Toronto at 7 o'clock in the morning, and, returning, leave Port Hope at 6.30 o'clock in the evening.

MICHIE & CO.'S STORE.

Michie & Co., grocers, 7 King street west, Toronto, who were burned out some months ago, have had their store thoroughly renovated, and have this week moved back into it. This firm's former store was acknowledged one of Toronto's most up-to-date business houses, and, with the improvements recently made, their present stand is one that is worthy the inspection of every retailer. Wednesday and Thursday this week were the opening days, and Michie & Co. mailed invitations to their friends to come on these days and inspect their stock and premises. Many availed themselves of the invitation.

The Superiority of 

Eddy's Paper Bags

has been proved and is generally admitted, and reiteration of their qualities perhaps grows monotonous, but it is money in the pockets of grocers to know that they are superior to all others in these essentials—

1. *Large Size.*
2. *Full Count.*
3. *Good Paper.*



The E. B. EDDY CO., Limited

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

Hull, Canada.

61 Latour St. - - MONTREAL
38 Front St. West - - TORONTO

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

HINTS TO BUYERS.

The 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.

LA VIERGE" and "Grapes" castile soap is a recent importation, from Marseilles, by The Eby, Blain Co., Limited.

H. P. Eckardt & Co. are selling gallon and 3-lb. apples at considerably less than packers' prices.

A full supply of Clark's meats is in stock with The Eby, Blain Co., Limited.

The Davidson & Hay, Limited, is quoting close figures on Crawford peaches, in 3-lb. and 2-lb. cans.

Beardsley's "Acme" sliced smoked beef, in 1's and ½'s, is in stock with The Eby, Blain Co., Limited.

T. Kinnear & Co. have this week received a shipment of fine Filiatra currants, in cases and half-cases.

The Davidson & Hay, Limited, is showing samples this week of new season's Japan teas arriving in about a week.

A shipment of Martin Wagner Co.'s "Dog's Head" cove oysters is in store with The Eby, Blain Co., Limited.

T. Kinnear & Co. have taken into stock a shipment of "Crown" olives in 10 and 14 oz. bottles; also Batger's jelly at the reduced price.

The Davidson & Hay, Limited, recently imported a shipment of "Collinfiore" olive oil, and is quoting it in gallon tins, quarts, pints and half-pint bottles.

W. H. Gillard & Co. have now in stock "Golden Blend" Ceylon tea, in 1-lb. packages, packed in Ceylon, and specially adapted to the Canadian trade.

The Davidson & Hay, Limited, reports good sales of imported sardines, as advertised in last week's GROCER. Prompt buyers can still get a few cases of these.

A fine range of Ceylon and Indian teas, comprising Pekoe Souchongs, broken Pekoes, Orange Pekoes, Darjeelings and Kangra Valley has been received by The Eby Blain Co., Limited.

New York ginger ale is having an active sale with W. H. Gillard & Co. Last season their sales of this summer beverage amounted to over 6,000 cases, and this year they look for even a larger demand.

LIME JUICE.

The fruit used in making Rose's lime juice is grown on plantations in Martinique owned and operated by Rose & Co., then

the fruit is treated by their patent process and passes from one process to another until, as pure essence of limes, it is marketed in their well-known engraved bottles.

BUSINESS CATECHISM.

Do you see the man?
I do see the man.
Who is the man?
He is a business man.
What is a business man?
He is a man who makes money by supplying the wants of people.
Does he always make money?
If he's a good business man he does.
How does he do it?
By advertising.
What's advertising?
It's the biggest thing on earth in a business.

Is it bigger than the business.
Yes, because the business couldn't live without it.

Is it bigger than the business man?
Yes, for it keeps him humping himself.
Very good; but what is this wonderful thing?

It is the everlasting and perpetual presenting of those who wish to buy a clear statement of what there is to sell.

Why must it be so everlasting and perpetual?

Because people's wants are that kind and the advertising must match the wants of those to whom it appeals.

Is there no let up?
Yes, when the people let up on wanting to buy.

But isn't it expensive?
Not at all.

My! Do they everlastingly and perpetually present, and charge nothing for it?

Oh, no! they charge, of course, but for every dollar paid out, from ten dollars to a thousand come back.

How is this advertising done?
There are ways and ways of doing it.
All good?

Yes, but some are better than others.
What is the best way.

The newspapers.
Why newspapers?

Because they go farther and hold on longer.

Why do they?
Their subscribers make them.

Do all business men advertise?
Those who know the most do.

But some are successful who do not?

Yes, just as there are some people saved from a wreck in which ninety-nine per cent. are killed. It's their luck, not their wisdom or their own efforts.—Fame.

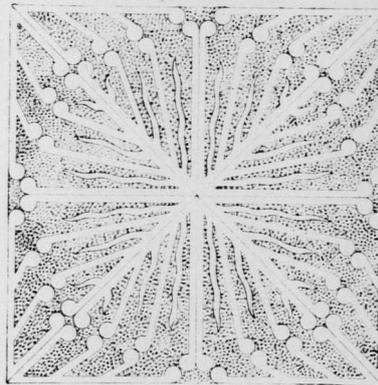
In addition to a full supply of "B" rice, The Eby, Blain Co., Limited, call the attention of the trade to some unusually fine samples in fancy Patna and Japan rice at close figures.

Because They're Better

THAT'S WHY OUR FAMOUS

Metallic Ceilings

are being used all over the country by progressive people.



They make an enduringly handsome finish that is also fire-proof and hygienic, and is equally well suited to private or public buildings.

Let us have an outline showing the shape and measurements of your walls and ceilings and we will mail an estimate with full information.

Metallic Roofing Co., Limited

1180 King St. West, TORONTO

BUSY CANNED MEAT PACKER.

There is one important industry in Montreal, at least, which is booming at the present time. The Hispano-American war has had the effect of stimulating the canned meat business to an unusual degree. In conversation with Mr. William Clark, manufacturer of canned and prepared meats, 83 Amherst street, he said that the firm were up to their ears in work, and kept busy supplying orders.

Prices were higher, and since hostilities between Spain and the United States commenced, the industry which he carried on had been indirectly benefited, inasmuch as nearly all the canned meats prepared in the United States and formerly exported to this country were diverted to other channels.

PERSONAL MENTION.

John Mouat, of Winnipeg, representing W. H. Gillard & Co. in Manitoba and the Northwest, reports business satisfactory, and states that their "Imperial" Congou blend is a great favorite in that part of Canada.

Mr. T. O. Leonard, of Detroit, representing Kingsford Oswego starch, was in Toronto this week. He reported that business in the United States is not as good as it was a few weeks ago.

GROCERY CLERKS' EXCURSION.

THE members of the Toronto Grocery Clerks' and Drivers' Association held their third annual excursion on Tuesday, May 24, going to Guelph.

Three special trains were needed to convey the crowd, which numbered over 6,000, and was composed largely of young men and youths. A joint excursion from Owen Sound, under the auspices of the North American Bent Chair Co., of that town, brought about 500 people into Guelph from the north.

During the morning and the early part of the afternoon the excursionists spent their time visiting the Ontario Agricultural College and seeing the "Royal City."

By three o'clock some four or five thousand people had gathered in the Exhibition Park, where the programme of sports was to be run off. The list of sports, etc., was a long one, including three baseball matches, a tug-of-war, a jubilee baby show, a five-mile bicycle handicap road race, besides other bicycle races, foot races, etc., but all the events had been finished before six o'clock, though much trouble was experienced in keeping a way open for the participants in the various events. One competitor in the bicycle races was seriously injured through a fall, caused by a spectator striking a passing racer.

In the evening a concert was held in the Guelph Opera House. It was fairly well attended. During the concert, the exuberance of a large number of hoodlums up in the gallery exerted itself so vigorously that the programme had to be stopped to give them a rebuke. Apart from the disturbance created in that section of the hall, the concert was a good one, Bert Harvey, of Toronto, making the hit of the evening.

OUR OTTAWA CORRESPONDENCE.

Special to THE CANADIAN GROCER.

OTTAWA, May 25.—The Postmaster-General has, in his new post office bill, increased the mileage to 25, within which newspapers will be delivered free. This will bear very unfairly on newspapers of Provincial or Dominion circulation, and is conceded so as to allow the local country press an undue advantage over the papers of Provincial circulation. It may be recalled that when free delivery was advocated, some years ago, the press association asked only for free delivery within the county where the paper was published, but the Postmaster-General, with a view to getting a little cheap popularity, gave the newspapers free delivery everywhere, without any restrictions. There is no justice or equity in delivering newspapers free within the charmed circle of 25 miles, when the superior newspapers, published for Provin-

cial circulation at enormous cost, are mulcted in postage. All exemptions of postage should be wiped out, and newspapers, like any other commodity, should pay equitable postage.

There is a well-founded rumor that a Yukon railway bill is to be brought down. If so, the session will be extended late into June. At the present time, the House appears to be "marking time," little progress being made with public business.

The Customs regulations for testing tea by infusion are not likely to be brought into force this year, as the necessary amendment to the Customs law has not yet been brought down. The mercantile interests of the country have to stand aside to make way for the political. F. J. D.

FISH SAUSAGES.

A new way to produce an excellent fish food has recently been patented by Miss Catharine Schoenau, of Hamburg, who has produced a fish sausage, which tastes well, is exceedingly cheap and will, therefore, become very popular, says The Philadelphia Record. Her method consists in the preparing of a gelatinous broth, with which the shredded fish meat is thoroughly saturated. The broth is made of fish and beef bones, and spiced to suit any taste. The fish meat is then filled in casing, like any other sausage, and smoked twice, first after the hot, then after the cold process. After being smoked the sausage will keep indefinitely, without losing its delicate flavor of smoked fish.

VEGETABLES FOR THE NAVY.

It is said that Mr. R. J. Graham, Belleville, Ont., is to secure a large order from the Royal Navy for his evaporated vegetables. He has been in communication with the naval authorities for some time, and the samples supplied have been so satisfactory that a large trade may be anticipated.

YUCAN OIL BLACKING.

One of the staff of THE CANADIAN GROCER has adopted a novel scheme to become a "shining" journalist. He has begun at the bottom by procuring a bottle of Yucan oil blacking from W. A. Porter, 60½ Front street east, the Toronto representative of the F. F. Dalley Co., Limited, Hamilton, and says the results are entirely satisfactory.

CHANGE IN A SPICE FIRM.

James McKee, of McKee, Radcliffe & Co., spice manufacturers, Toronto, has bought out Mr. Radcliffe, and the business will be continued by Mr. McKee under his own name.

The Ontario Mercantile Agency
(Limited)
18 Wellington Street East, TORONTO.

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

SOVEREIGN LIME JUICE

equal to any made in the world.

Regular size bottle, pints \$2 75 per doz.
Apolinaris bottles, splits 1 00 per doz.

Order through wholesale Druggist or Grocer.

E. FIELDING, Agent

34 Yonge St., TORONTO

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

It invigorates MIND and BODY
whereas Tea and Coffee

SLOWLY RUIN THE NERVES



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

VANILLA . . .
CHOCOLATES

CHOCOLAT MENIER

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

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

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



Extract from the Inland Revenue Department.

Bulletin No. 54 (just published) ON CONDENSED MILK.

This Bulletin can be obtained by writing to the Department. The list of Manufacturers are to be found in the body of the Bulletin.
 "The Adulteration Act provides that 'if any valuable constituent of the article has been wholly or in part abstracted,' the food shall be deemed to be adulterated. Mr. McGill has computed the average percentage of fat contained in the original milk from which the various brands of sweetened condensed milk have been produced. These averages are given in table III, and are as follows, arranged in the order of their richness:

MANUFACTURER.	BRAND.	% BUTTER FAT.
Baldwin Condensed Milk Co., Baldwin's Mills, P.Q.,	Export	3.310
Anglo-Swiss Condensed Milk Co.	Milkmaid	2.866
Baldwin Condensed Milk Co.	Canadian	2.855
Canadian Milk Condensing Co., N.S.	Owl	2.845
Truro Milk and Canning Co.	Reindeer	2.764
H. Nestle, Switzerland	Nestle's	2.653
Truro Condensed Milk Co.	Mayflower	2.575
Gail Borden, New York	Eagle	2.419

**CADBURY'S
CHOCOLATES**

ARE
SIMPLY
DELICIOUS
AND ARE
PACKED
SPECIALLY
FOR
CANADIAN
MARKET.

CADBURY'S COCOA

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

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

ABSOLUTELY PURE, THEREFORE BEST. 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.

**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

Montserrat

LIME FRUIT JUICE

No other brand of Lime Juice can compare with it for purity.

"Montserrat" has many imitators, but no equals. Some other brands have even gone so far as to collect old "Montserrat" bottles, and fill them with their inferior article in order to get a sale for it.

High Class Grocers everywhere sell and recommend "Montserrat" Lime Fruit Juice above all other brands.

Always ask for "MONTSERRAT."

EMPIRE TOBACCO CO'S

COLUMN

Our
Leaders--

Currency Old Fox Patriot

These popular brands of Chewing Tobacco can be obtained from all wholesale grocers.

Empire Tobacco Co.

GRANBY, QUE.

WANZER LAMP & MFG. CO.

Hamilton, Ont.



WANZER.

INVERNESS, P.Q., Feb. 14th, 1898.
WANZER LAMP & MFG. CO.,
Hamilton, Ont.

GENTLEMEN,—We have been using the Wanzer Lamp for about five years and can not praise it too highly, as it is all and more than you represent it to be. I have placed several here—"they are giving good satisfaction." Your Cooker is also a success. I am of opinion that every home should have a Wanzer Lamp. I cannot praise it too highly.

Very truly yours,
JOHN YOUNG.

Write us for illustrated and descriptive pamphlets and testimonials.

THE MODERN GROCER



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

Knowles, Ham & Nott Co., Limited
BRANTFORD

BOOKS FOR THE RETAILER

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

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

Pitfalls of the Dry Goods Trade

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

Buying, Selling and Handling of Teas

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

Causes of Failure in the Hardware Trade

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

Necessary Books for a Retailer

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

Any one of the above
mailed for . . . **10 cents**

Credits, Collections and their Management

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

Address

The MacLean Publishing Co. Limited

TORONTO and MONTREAL

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

BUSINESS FOR SALE.

W.M. LAIDLAW, DURHAM, OFFERS His store at Allan Park at a rate on \$. A first-class business, small stock, no opposition, 6 miles from town. Enough of revenue from post office in connection to pay rent. Satisfactory reasons for selling.

BUSINESS FOR SALE IN THE CITY OF LONDON; dry goods, hoots and shoes; established 20 years; small stock, rent low; reason for selling, retiring from business; price right to responsible party. R. Jones, London, Ont.



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.

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 "Horse Shoe Salmon."**

Every consumer should use it because it is the BEST and every can is warranted good, or money returned; 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**, 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.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, May 26, 1898.

GROCERIES.

WHILE the holiday has necessarily interfered with business to some extent, there is, however, a good trade being done for this time of the year. The sugar market is stronger even than it was a week ago, and, while there is not a great deal selling, the demand has slightly improved. The opinion is that higher prices will soon rule in Canada. "Horse Shoe" brand of canned salmon is now quoted at the uniform price of \$1.25 for any quantity. In other lines of canned goods there has been no actual change, the position being much about the same as it was a week ago, although, if anything, the feeling in regard to canned vegetables, outside of corn, is scarcely as strong as it was. The tea trade, on the whole, is quiet, although there is a fairly good demand for some descriptions. Currants continue to occupy a firm position, and there has been some business done during the week for importation. There have been some transactions in California prunes, but the prices paid by wholesalers are fractionally higher than they were a week ago. Other kinds of California fruits are much as before. In spices, the most interesting feature is the strength of pepper. The rice market continues strong, but the local houses are now better supplied than they were a few weeks ago. The wholesale market generally appears to be in a fairly satisfactory position.

CANNED GOODS.

The wholesalers have fixed their price of "Horse Shoe" brand canned salmon at \$1.25 for any quantity. Heretofore, the price has been \$1.25 for five case lots and over, and \$1.30 for smaller quantities. This change was the result of a desire to do away with a misunderstanding that sometimes existed in regard to the price of this brand of salmon. While there has been no actual change in the price of canned goods, outside the particular line mentioned, there is an increased desire on the part of holders to dispose of stocks which they may have on hand, in consequence of the approach of the green fruit and vegetable season. Corn, however, being the latest vegetable to come on the market, does not share in this general tendency, and is held just as firmly as ever, transactions having taken place during the week at firm prices. Holders of gallon apples also appear to be desirous of reducing their stocks, it one is to judge by the fact

that offerings during the week have been more liberal. At the same time, however, stocks are not large, and some wholesalers have none whatever. Wholesale houses report that there is, if anything, a little better enquiry for canned vegetables, although buyers do not appear willing to pay ruling quotations. The lowest price we hear of to retailers for canned tomatoes is \$1.15.

SYRUPS AND MOLASSES.

There has been a few transactions in syrups during the week, but business in this line cannot be accounted any other than dull. The molasses market continues strong. Offerings of New Orleans molasses are still limited, although offerings of the lower grade article are increasing, according to advices received from New York.

SUGAR.

The strength of the sugar market, which has been noted during the last couple of weeks, has increased rather than decreased,

For Prices Current See
Pages 34 and 35.

beet sugar now being quoted at the highest price touched this campaign. On the local market there has been no change in prices, but the feeling is strong. Higher prices are expected before a great while, and it is the general opinion that dealers will be safe in keeping their stocks well assorted. While there is not as much buying on the local market of foreign sugars as there was a couple of weeks ago, representatives of shipping houses report that there is still some business being done. The Canadian refiners are looking for a better business at the beginning of next month.

NUTS.

Filberts are firm, both for prompt and future shipment, the basis for new crop, October shipment, now being 1c. higher than a year ago.

RICE.

The market keeps much about the same as it did a week ago, as far as prices are concerned, but supplies are now better, wholesalers having received shipments of both the imported and domestic article during the week.

COFFEE.

The market is without anything of particular interest. There is very little doing

and prices are scarcely as firm as they were a week ago at outside points.

SPICES.

The recent advance of 1-16d. per lb. in pepper in the outside markets has been maintained and the tone is strong. In other lines there is no particular feature to note. Locally, business is quiet in all kinds of spices. Cream of tartar remains weak.

TEAS.

There is a scarcity on the local market of good liquoring Japan teas at from 15 to 18c., and new crop Japan in quantities will not be here until about the middle of July, only a few parcels of the finer teas being brought on with the first steamer. It will be remembered that the market opened about 10 to 15 per cent. higher than a year ago, but advices received this week state that there has been a slight decline. Values, however, are still from 5 to 10 per cent. higher than a year ago. Information through a private letter states that teas which last year could be laid down at 18c. are costing 20c. There has been a good deal of buying during the week of Ceylon teas at from 12½ to 15c. for shipment to this market from London, Eng., and while the price there has advanced from ½d. to 1d. per lb., that market is still cheaper than for direct shipment from Colombo. Indian teas are meeting with very little attention on the local market. Nothing is being done in China teas. There has been some enquiry, however, for green teas, but there are none to be had.

FOREIGN DRIED FRUITS.

CURRENTS—There has been some regular buying for shipment to this country, and wholesalers are still meeting with a good demand. There has been no further change in prices, but the tone of the market is strong.

VALENCIA RAISINS—The market this week is devoid of any special interest. The demand is moderate and prices are without change.

PRUNES—Local wholesalers are beginning to evince a desire to clear out their stocks of prunes before the regular green fruit season begins. At the same time, however, they are finding it necessary to bring on from Chicago and other United States cities small lots, in order to keep their stocks assorted and to fill orders. For such lots as have been brought on during the past week, they have had to pay ¼c. per lb. higher than before. There have been, dur-



QUALITY
OF.....

"SURPRISE"

Made from the finest grade of stock, with the greatest care, by the best available skill, with a good number of years of experience in the making and handling of soap. These features combined, make up "SURPRISE" Soap.....

It Pays to Push

EXAMINE THE PROFIT.

**SURPRISE
SOAP**

BRANCHES—

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

Made by

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

ing the past week, some prunes offered on the Toronto market from Montreal, but the representatives on this market of California fruit firms report that they have received instructions from their principals to ship the stocks held here to Montreal, as better prices were obtainable there. Local wholesalers' quotations are unchanged.

CALIFORNIA EVAPORATED FRUITS—The wholesalers appear to have enough California evaporated fruits to keep them going for the rest of the season, as they are not buying fresh lots. At the same time they are experiencing a fairly good demand from retailers for such lines as peaches and apricots.

GREEN FRUITS.

The season for Navel oranges is about over, and Mediterranean sweets and Messinas are arriving in sufficient quantities to keep the supply well up to the demand. Quite a lot of second grade lemons have been arriving on the market, keeping the price of the better classes down somewhat. An advance may be looked for at any time. Bananas are selling freely, and the supply is abundant. A decline in price will likely follow the advent of local small fruits on the market. Pineapples are not plentiful, as practically no more Cubans can be had. What are offered are quoted at about 10 to 15c. each. Strawberries continue to arrive

in increasing quantities and to decline in price. Quarts are quoted all the way from 12 to 16c. California black cherries have begun to arrive and are selling at \$1.25 to \$1.50 per box.

COUNTRY PRODUCE.

EGGS—Are coming forward freely with the feeling steady at 10c. per doz.

POTATOES—The feeling is firm, with prices unaltered. We quote carload lots at 70 to 72c. per bag. On the street market about 75c. is asked.

DRIED APPLES—Business is quiet, with prices unchanged at 3 to 4c. for choice lots, and 2½ to 3c. for ordinary stock.

EVAPORATED APPLES—There is little doing with prices steady at 9 to 9½c. An enquiry for a round lot is reported, but no business, as far as can be learned, resulted therefrom.

BEANS—The feeling is firm, though there is but a quiet trade being done. From 90c. to \$1 is the ruling jobbing price for hand-picked, and 80 to 85c. for ordinary.

HONEY—The season is practically over until the new honey comes in, next August. Prices are nominally unchanged.

MAPLE PRODUCTS—The season is over.

VEGETABLES—Receipts continue to increase and prices to decline. The demand throughout is good. We quote: Rhubarb, 15 to 20c. per doz. bunches; onions, 10c.

per doz. bunches; lettuce, 15 to 25c. doz. bunches; radishes, 15 to 20c. doz. bunches; cabbage, new, per case, \$1.50 to \$2; per doz., 60 to 75c.; parsley, 15 to 20c. doz. bunches; cucumbers, Canadian, 50 to 75c. per doz.; watercress, 20c. per doz. bunches; gardencress, 20 to 25c. per doz. bunches; spinach, 25 to 30c. per bush; asparagus, 30 to 40c. per doz.; green peas, \$1 to \$1.10 per bush. Good butter beans are sold at from \$2 to \$3.50 per bushel basket, but some inferior grades are sold at \$1.25.

BUTTER AND CHEESE.

BUTTER—The feeling is weak. Some dealers say that the large receipts have left the market in a bad state, especially for large rolls, and advise shippers to send in their butter in tubs rather than large rolls. Dairy prints are also in small demand. The creamery market is in an even worse state than the dairy, but it is hoped that a few weeks will see an improvement. Prices for both dairy and creamery are about the same as last week.

CHEESE—The steadiness of the past two or three weeks has been broken somewhat, and now the feeling is weaker at ½c. lower figure than last week.

PROVISIONS.

A firmness is manifested in every line, with advances of ¼c. noted for long clear bacon, and lard in tubs and pails. There is

Ship your
EGGS and BUTTER
 To **J. A. McLEAN**
 Commission Merchant. 77 Colborne St. TORONTO

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 repre-
 sented in
WINNIPEG
 Will do well to correspond with me.
E. NICHOLSON
 124 Princess Street, Winnipeg, Man.
 Successor to W. F. Henderson & Co.
 Wholesale Commission Merchants and
 Brokers.
 Established 1882. 16 years' experience.

Strawberries. Strawberries.
 Fresh Arrivals Daily.
 Also full lines other FRESH FRUITS.
 MAIL ORDERS
 receive careful attention.

Clemes Bros. Toronto

a feeling that a scarcity of long clear bacon
 is likely to occur. Barrel pork is now scarce.
 Lard is moving freely, and, as stocks are
 lighter than usual, the advance noted is
 natural. All meats are in active demand.

FISH.

There is a brisk demand for whitefish and
 trout. All fish are selling well. The
 supply is abundant We quote as fol-
 lows: Fresh salmon trout, 6c.; fresh
 whitefish, 6 to 6½c.; steak trout, 7c.; fresh
 steak cod, 6 to 6½c. per lb.; fresh pike,
 5c. per lb.; fresh perch, 4c. per lb.; fresh
 herring, 3½c. to 4c. per lb.; Labra-
 dor 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.; bone-
 less codfish, 3½ to 5c. per lb.; pure
 cod, 6½ to 6¾c. per lb.; fresh water herring
 (heads off), \$2.50 per keg; ciscoes, \$1;
 haddies, 5½ to 6c. per lb.; fresh haddock,
 5c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—An advance of about 1c. per
 bushel is noted for Ontario wheats.
 Quotations on cars outside run about
 as follows: Wheat, red winter, \$1.10 to
 \$1.11; white winter, \$1.08 to \$1.09; goose,
 \$1.04 to \$1.05. The street market gener-
 ally is unchanged. We quote as fol-
 lows: White wheat, 95c. to \$1.10;
 red wheat, \$1.11 to \$1.14; goose wheat,
 \$1.05 to \$1.06; barley, 42 to 42½c.; oats,
 37 to 37½c.; rye, 55c.; peas, 62 to 63c.; No. 1
 hard Manitoba wheat is also unchanged at
 last week's figures, \$1.45, Sarnia freight.

FLOUR—Market is steady and unchanged.
 We quote: Manitoba patents, \$6.75 to \$7;
 Manitoba strong bakers', \$6.35 to \$6.60;
 Ontario patents, \$5.75 to \$6; straight
 roller, \$5.50 to \$5.60, Toronto freights.

BREAKFAST FOODS—Business is fair,
 with unaltered prices. We quote as follows:
 Standard oatmeal and rolled oats, \$4.50
 in bags and \$4.60 in bbls.; rolled wheat,
 \$3.50 in 100-lb. bbls.; cornmeal, \$2.75;
 split peas, \$3.75; pot barley, \$3.75.

SALT.

There is a fair business being done at un-
 changed figures. 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.

HIDES, SKINS AND WOOL.

HIDES—The market is still firm. We
 quote: No. 1, 8c.; No. 2, 7c.; No. 3, 6c.;
 cured, 8½ to 8¾c.

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, Vine-
 gars, Confectionery, Candied Peels
 We guarantee the purity of our manufactures. Works: VICTORIA, B.C.

THE MANITOBA
PRODUCE AND COMMISSION COY.
WINNIPEG, MAN.

Wholesale Dealers
PROVISIONS OF ALL KINDS
 Consignments Solicited.

**DON'T PAY FREIGHT
 ON WATER**

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

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

EGGS and
BUTTER
 IN BIG DEMAND.
 SHIP TO ————
RUTHERFORD, MARSHALL & CO.
 Commission Merchants
 Toronto.

G.F. & J.GALT PACKERS OF THE **BLUE RIBBON TEAS**
 42 SCOTT ST. TORONTO. CELEBRATED

CALFSKINS—The feeling is still weak. Prices are unchanged. We quote: No. 1 veal, 8 lbs. and up, 9c. per lb.; No. 2, 7c.; dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—Trade continues quiet. The season is about over. We quote at \$1.15 to \$1.35.

WOOL—There is a free offering of unwashed at 11 to 11½c. per lb. A larger quantity of fleece is coming in, the price ruling being 16c.

MARKET NOTES.

Strawberries are 1c. per quart cheaper.

Long clear bacon has advanced ¼c. per lb.

Cheese is unsteady at ½c. lower than last week.

Tobacco made from Canadian leaf is 2c. per lb. higher.

Japan teas have declined a little since the opening of the market.

Filberts for October shipment are 1c. per lb. dearer than a year ago.

Black California cherries are on the market at \$1.25 to \$1.50 per box.

"Horse Shoe" canned salmon is now uniformly quoted at \$1.25, instead of \$1.25 to \$1.30, as before.

Rutherford, Marshall & Co. shipped another carload of butter to British Columbia yesterday (Thursday).

Glucose advanced 15c. per 100 lb. last week, but Tuesday's advices reported a decline of 5c. per 100 lb., leaving the net gain 10c.

D. Gunn, Bros. & Co. would like to hear from dealers having quantities of fine grass butter on hand. Their buyers will be on the road next month.

QUEBEC MARKETS.

MONTREAL, May 26, 1898.

GROCERIES.

THE wholesale grocery trade has been a fairly active one during the past week, and the volume of trade is, if anything, larger than it was at the same time last year. Prices generally display the same firm disposition noted all along. The strong tone of raw sugar is maintained, and

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

further advances have been scored, but prices of refined are as last quoted. Molasses, also, is quiet at primary markets, and the same can be said of rice and Spanish fruit of all descriptions. There has been some enquiry for canned vegetables during the week, and it has been welcome to holders, some of whom are quite anxious for a turnover. Teas are quiet and generally steady, and country produce, with the single exception of cheese, as a rule, is upward.

SUGAR.

The strong tone of the sugar market is fully maintained especially for raw in London. There, values held stiff throughout the week and finally advanced 3d. on Saturday for cane, very little offering at the advance which was 12s. 6d. for Java and 10s. 9d. for fair refining. Beet also is higher, having advanced ¾d. the same day, May and June being quoted at 9s. 3½d. There has been no change in the situation of the local market, but the tone is firm in view of the strength displayed abroad, and refiners assert that as a consequence of the steady advance abroad, buyers' wants are steadily expanding, while jobbers report a good enquiry from retailers, both in and out of town. At the refineries this week granulated is held at 4½c. for standard Canadian, German, 4 3-16c. and yellows 311-16 to 4½c. as to grade,

SYRUPS.

These continue featureless and unchanged while stocks, both in first and second hands, are small.

MOLASSES.

The molasses market has not exhibited any change. The strong undertone is as marked as ever, and few cables are noted this week, but 13c., first cost, is now named at the Islands, which means fully 30½ to 31c. laid down here. The local guild

prices have not been changed, 31c. being asked for puncheons. There is a fair enquiry on spot, but any round lots remaining here are held firm and business, therefore, is light.

CANNED GOODS.

There has been some enquiry experienced for tomatoes and other canned vegetables during the past week, and it has been decidedly welcome to holders of these stocks, some of whom are quite anxious to realize. Tomatoes have sold in small lots at \$1.20; corn at the figures given elsewhere. Canned meats continue very firm, and there has been heavy buying here for exporters, which has further stiffened the market. Canned fish remain much the same.

TEAS.

The first arrivals of new Japan teas, some 500 packages or so, are close at hand, but the fact so far has attracted little attention as the lot in question is all high grade goods. In old season teas, some business has been put through from first hands, about 300 to 400 packages, selling at 14 to 15c. partly to Ontario and partly to buyers in this Province.

SPICES.

There is not much activity in spices, but the general tendency of values is as firm as ever.

COFFEE.

This market is steady, with sales reported of invoice lots of Maracaibo at 16½ to 17c., and Rio at 10 to 12c.

RICE.

This market appears to be getting stronger every day and values still have an upward tendency. Demand is quite active, but supplies in refiners' and importers' hands are light, in fact, some grades cannot be had at all. Foreign advices are as strong as ever and indicate a further rise in values in the near future. We quote as follows:

**WE ARE
PAYING
CASH
FOR**

**DRIED
DRIED
APPLES**



**W. B. BAYLEY & CO.
EXPORT BROKERS**

46 FRONT ST. E. Toronto

Three Essential Points

Possessed by

QUALITY. 20 PER CENT.
STRONGER THAN ANY
OTHER.

PURITY. NO MUSTY
TASTE, NO FREE ACID.

FLAVOR. THAT OF
THE RIPE FRUIT.

ECONOMICAL Because
CONCENTRATED.

STOWER'S CONCENTRATED

LIME JUICE

LIME JUICE CORDIAL

LEMON JUICE SYRUP

CLARIFIED LEMON SQUASH

**SEASONABLE, QUICK SELLING
AND PROFITABLE**

THE

EBY, BLAIN CO. LIMITED

WHOLESALE IMPORTING
AND MANUFACTURING GROCERS

TORONTO.



DON'T PAY FREIGHT ON WATER!

When buying Vinegar did it ever strike you **THAT YOU WERE PAYING FREIGHT ON WATER?**

You can get the best Vinegar in the world by buying **CONCENTRATED GRAPE VINEGAR.** You can add the water yourself. Why pay freight on it?

One Demijohn of 4% Imp. Gallons will make 115 Imp. Gallons XXX; requires merely the addition of water to reduce to XXX or 137 Gallons XX strength. Think for a moment the saving to you in freight between one Demijohn, 75 lbs., and 3 bbls., 1,200 lbs. No empty barrels to return and make claims for.

This **CONCENTRATED GRAPE VINEGAR** is only made by one concern in Germany, and has obtained the highest awards at all the important Fairs and Exhibitions of Pure Foods in Europe. No experiment. Since its introduction last fall thousands of gallons have been sold by **THINKING** grocers.

READ WHAT THE DOMINION ANALYST SAYS:

This is to certify that on analysis of the above-named **GRAPE WINE VINEGAR**, I found it a purely **concentrated Wine Vinegar**, made from the Grape fruit, free from **mineral acids, metallic substance and alcohol.** After dilution with pure water it should prove a most wholesome and palatable commodity, either for table or pickling purposes. A very important thing not to be lost sight of in using this article is, that by procuring the vinegar in the concentrated form it ensures perfect cleanliness and a regular standard strength.

Analyst Medical Health Office, Toronto.

A. R. PYNE, M.B., Dominion Analyst.

Obtained the highest order of merit from the Royal Society of Florence, Italy, 1898—the order of the "Star and Green Ribbon."

If your Grocer doesn't keep it, drop us a post card.

For Sale by Wholesale Grocers

W. H. SEYLER & CO.,

Sole Canadian Agents and Importers,
Room 100, Board of Trade,

Toronto

Awarded Five Gold Medals

Cologne, Germany, 1889
Stockholm, Sweden, 1891
Chicago, U.S. - 1893
Berlin, Germany - 1896
Strassbourg - - 1896

CLUB BRAND 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

standard B, \$4.; Patna, \$5 to \$5.50; Carolina, \$7.25 to \$7.75; choice Burmah, \$4.50 to \$4.75, and Java kinds, \$4.75 to \$5.

DRIED FRUIT.

There has been no change in the currant market, and prices are held steady on the whole.

Valencia raisins continue firm abroad, but this fact does not influence values here, which are precisely the same. As a matter of fact demand is light, and there is little enquiry to induce jobbers to take advantage of the strength abroad.

California raisins continue as last reported. A few small lots of 2 and 3-crown fruit have arrived here this week, and sold at a range equivalent to prices quoted in our prices current.

There has been some enquiry experienced for the large sizes of California prunes, especially 40's to 50's, but brokers cannot procure any except at extreme prices on the Coast, where 8c. is asked for them. Smaller sizes of Californias worth from 6 to 6½c. have been moved to a considerable extent during the week. There are only a few Bosnia prunes here, and the stock of French is almost exhausted.

Figs are quiet and unchanged, and the same can be said of dates and evaporated California fruits.

NUTS.

Enquiry for shelled almonds from local jobbers has been quite noticeable this week, and it is quite evident that the majority of them have light stocks. Brokers' advices are very firm, and to procure any supplies in London necessitates the payment of advanced prices. Filberts, also are very firm, in consequence of reports about a bad crop.

GREEN FRUIT.

Trade has continued good all round in green fruit. Several carloads of southern strawberries have arrived, and prices are easier, as a result, at 12 to 15c., a decline of 3c. Pineapples, also, are more plentiful and 3c. lower, at 12 to 15c. Bananas are a plentiful offering, at \$1.25 to \$1.75 for No. 1 and 75c. to \$1 for No. 2. Oranges have been in good demand at \$3 to \$3.25 for fancy and \$2 for good. There is not much demand for lemons, but there is no hurry to sell this fruit, as it is considered good property, with the warm weather near at hand. Prices are held at \$2 to \$3.50 per box for fancy and \$1 to \$2 for good.

DRIED APPLES.

Quiet and unchanged, at former quotations.

APPLES.

As last reported, at \$3 to \$5 per bbl.

COUNTRY PRODUCE.

EGGS—The tone of the market was steady,

with a fair amount of business doing, on the basis of 9 to 10c. per dozen.

BEANS—The market for beans was firm at \$1 for primes and \$1.10 to \$1.15. for choice hand-picked per bushel.

HONEY—In honey there was no change, sales being slow and the market dull. We quote: White clover comb, 11c. to 12c.; dark do., 8 to 10c.; white strained, 6c. to 7c., and dark, 4c. to 5c.

MAPLE PRODUCT—Business in maple product was quiet. Syrup in wood selling at 4½ to 4¾c. per lb., and in tins at 45 to 50c., as to size. Sugar moves freely at 6 to 6¼c. per lb.

TALLOW—Quiet, at 1½ to 1¾c. for rough and 3 to 3¾c. for refined.

POTATOES—The market is 5c. higher than it was last writing, at 75c. on track, with values firm at the rise.

HOPS—Rule easy. Good choice Canadian, 12 to 14c., and yearlings, 8 to 10c.

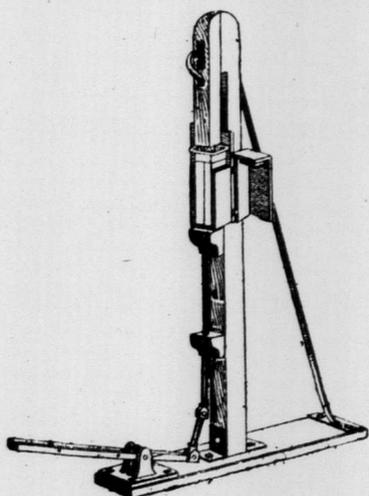
ONIONS—Quiet at 75c. to \$1.75 per bushel, as to grade.

PROVISIONS.

There were no new features in the local provision market. Trade to-day was somewhat quiet, but prices rule steady. We quote as follows: Canadian pork, \$15.50 to \$16 per barrel; pure Canadian lard, in pails, at 8¼c. to 8½c.; and compound refined at 5½c. to 5¾c. per lb.; hams, 11½c. to 12c.; bacon, 12c. per lb.

FLOUR, GRAIN, ETC.

The grain markets exhibited a steadier tone toward the close of last week and main-



THE "ARMEDA" Tea Packing Machine and Simplex Tea Mixer

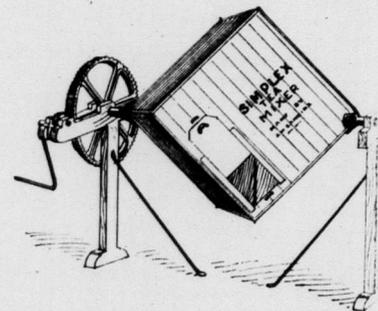
Mr. Wentzell, of H. W. Wentzell & Co., Wholesale Grocers, Halifax, Nova Scotia, says:

"The 'Armeda' Tea Packer and Simplex Tea Mixer purchased from A. H. Canning & Co., Toronto, is a complete outfit. We are delighted with them. Simple in construction, durable, and do perfect work."

Write _____

A. H. CANNING & CO.,
57 Front St. East, **TORONTO**

FOR DESCRIPTIVE CIRCULAR AND PRICES.



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

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.
\$2.50 per case; 80c. gallon.
THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

POTATOES

IN CAR LOTS, BUY NOW.
WM. HANNAH & CO.
Board of Trade. TORONTO

The
DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS,
Cor. Market and Colborne Sts., TORONTO.

California Navels
California Seedlings
Messina Lemons

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

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

McWILLIAM & EVERIST
Wholesale Commission Merchants,
25 and 27 Church St., TORONTO, Can.
Telephone 645.

LARD

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

F. W. FEARMAN
HAMILTON, ONT.

Now receiving weekly a carload of Bananas, finest imported, also Pineapples and Florida Tomatoes. Give us a trial order. We will give you entire satisfaction.

JUST ARRIVED FROM GERMANY

BALFOUR & CO. - Hamilton

FANCY ♦♦ **MOUNT ROYAL MILLS**
INDIA BRIGHT
JAVA
ROYAL
JAPAN GLACE
POLISHED
IMPERIAL SEETA
IMPERIAL GLACE

D. W. ROSS CO. RICES
Agents

THE MOST NUTRITIOUS COCOA.

EPPS'S
GRATEFUL—COMFORTING
COCOA

In labelled Tins. 14 lb Boxes.
Special Agent for the entire Dominion, **C. E. COLSON & SON, Montreal** In Nova Scotia, **E. D. Adams, Halifax.** In Manitoba, **Buchanan & Gordon, Winnipeg.**

FIRST QUALITY
Oak Dash Churns

WHITE SPRUCE
Butter Tubs
PARCHMENT
Butter Paper

Also complete lines of Woodenware, Brooms, Brushes, Paper, Paper Bags, Twines, etc.
WALTER WOODS & CO.
HAMILTON.

HUGH WALKER & SON
Wholesale and Commission Merchants
GUELPH, ONT.
Established 1857.

KNORR'S
Evaporated Soup Tablets, Vegetables Sliced and Granulated Potatoes Beef Bouillion, etc.

Undoubtedly the finest goods on the market. Write for prices.

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

Hams
Bacon
Pure Lard
"MAPLE LEAF" Brand.

D. GUNN, BROTHERS & CO.
Pork Packers
Egg and Butter Dealers
TORONTO, ONT.

Extra Fancy California Navel and Seedling Oranges, all sizes. Valencia Oranges, fine stock, 420's and 714's, re-packed before shipping. Extra Fancy Messina Lemons, 300's and 360's.
Quality Right! Prices Right!

tains it at this writing. A feature has been the active demand for Manitoba wheat, and big prices have been bid for it afloat Fort William, but buyers would not accept them owing to the strength at American points. There was also a firmer feeling in oats and bids of 39 to 39½c. were made. Peas were quiet at 68½ to 69c. afloat.

The flour market has reacted somewhat from the previous high level, and prices for Ontario grades are 10 to 25c. below where they were last quoted. Manitoba grades have ruled steady, and some large export transactions in them on Glasgow, London, and Liverpool account, amounting to 6,000 to 8,000 sacks, have been put through by the two milling concerns here. We quote: Winter wheat patents, \$6 to \$6.15; straight rollers, \$5.50 to \$5.75; bags, \$2.60 to \$2.75; Manitoba patents, \$6.90, and strong bakers', \$6.50; extra, in bags, \$2.40 to \$2.50.

There is an active demand from Boston buyers for both Ontario and Manitoba feed, and some of the latter millers are oversold to the extent of 700 tons. The tone of the market is very firm, and prices have an upward tendency. We quote as follows: Ontario winter wheat bran, \$13.50 to \$14; shorts, \$16 per ton in bulk; Manitoba bran, \$14; shorts, \$16, and moullie, \$17 to \$18 per ton, including bags.

The meal market continues quiet, and prices for rolled oats are unchanged, at \$4.30 per barrel and at \$2.10 per bag.

The demand for hay was good, and the market is active and steady, at \$10 to \$10.50 for No. 1 and at \$8 to \$9 for No. 2 per ton, in car lots.

CHEESE AND BUTTER.

Cheese has slumped with a vengeance, the prices bid in the country lately being fully 1c. below what was offered the previous week. Such a decline as this is difficult to account for, except on the assumption that the buying was not warranted by the situation of the market, and prices had to fall to a more natural level. Demand from the other side is certainly of an indifferent character, and the bears assert that low prices will have to be the rule on early cheese if any prompt clearance of it is to be effected. It will be interesting to see whether the course of the market bears them out or whether the speculator will again take a hand, with the usual satisfactory consequences to the factorymen. Business on the spot is light and the market is lower, for whereas 7½c. was made last Saturday, 7 to 7¼c. is the general bid.

Butter continues quiet and unchanged at decline noted. Finest creamery sold for 16¾c., but this is an extreme figure, and we quote 16½ to 16¾c. Dairy rolls are a quiet sale at 12½ to 13c. Receipts were 1,227 packages.

MONTREAL NOTES.

Strawberries and pineapples, under increased receipts, have declined 3c.

The first lot of 500 packages new crop high grade Japan teas are expected here very shortly.

Potatoes are very firm and 5c. per bag higher on the cars here than they were last

week. It is becoming increasingly difficult to procure stock of desirable quality.

There has been a reaction in the price of Ontario grades of flour here, which are 10 to 25c. lower.

Enquiry for shelled almonds is quite brisk, but brokers find it difficult to obtain a firm offer from abroad.

There has been a clean decline of over a full cent in the price of cheese during the past week, and the market is still weak.

There has been no further intelligence regarding Barbadoes molasses, and it is difficult to get any offers from the Islands.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., May 23, 1898.

THERE has been less change in markets this week than for some time past, though in canned meats, particularly American, and in molasses, prices have been marked up. In the city, general business is somewhat quiet, and money is rather hard to get. Still, as nearly all lines show a good profit, wholesale grocers, at least, do not complain. The good effect of the late Sportsman's Exhibition at Boston, in which our Province was so well represented, is being felt, and many enquiries are being received at different centres through the Province regarding pleasure resorts. In cream of tartar, which has ruled easy for some time, prices are higher. Rice is much higher, and the tendency is toward a further advance, there being a large Japanese demand. In tea, there is a fair local business, but just now import business is quiet.

OIL—There is nothing new. Dealers, those who handle large quantities of lubricating oil, look for a quiet season, though so far a good business has been reported.

Burning oil is in its quiet time. In cod liver oil, Newfoundland is now being offered. This oil is pushing the Norway product, the quality being much liked, and price lower than the foreign article.

SALT—There is fair business. The demand is largely for fishermen. The cargo spoken of last week is here and is largely sold. There is still, however, a fair stock held here. Prices are firm. Fine salt is having a good sale. The Canadian is preferred, though price rather favors English factory filled. 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—There is a fair business. American canned meats, particularly beef, is out of sight, being much higher than Canadian, even without the duty. It is rather expected an internal revenue tax will be put on canned goods in the States. This will effect all goods imported from there, such as oysters, pineapples, etc. In vegetables, the market is firm, as no large stocks are here. Tomatoes, however, are hardly as firm, at least, no further advance is looked for. Salmon keeps low. Lobsters are not likely to show much change from the present high prices.

GREEN FRUIT—This is the busy line. Bananas are the leader, and there is a wide range in price, according to quality. Other-wise prices are about the same. Valencia oranges are out of the market, and California navels are scarce. Messinas have the chief sale, though quite a few California seedlings are offered. Lemons are a good stock, and sell on an even market. Strawberries are lower, and of good quality. Pineapples are also lower. In California cherries there is a fair sale. Cucumbers and rhubarb move more freely. Apples are not a matter of interest. Tomatoes are quite plenty, of course, American.

DRIED FRUITS—It is hard, at this season, to get much of interest. In raisins, this market is easy, though Californias are reported firmer in the United States. In currants, prices are quoted strong, but there is but light sale. In dates, apricots and peaches—that is, evaporated—prices are marked higher, but the sale is now limited. Dried apples are dull here; consumers prefer to pay the extra price for evaporated, which seem quite low here, though stock and demand are light. In onions, Egyptian have the chief sale, and prices are rather easier. In quality, Bermudas are much preferred, but the price affects the sale. In peanuts, there is an advance in first cost, and prices are firm.

SUGAR—There is a firm feeling in the market and a good business doing. The tendency is upward, but our local market moves slowly.

MOLASSES—Is one of the firm spots, and the outlook is that stocks will rule very light, so that further advances are looked for. Porto Rico is scarce, though some old is still held. The position of West India molasses has caused quite a demand for New Orleans, and some good quality is seen at reasonable prices. The small packages are liked.

DAIRY PRODUCE—In butter, the price is low; it would almost seem lower than necessary, but, with good supplies of new being received, the tendency is easy. It would be a great thing if the quality could

REPRESENTATIVES WANTED

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

Take a short cut to

Prosperity

in your cheese trade by handling



Millar's Paragon Cheese

The grocer who buys it buys the best cheese on the market.

The
T. D. MILLAR CHEESE CO.
INGERSOLL, ONT.

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



Pickles.

Maybe it's the tomato sauce that makes Heinz's Baked Beans so good? Whatever it is, it makes them a good seller.

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.



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.

be kept up. Creamery has light sale, owing to the difficulty in getting the price. Cheese is still dull; quite a few are still held here. An improvement in this market would be very much appreciated. Eggs are marked up, and incline to higher prices. Receipts have been light, and a good demand is noted.

FISH—This is a rather quiet week. Gaspareaux, after a light catch, are about done, and shad are scarce. The spring run are about all sold fresh, owing to quality. Smoked shad are quite popular here. A few salmon are taken here in the harbor, and fair quantities are coming from the north shore. Fishermen are looking for a good season in this important line, hoping prices will hold. In dry fish, quality received is not extra; stocks are light, but prices hold quite high, with medium about the same price as large. Smoked herrings, while in light receipt, incline to be dull. Pickled have very little movement. In boneless fish there is but light business, particularly in pure cod, it being hard to get the price. The war has a bad effect in many lines.

PROVISIONS—There is just a fair sale. Prices are high. In beef there is quite a demand here for the Canadian. In both pork and beef western houses feel the competition of Boston houses, who can ship in small quantities. Lard is rather higher. This is quite a large market for this product. In smoked meats there is a good sale; prices are firmly held.

FLOUR, FEED AND MEAL—The sale in flour is now largely for Ontario grades, not only on account of the high prices, but because Manitobas are higher in proportion. Millers claim they are not yet getting as much for flour as they could get if they were to sell their wheat. In oats and oatmeal prices are higher. There is but light sale. Seeds keep scarce. In cornmeal, although price is again higher, there is a large sale, the local mills having all they can do to supply the demand. Hay is still dull; holders are hoping for better prices. Barley is again marked up, and a further advance is looked for. Peas are particularly scarce. Beans are hardly steady, with fair stock; sale is light. Yellow eyes would sell if offered. In seed, while prices are firmer, little change is expected, as the season is getting late. We quote as follows: Manitoba flour, \$7.50 to \$7.80; best Ontario, \$6.40 to \$6.50; medium, \$6.00 to \$6.25; oatmeal, \$4.50 to \$4.60; cornmeal, \$2.35; middlings, \$20 to \$22; bran, \$18 to \$19; oats, 42 to 48c.; hand-picked beans, \$1.20; prime, 95c. to \$1; 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, \$8.75 to \$9.00; timothy seed, American, \$1.75 to \$2.15; do., Canadian, \$2 to \$2.40; mammoth clover, 7 to 7½c.; alsike, 7¾ to 8½c.

ST. JOHN NOTES.

Burton Gandy received 5,400 bags salt this week ex the Ajax.

There are no finer fish than St. John harbor salmon. John Sealy is in a position to fill orders promptly.

Prince Edward Island eggs are now being shipped to Montreal. This has quite an effect on stocks here.

L. G. Crosby, of Yarmouth, has moved to St. John. Mr. Crosby has had close busi-

ness relations with our city for many years, representing West India houses. He finds the war interferes very much with business.

Coal was taken, by the American fleet, now at Manila, from at least three St. John vessels that were there.

It is said consignees by the steamer Ravensdale, which sailed some time ago from Halifax to Havana, need not look for returns till after the war.

SS. Evangeline, of the Dominion Atlantic railway, is now making daily trips between Kingsport and Parrsboro, N.S.

St. John is looking forward to being the winter port of the new line to Manchester, England, this port being named in the prospectus.

F. H. Tippet & Co. landed a large quantity of cream of tartar crystals this week for different buyers here. They are in luck, as the market has lately shown an advance.

It is said Halifax last year bought butter to the value of \$200,000 to \$250,000 from Quebec and Ontario creameries. New Brunswick and Nova Scotia dairymen should take note.

The partnership between G. I. Letteney and Jonathan Letteney has been dissolved. The business will be carried on by G. I. Letteney under the old firm name of G. I. Letteney & Bro., Digby.

Lunenburg, N.S., is much affected by the war, as Porto Rico usually took about seven-eighths of the export of fish. A shipment of fish from Halifax for Havana, via New York, was returned from that port last week.

It is said Jamaica returns the compliment of preferential duties offered by Canada by increasing her tariff to the injurious effect of Canadian business. Halifax merchants talk of bringing the matter to the attention of the Dominion Government, in order that some pressure may be brought to bear to effect a change.

The West India steamer Taymouth Castle, sailing this week, included in her cargo the following: 1,150 barrels flour, 4,900 boxes smoked herring, 390 barrels potatoes, 80 barrels beans, 115 boxes soap, 85 boxes cheese, beside a large quantity dry fish, and 120 packages Chinese goods.

MANITOBA MARKETS.

WINNIPEG, May 23, 1898.

MARKETS on all staple lines are stiff and advancing. Where this advance is going to end no one, at present, seems able to predict. Wheat continues to command a high price, though it has been stationary now for a few days. The quotations are \$1.20 Brandon, \$1.35 afloat Fort William. The receipts are not heavy at any one station, but a good deal is coming in all over the Province, in fact, there is little doubt that every farmer, who has any, will sell in the near future.

The weather has not been encouraging for creamery butter. Owing to the somewhat cold season, and the absence of rain, the grass supply is poor, and none of the factories are, as yet, running to their full capacity.

As intimated two weeks ago, biscuits of all kinds have advanced ½c. per lb. Flour has not made any further advance this week

and it is a question whether it will go any higher.

CANNED GOODS—There is no change in the situation of canned vegetables, and little change in price, with the exception of canned tomatoes, which have certainly eased up a little. In fact, offerings from the east are much freer than for some weeks, and it would now seem as though eastern holders would like to unload some stock. The explanation is not far to seek. When any one article goes above a reasonable figure, purchasers are very liable to find a substitute. There seems to be a difference of opinion as to what is the price of tomatoes at the present time, but \$3.15 per case is a safe average figure, few cases being sold above that, and none under. Corn \$2.15 to \$2.20; peas, \$2.25 to \$2.75, according to brand. In canned fruits, the market is steady, fairly brisk and with no change in price. Canned meats continue to advance rapidly. Corned beef is worth \$3.30 per case, and this may be taken as a basis for all others, with the exception of brawn, which is very good value at \$2.50.

CEREALS—This market is firm and has advanced ½c. on all lines since last week. Granulated oatmeal is \$2.65 for the 98 lb. sack, the highest figure reached for many years. Rolled oats, 80-lb. sack, \$2.25; smaller sacks on this basis. Beans have also advanced.

CURED MEATS—Are particularly firm and still further advances are looked for. Considerable American meat is being brought in for the simple reason it can be laid down here at cheaper rates than Canadian. We quote: Long clear dry salt, 9½c.; American short clear, 9c.; smoked, 10c.; hams, 12c.; breakfast bacon, 12c.

RICE—Advices from Hong Kong show an advance in No. 1 China rice of ¾c. per lb. This is due to the fact that the Japanese crop being short they have purchased largely from China, so that this article is not likely to be more plentiful or any cheaper until the next crop is in, which will not be for three months.

EVAPORATED FRUITS—Apricots are worth 11¾ to 12c. Evaporated apples are firm and quoted at 10 to 10½c.; dried (sun) offering more freely at 5½c. Peaches and cherries are unchanged. Raspberries are a shade higher, being 18c.

SUGAR—Indications point to an advance in this article before long. At present, last week's prices rule; 5½c. for granulated lump, 5¾ to 5¾c., as to size of package.

COFFEE—Firm; No. 5 Rios, 10 to 11c.

GREEN FRUIT—Little change for the week. Cheaper grades of apples are out of market, and fancy goods bring \$5 to \$5.50. Bananas are down a trifle and are now \$2 to \$2.50; pineapples, \$3 to \$4, according to size. Strawberries have been scarce, price, \$4.50.

BUTTER—As already stated, quite a number of factories are in operation, but are rather crippled owing to lack of grass for the cows. Some sales are reported at 17½ to 18c., point of shipment. It is not expected that there will be any bulk of creamery before June 1. Bulk of dairy butter is from hay-fed cows, very pale in color. Receipts fairly liberal and slump in price is looked for early in the week.

CHEESE—Small amount of new cheese are offering and are readily snapped up at 8½ to 9c.

Selected
Quality
Full
Weight



Every
Can
Guaranteed

MR. BALLANTYNE ON CHEESE.

A STRATFORD HERALD reporter last week interviewed R. M. Ballantyne, of the firm of Thomas Ballantyne & Sons, butter and cheese dealers. Mr. Ballantyne returned recently from a short business trip to England in the interests of his firm. Questioned as to the general trend of the cheese market in Great Britain, Mr. Ballantyne said :

"The market has been in bad shape all the winter. A large quantity of cheese, which the English dealers bought here last year at good prices, was sold in England at tremendous losses. The reason for this unfortunate state of affairs was that the fine make of last season advanced prices in the fall. This put the cheese too high for a five-penny cut, and the dealers consequently lost tremendously."

"How is it now?" queried the pencil pusher.

"Well things are a little better now," replied Mr. Ballantyne. The market started to rise in the middle of April, and when I left it had advanced from 5 to 6s. per hundredweight. This advance was caused by the small stock on the British market, and, as the large English importers themselves had only a very small stock on hand, they could not reap the benefit of the advanced prices."

"What are the prospects for this season's make?"

"The English dealers are not likely to repeat last season's experience," said Mr. Ballantyne. "They will not allow our market to get to a higher level during the cheese-making season. In fact, we are not likely to see as good prices in any portion of this year as we did last season. The Britishers made such tremendous losses last season that they will not buy anything unless they can get it cheap. On the whole, I may say that prices will not be so good this season as last year."

"How about the butter market?" was the next question.

"In butter we are getting better prices than ever before. The English public is beginning to like our make, and we can now compare quite favorably with the Danish market. The outlook is quite encouraging in this department."

THE PROPER CLASSIFICATION.

"See here!" exclaimed the Customs house official, as he held up a half-dozen black bottles, "I thought you said this trunk contained nothing but wearing apparel?"

"That's what I said," answered the tourist.

"Well, what do you call these?" asked the official.

"Night caps," was the calm reply.

CHINESE FIRE CRACKERS.

During last year, according to an exchange, there were exported from China 20,705,733 pounds of firecrackers, valued by the Chinese Imperial Customs at \$1,584,151 (gold). The entire export was from the Province of Kwangtung, principally (over 20,000,000 lbs.) from the port of Kowloon. Of the total shipment, by far the largest part came by sailing vessels to New York. A small quantity went to England. Other countries buy only in very small quantities. The exports represent only a small fraction of the amount manufactured and used in China. There are no large manufactories; the crackers are made in small houses and in the shops where they are sold. Only the cheapest quality of straw paper, which can be produced in the immediate locality where the crackers are made, is used for the body of the cracker. The powder is also of the cheapest grade, and is made in the locality where used. It costs 6 to 7c. (gold) per pound. At Canton the ordinary size cracker (1 1/2 inches long by 1/4 inch in diameter) costs 62c. per 10,000 for export. At Chungking 15,000 of the ordinary crackers can be bought for the same amount. Four-fifths of the crackers consumed in China are made by the families of those who sell them. It is estimated that 30 women and 10 men can make 100,000 crackers per day, for which work women receive 5c. and the men 7c. each.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

COFFEE IN NEW YORK.

In its review of last week's coffee market The Journal of Commerce says: "The absence of a demand from the country trade has been the feature of the market, jobbers generally have reported an unusually slow business, interior dealers, generally, apparently being disposed to work off their supplies latterly purchased before entering the market as buyers. Naturally, with the slowness of the distributing business, jobbers have been difficult to interest in coffee offered by first hands; still, a moderate volume of business has been transacted, as the large roasters have been buyers, but at a decline in prices, paying on the basis of 6 $\frac{3}{4}$ c. for Rio No. 7 on the spot. Primal markets have held fairly steady, with prices slightly above a parity with those ruling locally. West India growths have been in increased supply, and, as the demand has been slow and there has been some pressure to sell, prices have declined to 8 $\frac{3}{4}$ c. for good Cucuta. East India growths have had a limited job-sale at steady values."

SHORT LIMA BEAN CROP.

Mail advices from Ventura, Cal., state that no more than 1 out of 35 acres have been planted in lima beans this year. Last week purchases were made by speculators at 2.87 $\frac{1}{2}$ c. Holders now want 3c. net. Spot stocks on the Coast are closely absorbed by recent speculative purchases, the letter says. Growers who have stock are holding back expecting to get 4c. next fall for their beans.

TEAS IN NEW YORK.

The feature of the market in New York, according to The Journal of Commerce, has been the dulness of trade. The line business has been at a minimum, as the country trade has been a slow buyer, the few purchases made having been limited to peddling lots, as interior dealers have operated on a steady hand-to-mouth basis, confining their purchases to only such supplies as have been needed to meet current wants. The demand from the local trade has also dragged. The market for invoices has been neglected.

SALMON PACKING ON THE COAST.

In its issue of May 13 The San Francisco Herald of Trade and Finance thus reviews the salmon situation: "There has been, and continues to be, a free movement in Alaska pink and Oregon from outside rivers. In new season pack Puget Sound sockeyes are held on the basis of 85c. for tallies. Columbia River is held at \$1.05 for tallies, but some cutting is reported. Sacramento spring

is held on the basis of 95c. for tallies. The spring pack on the Sacramento will be about 3,000 cases by the Carquinez Packing Co., against 6,000 cases spring of 1897, about 9,000 cases by the Sacramento River Packers' Association, against 14,000 in the spring of 1897. The run on that river started in big about May 4, and has been good since, except one or two days, when it was slack. They are paying 2 $\frac{1}{2}$ c. for fish on the Sacramento. The run on the Columbia River is still poor, but it is expected to be large in June and July—for, as a rule, these are the big months, although we have seen heavy runs in August. The fish in June generally average fair sizes, but smaller in July. We venture the prediction that the fish in June this year will not average in size 75 per cent. of June, 1897. The water in the Columbia promises to be lower than ever known for the months of June, July and August, which, if correct, will cause the large sized fish not to attempt to come in for spawning. The placing of mines at the mouth of the Columbia River will prevent fishing there, but it will not make any difference in the catch, for the fish can be caught above the mouth.

CANNED TOMATOES ADVANCING.

Interest in spot canned tomatoes continues, and prices are advancing. Stocks in first hands are said to be closely cleaned up. It is expected that the new season will open on a bare market for all descriptions.

A prominent commission merchant said to-day that the market will be more closely cleaned up this season than for many years.—N.Y. Journal of Commerce.

GROWING FRUITS IN CALIFORNIA.

A letter written by a Los Angeles, Cal., fruit firm says: "Navel oranges are practically all shipped, but we still have a good supply of seedlings. Mediterranean sweets and some paper rind St. Michaels' and Valencias. We have a large quantity of budded seedlings, grown along the foot hills, which are good hard stock and best value, for the money, in the market to-day. They are as desirable as Mediterranean sweets, but can be sold at less money. The price to-day for these Trumpeter seedlings is 75c. per box f.o.b. California. It will be necessary to ice all shipments from now on, for, notwithstanding the fruit is good and hard, it is ripe and the weather is quite warm all along the line, and the fruit will not carry a long distance and arrive in good condition unless under refrigeration."

CANNED MEATS IN NEW YORK.

Prices on canned roast beef advanced Wednesday to \$1.75 for 1-lb. tins, \$8.25 for 2-lb. tins and \$12 for 6-lb. tins. Potted meats were also higher, closing at 60c. for $\frac{1}{4}$ -lb. tins, and \$1.10 for $\frac{1}{2}$ -lb. tins. For ox tongues prices have advanced to \$7.25 for 1 $\frac{1}{2}$ -lb. tins, \$8.25 for 2-lb. tins, \$10.25 for 2 $\frac{1}{2}$ -lb. tins and \$12.60 for 3-lb. tins. Stocks of ox tongues in the hands of packers are said to be practically exhausted.—N.Y. Journal of Commerce.

THE RETURN OF THE PRODIGAL.



JACK CANUCK (the stay-at-home), to MR. BULL: I'm glad to see Jonathan coming back, but don't forget, father, that I'm rather partial to fatted calf myself.—The Toronto World.

Guaranteed to keep in all climates.



Prompt Delivery

Yes, we *guarantee* prompt delivery of all orders. If your stock is cleared out, or nearly so, drop us a line, we'll do the rest. When you recommend our *Condensed Milk* to your customers you are sure of gaining their approval and confidence.

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

THE DOMINION BANK

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

DIRECTORS

HON. SIR FRANK SMITH W. INCE. W. R. BROCK.
President. EDWARD LEADLEY.
E. B. OSLER, M.P. WILMOT D. MATTHEWS.
Vice-President. A. W. AUSTIN.

HEAD OFFICE TORONTO

AGENCIES

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

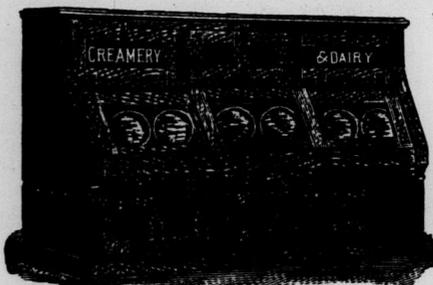
TORONTO—Dundas street, corner Queen.
" Market, corner King and Jarvis street.
" Queen street, corner Esther street.
" Sherbourne street, corner Queen.
" Spadina avenue, corner College.

Drafts on all parts of the United States, Great Britain and Europe bought and sold.

Letters of Credit issued available at all points in Europe, China and Japan.

R. D. GAMBLE, General Manager.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

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

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

Purest Best

WHITE WINE,
CIDER,
ENGLISH MALT

Vinegar

For quotations, write to

T. A. LYTLE & CO.

Vinegar Manufacturers, TORONTO

Maypole

Soap

THE NEW DYE.
A GREAT SELLER.
NOW IN STORE.

Warren Bros. & Co.

TORONTO.



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

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

Brantford Soap Works Co., Limited

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

Extra Choice

Hams Bacon
Pure Lard
Mess Pork

PARK, BLACKWELL & CO. Limited

Pork and Beef Packers,
TORONTO

JAVA COFFEE

(Padang)

Direct shipment from Batavia ex ss. "Clara."

NOW IN STORE.

PERKINS, INCE & Co.

TORONTO.

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



Better try it
You can't do better.

CURRENT MARKET QUOTATIONS

May 26, 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 9-16	4 3/4	4 3/4	5 1/2
Granulated, Acadia.....	4 9-16	4 11-16	4 3/4	5 1/2
German (Canadian) bbls.....	4 3/4	4 9-16	4 3/4	5 1/2
" (imported) bags.....	4 7-16	4 9-16	4 3/4	5 1/2
Dutch, bags.....	4 5-16	4 9-16	4 3/4	5 1/2
Paris lump, bbls. and 100-lb. bxs in 50-lb. boxes.....	5 3/4	6	5 3/4	6
Extra Ground Icing, bbls.....	5 3/4	6 1/2	6	6 1/2
Powdered, bbls.....	5 3/4	5 3/4	5 3/4	6 1/2
Cream.....	4 3/4	4 3/4	4	4
Extra bright.....	4 3/4	4 3-16	3 3/4	4
Bright coffee.....	4 3/4	4 3/4	4 1/2	4 3/4
Light yellow.....	3 3/4	4 1-16	4	4 1/2
Yellow.....	3 3/4	3 15-16	3 3/4	4 1/2
Demerara.....	3.50	3.75	3 3/4	4 1/2
Imported yellow.....	3.50	3 15-16	3 3/4	4 1/2

SYRUPS AND MOLASSES

Syrups—					
Dark.....	2	\$0 28	\$0 30		
Medium.....	2 1/2	30	32	3	3 1/2
Bright.....	2 3/4	35	37	3 1/4	3 1/2
Honey (com).....			40		
" 2-gal. pails.....			1 00		
" 3-gal. pails.....		1 35	1 40		
Molasses—					
New Orleans.....	31	27	45	28	30
Barbadoes.....	31			29	30
Porto Rico.....	23	25	38	32	34
Antigua.....	22	23		25	28

TEAS

Black—						
Congou—Half-chests Kaisow, Moning, Paking.....	\$0 12	\$0 60	\$0 12	\$0 60	11	40
Caddies Paking, Kaisow.....	14	40	18	50	15	40
Indian—Darjeelings.....	35	55	35	55	30	50
Assam Pekoes.....	20	40	20	40	18	40
Pekoe Souchong.....	18	25	18	25	17	24
Ceylon—Broken Pekoes.....	35	42	35	42	34	40
Pekoes.....	20	30	20	30	20	25
Pekoe Souchong.....	17	35	17	35	17	22
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		35
Half-chests, ordinary firsts.....	22	28	22	28		28
Half-chests, seconds.....	17	19	17	19		19
" thirds.....	15	17	15	17		17
" common.....	13	14	13	14		22
Ping Sueys—						
Young Hyson—1/2-chests, firsts.....	28	32	28	32	30	40
" 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		38
Choice.....	32	36	32	36		35
Finest.....	28	30	28	30		45
Fine.....	25	27	25	27		
Good medium.....	22	24	22	24		20
Medium.....	19	20	19	20		25
Good common.....	16	18	16	18		
Common.....	13	15	13 1/2	15		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

Pails, 2-hoop, clear, No. 1.....		\$1 45	\$1 45	\$1 50	\$1 50	\$1 60
" 3-hoop, ".....		1 60	1 60	1 60	1 60	1 60
" 2-hoop, " No. 2.....		1 40	1 40	1 40	1 40	1 40
" 3-hoop, ".....		1 55	1 55	1 55	1 55	1 55
" 3-hoop, painted, No. 2.....		1 40	1 40	1 40	1 40	1 40
Tubs, No. 0.....		8 00	8 00	9 50	10 50	
" 1.....		6 50	6 50	8 50	9 50	
" 2.....		5 50	5 50	6 50	7 00	
" 3.....		4 50	4 50	5 50	6 00	

BUTTER AND CHEESE

Dairy, large rolls, per lb.....	12 1/2	13	12	12 1/2	15	16	17	19
" pound prints.....			12	12 1/2	16	17		
" tubs, best.....			12 1/2	13	16	17		
" tubs, second grade.....			10	11	13	15	18	20
Creamery, tubs.....	16	16 1/2	16	17	18	19	20	20
" prints.....		21	17	18	20	22		
Cheese.....	6 1/2	7	8	8 1/2	8 1/2	9		10

PROVISIONS

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Dry Salted Meats—				
Long clear bacon.....	7 3/4	8	8 3/4	9
Smoked Meats—				
Breakfast bacon.....	12	11 1/2	12	
Rolls.....	9	8 3/4	9	9 1/2
Hams.....	11	12	10 1/2	11 1/2
Shoulder hams.....	10	8 1/4	8 1/2	8
Backs.....		11	11 1/2	
All meats out of pickle 1c. less.				
Barrel Pork—				
Canadian heavy mess.....	16 00	16 00	16 50	16 25
" short cut.....	16 50	18 00	17 00	16 50
Clear shoulder mess.....			15 00	15 00
Plate beef.....	12 00	16 00	10 50	15 50
Lard, tierces, per lb.....		7 3/4	7 3/4	8
Tubs.....			8 1/4	8 1/2
Pails.....	8 1/4	9	8 1/2	8 3/4
Compound.....	5 3/4	6 1/4	6 1/2	7
Shortening, in 60-lb. tubs.....			7 1/2	7 1/4
Dressed hogs, light.....	6 25	6 25	6 50	

GREEN FRUITS

Oranges, Valencia, per case.....	\$4 00	\$4 50				
" Cal. navels, per crate.....	3 50	4 00	3 25	3 75	3 50	4 00
" California seedlings.....			2 00	2 75	2 50	3 00
" Mediterranean sweets.....			2 75	3 50	3 50	4 00
" Messina, 1/2 and 3/4 bxs.....			1 75	2 50		
Lemons, Messina, per box.....	2 50	3 00	2 25	3 25	2 50	4 00
Bananas, per bunch.....	1 50	2 00	1 50	2 00	1 50	2 25
Apples, per bbl.....	2 00	4 50	2 00	5 00	3 00	5 00
Pineapples, each.....			10	20	10	15
" cases, 30's, 36's.....				4 25		
Strawberries, per quart.....			13	16	12	15
Cherries, black, per box.....			1 25	1 50		
Tomatoes.....			3 00	3 25	2 50	3 00
Onions, Egyptian, per sack.....			2 85	3 00	2 75	3 00
" Bermuda, per case.....			2 00	2 25		2 25

NUTS

Brazil.....	12	13	12 1/2	14	12	12 1/2	15
Valencia shelled almonds.....	22	24	22	24	11	12	13
Tarragona almonds.....	9 1/2	9	9	10	9	10	9
Peanuts (roasted).....	6 1/2	8	8	10			10
" (green).....	5 1/2	8	8	10			10
Cocoanuts, per sack.....				4 00	3 50	4 00	
" per doz.....				60	60	70	
Grenoble walnuts.....	10 1/2	12	10 1/2	12	12	13	14
Marbot walnuts.....	8	9	9 1/2	11	9	10	
Bordeaux walnuts.....	8	9	8	9	9	10	
Sicily filberts.....	8	9	8	9	8	10	12
Naples filberts.....	10	11		11	10	11	
Pecans.....	8 1/2	12	10	11	11	12	

SPICES

Pepper, black, ground, in kegs, pails, boxes.....	11	15	12	14	14	15	13	15
" in 5-lb. cans.....	15	16	14	15	15	16		
" whole.....	11	13	12	13	12	13	10	15
Pepper, white, ground, in kegs, pails, boxes.....	18	26	22	24	24	26	25	35
" in 5-lb. cans.....	20	22	24	26	20	22		
" whole.....	17	25	17	22	20	22		
Ginger, Jamaica.....	20	25	18	25	20	25		
Cloves.....	15	20	15	20	18	20		
Pure mixed spice.....	25	30	25	30	25	30		
Cassia.....	25	40	25	40	18	20	20	25
Cream tartar, French.....	25	27	24	25	20	22		
" best.....	28	30	25	30	25	30		
Allspice.....	13	14	13	16	13	14	18	20

PETROLEUM

Canadian.....		12		13 1/2	15	16	
Sarnia water white.....	12	13		15	17	19	
Carbon safety.....		17					
American water white.....	17	17 1/2		17 1/2	19	21	
Pratt's Astral, in bulk.....	18	19		16			

COUNTRY PRODUCE

Eggs, fresh laid.....	9	10		10	9	10	10	15
Poultry—chickens, dressed.....	5	8	50	60	60	1 00		
Geese, per lb.....	5	6			70	1 00		
Ducks, per pair.....	8 1/2	9			50	1 00		
Turkeys, per lb.....	8	10		10	12	15		
Game—Hares, per pair.....	25	30			25	30		
Honey, comb, per doz.....	1 50	1 75	90	1 50	1 50	1 75		
" light color, 60-lb. tins.....	7	8	6	6 1/2	7	8		
" 5 and 10-lb. tins.....	7	8			7	8		
" buckwheat.....	4	5			4	5		
Maple Syrup, imp. gal. tins.....			75	85	90	1 00		
" wine.....			60	65				
Maple Sugar.....			8	9			11	

RICE, SAGO, TAPIOCA

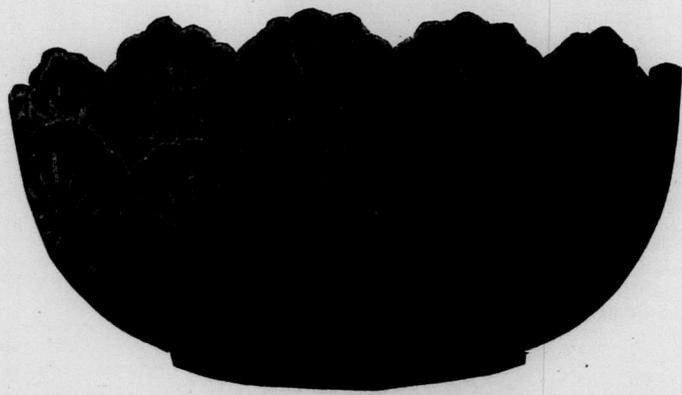
Rice—Standard B.....			3 3/4	3 3/4	3 62 1/2	3 75	4 1/2
Patna, per lb.....		5	5 1/2	6	5	6	
Japan.....	5	5 1/4	6	6 1/2	5	6	
Imperial Seta.....	5	6	4 1/2	5 1/2	5	6	
Extra Burmah.....	4	5	4 1/4	4 3/4	4	5	
Java, extra.....	6	7	6	6 1/2	6	7	
Sago.....	3 1/4	4	3 3/4	4 1/4	5	6	
Tapioca.....</							

SEE OUR NEW LINES IN

TEA, DINNER, and TOILET WARE.

Also just opening out full lines in the celebrated

French, German, Austrian, and Carlsbad China.



See our Samples

before placing your order.

The John L. Cassidy Co.

Limited.

339 and 341 St. Paul Street

MONTREAL

FRUITS

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

CANNED MEATS

Comp. corn beef, 1-lb. cans	\$1 40	\$1 70	\$1 65	\$1 70	\$1 75	\$2 00	\$3 00	\$3 25
“ 2-lb. cans	2 50	2 85	2 95	3 00	3 10	3 25	2 75	3 00
“ 6-lb. cans	7 75	9 00	9 25	9 50	8 75	9 25		
“ 14-lb. cans	15 50	18 50	20 00	21 00	20 00	21 00		
Minced callops, 2-lb. can	2 60	2 70	2 80	2 75	2 80	2 80	6 50	7 00
“ lunch tongue, 1-lb. can	3 40	3 50	3 20	3 25	3 25	3 35		
“ 2-lb. can	6 50	7 00	6 75	7 00	5 80	6 00	6 25	6 50
English brawn, 2-lb. can	2 50	2 60	2 75	2 80	2 75	2 80	2 50	2 75
“ camp sausage, 1-lb. can	2 40	2 50	2 50	2 50	2 50	2 60		
“ 2-lb. can	4 00	4 25	4 00	4 00	4 00	4 25		
“ soups, assorted, 1-lb. can	1 50	2 00	1 50	1 40	1 40	1 50		
“ 2-lb. can	2 25	3 00	2 20	2 25	2 30			
“ soups and Bouill., 2-lb. can	1 75	1 80	1 80	1 75	1 80			
“ 6-lb. can	4 25	3 50	4 50	4 25	4 50			
“ sliced smoked beef, 1/2's			1 65	1 70				
“ 1's			2 80	2 85				

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
Maracaibo	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 40	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	85	95	90	1 00	2 15
Cherries, red, pitted, 2's	2 00	2 35	1 85	2 25	2 30	2 40	4 00
“ sifted select	90	95	85	95	90	1 20	2 25
“ extra sifted	1 14	1 20	1 10	1 25	1 15	1 20	2 40
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	
“ Damson, blue	1 10	1 30	1 10	1 40	1 10	1 30	
Pumpkins, 3's	75	85	70	80	90	1 00	2 25
“ gallon	2 10	2 25	2 10	2 25	2 10	2 25	2 50
Raspberries, 2's	1 50	1 90	1 40	1 70	1 50	1 90	3 00
Strawberries, 2's	1 50	2 00	1 60	1 90	1 75	2 00	3 50
Succotash, 2's	1 10	1 15	1 15	1 15	1 10	1 15	
Tomatoes, 3's	1 20	1 25	1 15	1 20	1 30	1 40	3 20
Lobster, tails	2 50	2 85	2 40	2 70	2 50	2 60	11 00
“ flats	2 75	3 00	1 65	1 75	1 25	1 30	11 50
Mackerel	1 30	1 35	1 30	1 35	1 10	1 25	
Salmon, sockeye, tails	1 15	1 25	1 20	1 30	1 00	1 20	4 50
“ flats	1 30	1 45	1 30	1 40	1 30	1 35	5 00
“ Horseshoe	1 20	1 25	1 25	1 30	1 25	1 25	
“ Cohoes	95	1 00	95	1 00	95	1 00	4 25
Sardines, Albert, 1/4's	10 1/4	11	13	14	15	15	4 50
“ 1/2's	20	21	20	21	20	21	12
“ Sportsmen, 1/4's	11 1/2	12	12 1/2	13	12	12 1/2	21 1/2
“ key opener, 1/4's	19	20	21	20	21	21	
“ other brands, 1/4's	10	11	10 1/2	11	16	18	
“ P. & C., 1/4's	16	18	18 1/2	23	10	11	
“ American, 1/4's	23	35	16	17	16	17	
“ Mustard, 1/2 size, cases	33	36	33	36	33	36	
“ 50 tins, per 100	4	5	4	5	4	5	
“ Mustard, 1/4 size, cases	9	11	9	11	10	11	
Fruit in glass jars	9 00	11 00	10 00	11 00	10 00	11 00	
Haddies			1 10	1 20	1 00	1 10	
Kipperd Herrings	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	1 90	2 00

THE WORLD'S WHEAT CROPS.

The statistician of the United States Department of Agriculture has issued a detailed statement of the world's wheat production in 1897, from which the following general totals are copied, adding thereto figures for previous years, as previously reported by the department :

	Bushels.
United States.....	530,149,000
Canada.....	56,597,000
Mexico.....	12,000,000
Chili.....	10,500,000
Argentina.....	32,000,000
Uruguay.....	3,600,000
United Kingdom.....	54,527,000
France.....	251,298,000
Germany.....	107,000,000
Austria-Hungary.....	133,370,000
Other European countries.....	600,163,000
Asia.....	358,990,000
Africa.....	36,200,000
Australasia.....	27,636,000
Total, 1897.....	2,214,030,000
1896.....	2,428,000,000
1895.....	2,546,000,000
1894.....	3,676,000,000
1893.....	2,563,000,000
1892.....	2,482,000,000
1891.....	2,432,000,000

The report says : "The best estimates which can be obtained for the principal wheat-growing countries of the southern hemisphere for the year 1897-98 are as follows : Argentina, 50,000,000 ; Chili, 15,000,000 ; Uruguay, 8,500,000 ; Australasia, 30,500,000 ; India, 198,000,000."

THE CURRANT MARKET.

D. Pasqua, Patras, May 3, writes of currants : There has been quite a revival in our market during the past month, and, along with considerable business done for forward shipment, prices have also materially advanced.

Thus, notwithstanding the considerable advance in the rate of exchange, which quotes dr. 37 per £ sterling, the prices realized have been from 17s. to 19s. for provincial half cases, c.i.f. London.

The following table shows our exports to date in comparison with those of last year :

	April 30, 1898.	April 30, 1897.	July 31, 1897.
	Net tons.	Net tons.	Net tons.
To England.....	55,685	53,000	54,700
To United States and Canada.....	12,360	14,065	14,065
To Australia.....	2,970	2,520	2,775
To Holland, Belgium, Germany and Austria.....	23,900	41,000	42,200
To France.....	1,540	5,470	6,223
To Russia.....		19,321	19,321
To sundries.....	300	1,000	1,200
Total.....	96,755	136,376	140,484

The forward sales for May and June are calculated to aggregate 4,000 tons, which will thus leave in the country about 3,500 tons unsold.

Market to-day is very firm, at highest quotations, and as the largest portion of the forward sales has yet to be covered, it is anticipated that we shall have an active market till the end of the season.

THE PRESS CLIPPING DEPARTMENT

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

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

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

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

The Press Clipping Department, Board of Trade, Montreal

The Dry Goods Review



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

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer \$3.00

Send for Samples.

THE DRY GOODS REVIEW

TORONTO

. . . . MONTREAL

NEW
18



SEASON'S
98

"CROSSE & BLACKWELL"

Candied and Drained Peels

C. E. COLSON & SON, MONTREAL

Spring Surprises

Our new line of

TOILET SETS

The Latest Shapes
The Newest Decorations
The Greatest Profit Winners

of any line now on the market.

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

PIGOT & BRYAN

Decorators and Dealers

Crockery, China, Glassware,
Lamps, and Fancy Goods

London, Ont.

Profit Builders

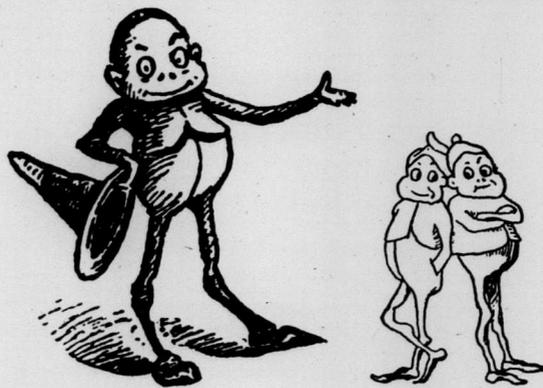
FOR YOUR

Cigar Trade

PHARAOH
PEBBLE
LA FAMEUSE
GRIT
THE BIRD
Etc., Etc., Etc.

J. BRUCE PAYNE

GRANBY, QUE.



Made in England
by GILLARD & CO.

VINTRY WORKS, LONDON

GILLARD'S NEW PICKLE

Admitted to be the finest pickle in the world. **12 GOLD MEDALS** awarded for superior excellence at the Great Pure Food Expositions held in England. Packed 2 dozen in case; single case lots \$3.40 per dozen; five case lots \$3.30 per dozen.

GILLARD'S NEW SAUCE

A table relish of world-wide reputation. Barrel lots of 12 dozen \$1.75; single dozen lots \$1.90.

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

GILLARD & CO., Sole Manufacturers, London, England

Good Advertising

For Wide Awake Retailers

By F. James Gibson.

Our "Good Advertising" department is to help our subscribers to do better advertising. The gentleman whom we have selected as its conductor is well known as one of the foremost advertising specialists of the day. Any of our readers who desire the benefit of Mr. Gibson's criticisms on advertisements or advertising methods, or his advice on any advertising subject, can have it or both entirely free of charge by writing to him in care of this journal.

If correspondents so desire, fictitious names or initials may be used for publication. But all requests should be accompanied by the subscriber's name,

I AM REQUESTED to say what I think of this ad., and in publishing it, to omit the name at the bottom, which I have clipped off:

Something New For Spring, 1898.

The Newest Designs in Blouses.

I have repeated these goods already. Selling fast.

Pretty lines **FANCY DRESS GOODS**, from 35c. to \$1.50 per yard. Handsome Black Figured Dress Goods, 35c. to \$1.50 per yard.

CRETONNES, from 11c. to 20c. Cannot be beat as regards pattern or quality.

SIL-VERTA in Pretty Designs, color guaranteed fast, at 25c. per yard.

UNBLEACHED SHEETINGS, two yards wide, at 14c.

BLEACHED SHEETINGS, two yards wide, at 19c.; good quality. This line of sheeting is selling on first sight.

LACE CURTAINS, 45c. to \$3.60 per set.

REMEMBER we have a good line of Ladies' and Men's Ties, at 12c. to 60c. each.

MEN'S BRACES, with leather ends. These ends are made of the strongest leather on earth.

The People's Cash Store.

I think it is a very good looking ad. In the original it occupied 55 lines, two columns wide. It is well displayed, and the idea of having the names of the goods stand out boldly is a good one. The ad., however, does not appear to be one calculated to get much direct business. It is too indefinite. "Fancy Dress Goods, from 35c. to \$1.50 a yard," is too indefinite. "Cretonnes, from 11c. to 20c." is too indefinite. "Lace Curtains, 45c. to \$3.60 per set," is too indefinite. "Ladies' and Men's Ties, at 12c. to 60c." is too indefinite. Probably half the people who read the ad. don't know what "sil-verta" is, except that it sometimes comes in pretty designs and guaranteed colors. Probably the best line in the ad. is: "Men's Braces, with leather ends. These ends are made of the strongest leather on earth." But this line is spoiled by the price, or prices, being left out. If the ad. had said "A line of fancy dress goods, 36 inches wide, in the new black check patterns so much the rage in Paris this season, at 75c. a yard," it would have been better. Definite information and the art of bringing out in an ad the really strong and desirable points about the goods advertised are two things the advertiser ought to strive for.

* * *

How is a country merchant to advertise to advantage when his local newspaper or newspapers have next to no circulation, or, if it be located in so small a place that there is no local newspaper at all? When the circulation of a newspaper is very small—say a few hundred—it is obvious that the publisher don't sell his space at as low a rate per line per thousand of circulation as the big publisher in the city can. In other words, it costs the dealer in a small

country place more to reach the people through an advertisement than his advertisement costs his city competitor. In country places the personal element is also more in evidence than in the city. That is to say, there is more friendship trade. Some country merchants are related by blood or by marriage to a very large proportion of the people in their respective localities. Church association and other influences often are very potent. All these things frequently guide the course of business, while in the cities they have but little influence.

It is clear, then, that the country merchant is up against a more difficult task when he depends on advertising to increase his trade than is his city brother. Another thing that makes the task still more difficult is that there is not such a quick and general response to advertisements in the country as in the city. In the country the advertisement-reading habit is not so prevalent, because, like other habits, this habit grows by what it is fed on. It is not so prevalent, because there are comparatively few advertisements in the country papers for the people to read. And a great many of the advertisements which are there are so indefinite and pointless, and so dead-and-alive that they excite no interest and do no good to anyone except, perhaps, the men who publish the papers. But the country merchant, even if without family connection or personal influence of any other kind, need not despair. He has advantages over the city merchant, because his expenses are so much smaller and because the ties of locality are in his favor. And, if he understands his business and has the advertising instinct he will find some way of drawing trade to his store. Most people, especially women, if put to the test, will show that they love a bargain more than they do their relatives. If money is to be saved, the ties of church or other associations referred to, don't really withstand the temptation of lower prices and better assortments of goods for any great length of time. Human nature is human nature, and he who understands it best will be sure to forge ahead whether he is located in a country village or a great city.

But let us look at some of the ways in which our friend the small country dealer can advertise to advantage in these places where the newspaper is out of the question:

SIGNS.—Besides the usual sign over the door, others can be set up here and there in the district naturally tributary to the store. A good sign would be a blackboard set up over the store on which the special offerings of the day can be chalked. Arrangements could also be made to set up these blackboards in each of the sheds connected with the hotels of the place. If it is found to work better, printed bills could be substituted for the chalk talk. But these printed bills should be changed very frequently—every day if possible, but certainly once a week.

Another good location for signs is inside the store. These inside store signs should not, of course, be large, nor have much reading matter on them. They can be easily made out of cardboard and wooden type. It is important that these signs, too, should be

changed frequently. With a little practice considerable skill can be acquired by a person of ordinary intelligence in writing and printing this useful form of advertising.

CIRCULARS are good if they are properly got up and properly distributed, but a handbill is not of much use. A good plan would be to get out a circular of several pages every week, to take the form of a newspaper. The paper could be called "Store News," or some such name. If the advertisements were to be interspersed with genuine and interesting news items it might be an improvement in most localities. If there happens not to be a good enough printing office in the village, get it printed in the nearest city or large town. A good size would be 10 to 12 inches by 4 to 5 inches. It might even be desirable to work in as an advertiser some other dealer in the same village whose goods would not conflict. This would distribute the expense somewhat, and give more of a variety to the advertising. The paper could be distributed through the mails on payment of postage, but it might be sent out by hand to the people of the village. A specially large edition could be got out for such an occasion as the county or township fair. If this fair is at a distance from the village, a few thousand copies of the paper could be sent there to be distributed by reliable persons. Advantage should be taken of any large or suitable gathering of people in our merchant's neighborhood to distribute copies of his advertising paper. As an auxiliary to this publication, smaller circulars relating to certain special lines of goods ought to be placed in each basket or box containing goods going out of the store. Other small circulars ought to be wrapped up in each of the parcels sent out. In all these mediums particular care should be taken to have the advertising bright, interesting and fresh. Get up some new advertisements, and, if possible, some new advertising ideas each business day. If the merchant discovers that anyone of his clerks evinces a particular aptitude for ad.-writing or sign-writing, let him encourage him along, instead of keeping the youth scraping out sugar barrels or washing crockery and glassware, give him a chance to learn something about advertising by the study of books and other publications bearing on the subject. May be the young man will turn out to have decided talent as an advertiser.

* * *

The store that comes to the front, other things being equal, is the store that does the best advertising. It is the fashion among certain small dealers to rail at the department store and blame it for their own lack of success. It is very handy, of course, to have a scapegoat when you feel the need of one, but a little reflection will readily show that this department store question is really very largely a question of advertising. The growth of the big stores has kept step with the growth of the daily newspaper press. This is not at all a mere coincidence. Without the big city daily paper the big city store could not exist. It is clear, then, that newspaper advertising is, to a great extent, responsible for the modern department store. Ten to twenty years from now some of the smallest stores in the big cities will have grown to be big department or other kind of stores, and they will "get there" mainly through their skill as advertisers. There is a lesson in this for many a small dealer in Toronto, Montreal and elsewhere, who is lamenting the fact that the big stores are getting bigger and the small stores smaller.

It makes no difference which of the leading cities you take, in either the United States or Canada, it will be found that the ones which do the most advertising do the most business. The subject of advertising, then, is one which the young man going into mercantile life should make a careful study of. And here's to his success!

* * *

The two following advertisements, taken from an Ingersoll, Ont., paper exemplify two distinct kinds of advertising—the kind

that will sell goods and the kind that probably won't. The Forman advertisement starts right and tells you in large type that it is about patent medicines.

The Mitchell advertisement, while much prettier than the other, gives you no hint as to what it is about until you start to read the smaller type. Of course, it is ahead of the average country newspaper advertisement, but it is about no particular kind of

YOU

Are a house-keeper, we presume, and have become tired of a lot of the old-fashioned, time-honored furniture you have had in your home for a long, long time now, and are wondering how you

CAN

arrange to get rid of it, and get something up-to-date without too large an expenditure, for times have been hard, and although they are brightening and feeling easier all around, you still feel that you must

MAKE

every dollar count in your business transactions. This is as it should be, and we invite you to call and see how well we can do for you. We want to serve you; your interests are ours, for once a customer you are always a customer, and the goods you can get for a little

MONEY

in this age of rapid production and keen competition will surprise you. Well made, too, and will last a life-time. Good, honest stuff, of which you may be proud.

Have you seen our new Extension Table? It is the house-keepers' delight.

WE INVITE INSPECTION.

MITCHELL & CO'Y,

KING STREET, OPPOSITE TRADERS BANK.

furniture, except that, at the bottom, two lines are given to "Our new extension table." This ad., therefore, will not sell anything in particular, except, perhaps, one or more extension tables, which, doubtless, are good things. But haven't Mitchell & Co. got plenty of other good things in their store that people are presumably desirous of possessing? Besides this, I don't see how Mitchell & Co. can tell whether their advertising, if all like this, is paying

Patent Medicines

AT THE FAIR.

\$1.00 Medicines for 75c.

Hood's Sarsaparilla, Ayer's Sarsaparilla, Ayer's Cherry Pectoral, Paine's Celery Compound.

And at 80c.

Pierce's Medical Discovery and Favorite Prescription.

50c. Medicines for 40c.

Scott's Emulsion, Dr. Williams' Pink Pills, Dodd's Liver Pills, Doan's Liver Pills.

25c. Medicines for 19c.

Ayer's Pills, Chase's Pills, Pierce's Pellets, Carter's Little Liver Pills, Davis' Pain Killer, Thomas' Electric Oil, Minard's Liniment, Allan's Lung Balsam, Chase's Catarrh Cure. We also sell Castoria, Mrs. Seigel's Syrup, and other medicines, at FAIR prices.

Monsoon Tea.

One of the finest package Teas, put up by The People Who Grow the Tea in India and Ceylon—Delightful E-X-Q-U-I-S-I-T-E, Try It; and Don't Forget Our Coffees. THE FAIR is the place to trade.

W. C. FORMAN.

them or not. They are quite in the dark as to this important point, simply because there is no way of checking returns for such advertising, should it bring any. The patent medicine ad., I am satisfied, brought business to Mr. Forman, because it gives definite information about something in particular, and because it quotes low prices.—The Dry Goods Review.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE stock of F. A. Case, general merchant, Wallaceburg, Ont., has been sold, and his creditors have been asked to accept a compromise.

Murdock D. McLeod, grocer, North Sydney, N.S., has assigned.

McGregor & Co., general merchants, Westville, N.S., have assigned.

W. A. Thouin, grocer, Montreal, has compromised at 25c. on the dollar.

F. D. Pepin, grocer and shoemaker, Algoma Mills, Ont., has assigned to A. D. Begg.

Bilodeau & Renaud have been appointed curators of T. Picard, grocer, St. Louis de Mile End, Que.

J. M. A. Blanchette, general merchant, St. Louise, Que., has made voluntary assignment to Paradis & Jobin, Quebec.

PARTNERSHIPS FORMED AND DISSOLVED.

Dill & Philip, general merchants, Moosomin, Man., are dissolving.

Bousquet & Mailhot, grocers, Maison-neuve, Que., have dissolved.

G. J. Letteney & Bros., general merchants, Digby, N.S., have dissolved.

Flynn & Smith, general merchants, Port Hood, N.S., have dissolved, John L. Smith continuing.

Alexander M. White and Chas. H. White have registered as partners under the style of White Bros., grocers, Montreal.

Emile and Jos. A. Labrecque have registered as partners, under the style of Labrecque & Frere, general merchants, Levis, Que.

Brown & Davidson, grocers, St. John, N.B., have dissolved, David E. Brown retiring, and a new partnership has been formed by John H. Davidson and Frank L. Worden, under the style of Davidson & Worden, grocers, etc., St. John, N.B.

SALES MADE AND PENDING.

George Coleman, baker and confectioner, Toronto, is advertising his business for sale.

The assets of A. Leveille & Co., general merchants, St. Laurent, Que., are to be sold.

CHANGES.

C. Jiszkowicz, grocer, Nelson, B.C., has gone out of business.

Alfred Lalonde has bought out Chas. Godmer, general merchant, St. Jovite, Que.

James Hamilton, grocer, etc., Hespeler,

**ARE YOU
A JUDGE**

of a good thing?
If so you will buy

Clark's Devilled Meats**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

Ont., has been bought out by Thomas Tamblyn.

F. H. Case, grocer, Picton, Ont., is retiring from business.

T. J. Medland, grocer, is moving from Port Hope, Ont., to Picton.

Robert Rusk, grocer, Deseronto, Ont., has sold out to W. H. Vanblaricom.

J. L. Turner, general merchant, Beausejour, Man., is moving to Rat Portage, Ont.

Bicknell Bros., general merchants, Camden East, Ont., have sold out to John R. Scott.

E. Depencier, general merchant, La Riviere, Man., has sold out to P. Winram & Co., of Manitou.

George A. Strowger has bought out Pigot & Bryan, crockery dealers, Brantford, and intends adding groceries to the business.

Hermerie Dorval, wife of Pierre Vallee, has registered as proprietress of the firm of P. Vallee & Cie., grocers and provision dealers, Montreal.

FIRES.

G. R. Ashwell & Sons, general merchants, Chilliwack, B.C., have been burned out; insurance, \$6,500.

DEATHS.

J. C. Durick, of Carlin & Durick, general merchants, Fort Steele, B.C., is dead.

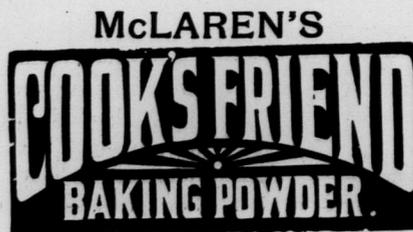
AMONG TORONTO RETAILERS.

*Trading
Stamps.*

Some of the retail grocers who adopted the trading stamp scheme have had enough; they are now wanting to stop it. There is a barrier in the way, however. This scheme has undoubtedly brought new customers to the majority of the merchants who have adopted it. These customers, and the

regular customers have been taken up with the desire to get these stamps, and careful sounding by these retailers has brought out the fact that they would object to the retailer throwing up the system. As the system gets fully into operation it develops its true features rapidly. One of the claims of the originators of this system has been that as many bills will amount to odd sums, say 23c., 26c., or 27c., as for these the merchant would give but two stamps he would be paying no percentage on the 3c., 6c. or 7c. This was true at first, but now customers buying, say 25c. worth of goods, will look around, saying, "now what can I get with 5c. to make it even," and get a bar of soap or something else, worth 5c. in order to get three stamps. Children are specially careful to strike it about even, one youngster last week, buying 19c. worth of goods from a grocer, bought 1c. worth of post cards, and then wanted two stamps. Another feature which was not so noticeable at first was the fact that in a quiet way the customer can be made to bear part of the expense of this system. In many lines of goods, there are two or three qualities, for the second and other inferior qualities of which there is no settled price. For such goods as these the full price is charged. Take butter for instance. Good dairy butter may be retailing at 18c. in a neighborhood, but the retailer has some second grade stuff he bought at about 12c. This he might have sold at 15c. or even cut to 13c., but, under the conditions created by the trading stamp system, he is able to sell it at 16c., the

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



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



—A
**Ton of Cocoanut
for Klondyke.**

Against the competition
of all brands..

WHITE MOSS

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

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

**CANADIAN COCOANUT CO.
MONTREAL.**

**GOLDEN CROWN CANNED
LOBSTERS**

1898 pack, now booking orders.

Golden Diamond Canned Blueberries.

W. S. LOGGIE CO., Limited, Chatham, N.B.

(25)

**THE
Oakville Basket Co.**

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

OAKVILLE, ONT.

HIGHEST

**PAILS
TUBS**

And Wood Packages

FOR

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

Manufactured by

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

Newmarket, Ont.

CHAS. BOECKH & SONS
Sole Agents, Toronto

QUALITY

GRIMBLE'S English Malt
Six **GOLD** Medals **VINEGAR**

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

No Weighing—No Tying Up.

COW



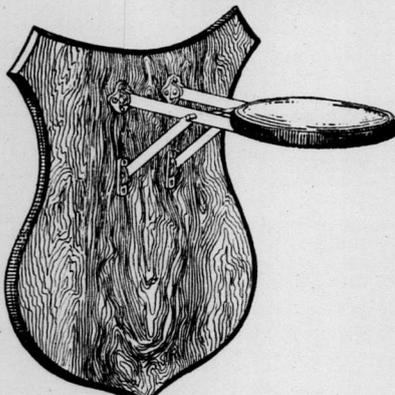
BRAND

ONCE TRIED, ALWAYS USED.

JOHN DWIGHT & CO., Manufacturers.

For sale by all wholesale Grocers in Canada.

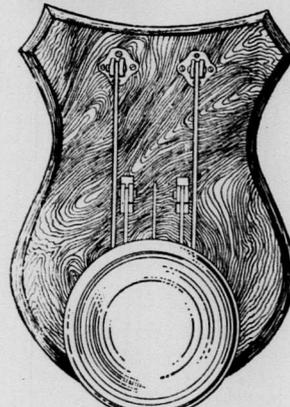
GLOBE FRUIT GUM



OPEN.

—WITH PATENT—

**Gem
Folding
Counter
Stool**



CLOSED.

GLOBE AUTOMATIC SELLING CO., - Toronto, Ont.

**Sales
Are
Booming**



**The Grocers
Tea!**

**Good Profits.
Good Sales.**



GRAND MOGUL TEA

EXCELS ALL OTHERS

difference of this one cent making up for the percentage supposed to be given away. This relieves the retailer somewhat for the time being, but a customer will be slow if she does not notice these things. And when she notices it in regard to one article she will, in nine cases out of ten, conclude that the grocer puts up prices on all his goods. From the evidence I got from the grocers I spoke to this week who are trying the scheme, it is clear that fully 4 per cent. of the gross receipts go to keeping up this method of attracting business. To find out how the loss of such a percentage would effect a firmly established business, I called on Swan Bros. and asked Mr. Henry Swan for his opinion. He had not considered the scheme much, as he believed in running his own business. The editorial on the subject in THE CANADIAN GROCER of last week met his views, however. He did not see how any man could run a business and give away four or five per cent. of his receipts. If his firm were to give away five per cent. of its receipts it would lose \$1,500 in a year's time. They could not give two per cent. away and charge the same prices they now charge, and make a living. A statement like this, coming from such a veteran retailer as Mr. Swan, is worth the consideration of retailers generally, not only in regard to the present scheme occupying the attention of many Toronto retail grocers, but in regard to any form or system of cutting below the regular selling price.

Unconscious Cutting.

As mentioned in the foregoing paragraph, during a conversation regarding trading stamps, my attention was drawn to the fact that many dealers have a habit of dropping a cent or two off the price of an article either out of good nature or of policy. This is a bad policy. The best merchants have a price for everything, and sell their goods at that price; those "not so fortunate" have frequently made it a policy to give their customers a rebate now and then just to keep them contented. The natural result is that the customers look for a rebate, or "a cent off," as a general rule. When I was working some six years or so ago in a country general store there were some dozen or so customers who would come into the shop, haggle half an hour with a clerk over the difference of 10c. in an article, then ask for the proprietor, who would, as a rule, make the desired reduction in price. This merchant listed his goods at one-third, or 33 per cent. more than cost price, and so could afford a loss of 5 per cent., or even an occasional 10 per cent., but the loss of his clerks' time added to the reductions given was such that he frequently stated that these customers were more nuisance than profit, and had been so for years. Yet he encouraged them by his weakness in giving them the rebate asked. As no Toronto grocer can charge 33 per cent. profit, giving rebates or reductions is much worse here now than it was in this country town six years ago. "One price for everything, and everything at that price," is a good axiom.

THE RAMBLER.

"Chiefly by Reason"

of the "inherent laziness" of mankind, inferior substitutes are often accepted, because it is easier to listen to some plausible story presented by the seller—than to enquire and judge for one's self.

LEAD
PACKETS
ONLY



NEVER
IN
BULK

Has proved to be one of the most successful Ceylon Tea Ventures of the Age.

Its enormous sale proves its worth. Send for an assorted sample card. Freight prepaid to any address in Canada.

SALADA TEA CO.

TORONTO—32 Yonge Street.
MONTREAL—318 St. Paul.

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.

MONSOON Indo-Ceylon Tea holds the phenomenal record of having quadrupled its sales in the past Year.

MONSOON SATISFIES YOUR CUSTOMERS
MONSOON SATISFIES YOUR CUSTOMERS

There is no other tea on the market that gives such satisfaction. With an assorted order of 100 pounds, we send a handsome advertising cabinet. Try a sample order. . . .

The Monsoon Tea Co., 7 Wellington Street West, Toronto.

BROCK'S BIRD SEED

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



NICHOLSON & BROCK - TORONTO

COX'S GELATINE

Always
Trustworthy

ESTABLISHED 1725.

Agents for Canada:

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

"GOLDEN LEAF" BRAND JAPAN TEA

"Udarella" Ceylon Blend
"Atlas" Blend

All of extra cup quality.
Samples on application.

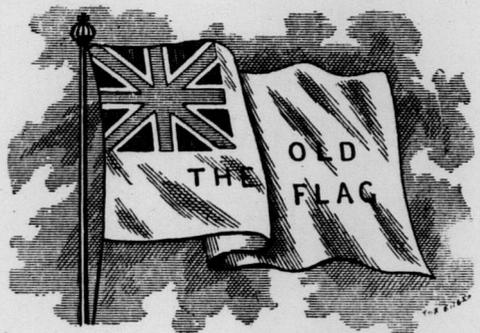
Sole Agents:

George Foster & Sons
BRANTFORD, ONT.



ASK FOR

MOTT'S



This flag is attracting a good deal of attention just at present, but the teas of Ceylon and India grown under the protection of this flag are attracting more attention, winning more friends, gaining greater prestige and making more money for dealers than the teas of China and Japan.

Stick to the old flag and

**Ceylon and Indian
Teas.**

CUT TOBACCOS...

These brands are pushed by all dealers who look for intrinsic value in the goods they handle.

SNUFFS. We are the largest snuff manufacturers in Canada. All the standard makes.

Jobbers in any locality will quote you prices.

Manufactured by the well-known firm

B. HOUDE & CO., Quebec, Que.

MORNING DEW

Virginia Flake Cut.

CHAMPAIGN

Virginia Cut Plug.

GOLDEN LEAF

Virginia Cut Plug.

HUDSON (For Smoking or Chewing.)

Kentucky Curly Cut.

BRUNNER, MOND & Co.'S



Bicarbonate of Soda

Soda Crystals

Concentrated Sal Soda

Caustic Soda

Bleaching Powder

Pure Alkali

**BEST IN
THE MARKET**

**WINN & HOLLAND
MONTREAL**

SOLE AGENTS
FOR CANADA

**PUREST THAT
CAN BE MADE**

SOLD FROM

ATLANTIC TO PACIFIC

FAC SIMILE OF CASK LABEL.



PURNELL'S

PURE

PLAIN and SPICED

MALT VINEGARS

Brewery, Bristol, England.

AGENTS

St. John, N.B.—W. S. CLAWSON & CO.

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

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

Hamilton—JOHN W. BICKLE & GREENING.

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

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

How about your Profits?

Seventy
years'
reputation
as the
best
Infants' Food.

**ROBINSON'S
PATENT
BARLEY**

Seventy
years'
reputation
as the
best
Invalids' Food.

This line is increasing in sales daily with all Grocers, and it pays a good profit to everybody.

We will mail samples free to your customers.

Frank Magor & Co., 16 St. John Street, Montreal

Current Market Quotations for Proprietary Articles.

May 25, 1898.

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

BAKING POWDER.

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



MAPLE LEAF BAKING POWDER.	
1/2 lb. glass jars.....	\$1 25
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25
THE F. F. DALLEY CO.	
Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases.....	per doz. \$0 75
English Cream, 1/4 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 1/2 lb. Crown sealers.....	2 25

BLACKING.

P. G. FRENCH BLACKING.	
1/2 No. 4.....	per gross \$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
per doz.	
No. 5 Spanish Blacking, 1/4 gross cases.....	7 20
No. 10 ".....	9 00
Vucan 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

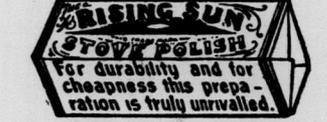
No. 1 Enamelled Tins.....	2 50
" 2 ".....	3 75
" 3 ".....	4 00
" 4 ".....	4 50

THE ALPHA CHEMICAL CO.

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



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



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

Salt that Pays

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

How do they manage it?

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

Coleman's Table and Dairy Salt

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

No time like the present

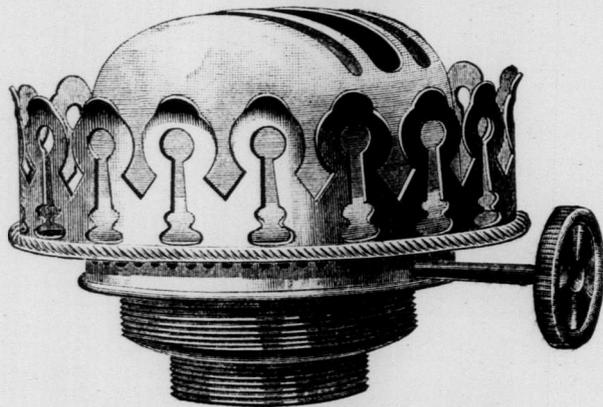
"June butter" is supposed to be the best of the year. It is for dealers to see that their customers use the best salt. Get a stock of fifty and twenty pound sacks of **Coleman's Butter Salt**, display it nicely, and it will be found a quick and profitable seller. We send attractive advertising matter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

To complete the carload

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

R. & J. RANSFORD, Clinton.

are
?
ler
T.
0 42
0 58
Retail
0 50
0 40
0 25
0 25
0 25
0 58
0 61
0 60
0 66
0 61
0 37
0 39
0 44
0 44
0 42
0 42
0 41
er doz
1 60
1 40
1 25
1 50
Single
Car e
\$3 20
3 00
1 40
1 60
1 50
2 90
2 85
2 35
3 30
2 85
2 00
1 10
5 00
2 00
Gro-
Stick
es, in
ticks
Tubes,
IE



Reasons why you should use the
"Marshall Process" Wick
 (Patented)
 in your Lamps.

Because it possesses the highest capillary power of any wick made.
 Because it requires but little trimming or care.
 Because its combustion of petroleum oils is perfectly odorless.
 Because it does not clog.
 Because the flame it produces has no creeping tendency.
 Because it produces the whitest light of the greatest illuminating power.
 Because it is a non-conductor of heat, a preventive of overheated lamps.
 Because it is used and endorsed by the leading Lamp and Lantern manufacturers, and sold by the leading jobbers throughout the United States.

Write to us for samples, prices, and all information. We sell the "Marshall Process" Wick for every style of Burner and Oil Heater in the Market.

GOWANS, KENT & CO.
 Agents for Canada. TORONTO, CANADA.

WILL TICKLE THE SAUCIEST PALATE.

**PATERSON'S
 WOR'STER
 SAUCE**

ossesses a
 eculiar
 iquancy and zest
 leasing the Consumer, and
 roviding a satisfactory
 rofit to the Grocer.

prepared by R. PATERSON & SONS,
 roprietors and Manufacturers of
 ATERSON'S "Camp" Coffee Essence.
 ATERSON'S "Eureka" Chutnee Pickles, &c.

Agents—ROSE & LAFLAMME, MONTREAL

LEA AND PERRINS'

Observe
 that the
 SIGNATURE

Lea & Perrins

Is now printed
 in blue ink
 diagonally
 across the

OUTSIDE WRAPPER

Of every Bottle of the

Sold Wholesale by the Proprietors, Worcester;
 Grosse & Blackwell, Limited, London;
 and Export Oilmen generally,
 RETAIL EVERYWHERE.

ORIGINAL . . .
 WORCESTERSHIRE **SAUCE.**

AGENTS—J. M. Douglas & Co., and Urquhart & Co. Montreal

GENERAL MERCHANTS

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

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

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

MacLean Publishing Co. Limited

Montreal : : Toronto

CHARLES F. CLARK,
 PRESIDENT.

J. CHITTENDEN,
 TREASURER

ESTABLISHED 1849.

**THE BRADSTREET
 MERCANTILE AGENCY**

THE BRADSTREET COMPANY,
 Executive Offices, PROPRIETORS

NOS. 346-348 BROADWAY, NEW YORK

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

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

TORONTO OFFICES—McKinnon Building
 Cor. Jordan and Melinda Sts.

THOS. O. IRVING, Superintendent.

Oakey's

**'WELLINGTON'
 KNIFE POLISH**

The Original and only Genuine Preparation for
 Cleaning Cutlery.

JOHN Oakey & Sons, Limited,

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

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

**JOHN FORMAN, 650 Craig Street
 MONTREAL**