

THE CANADIAN GROCER

VOL. XII

TORONTO AND MONTREAL, JULY 15, 1898.

No. 28

**SELL
ONLY
THE
BEST!**

In Competition with the World
we have received the

**Highest Awards
Made. . .**

These substantiate our claim
that : : : : :

Colman's Mustard

IS THE BEST IN THE WORLD



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



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

GIVE HIM THIS

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

Then offer him this beautiful



CIGAR MOISTENER BOX

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

The Price—
Per dozen, \$1.50—less in quantities.
Terms, 2% cash 10 days, 30 days net, F.O.B. Chicago.

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

The Regent Manufacturing Company

Toronto Office, 72 Bay St.

Wabash Ave., Chicago

TALK THAT TALKS.

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

ST. JOHN, April 6th, 1898.

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

W. A. MAGEE.

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

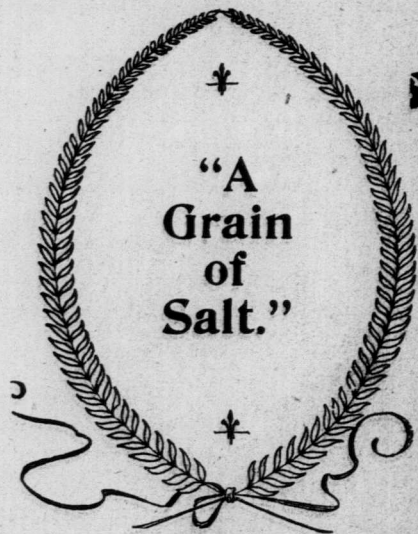
We have given you just one testimonial. We could fill pages with them, from pleased customers as well as from merchants.

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

Queen Biscuit Co.

ST. JOHN, N.B.

(We manufacture over 500 lines of Biscuits.)



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

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

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

It won't lose its savor—hence matchless for Packers. You hear this everywhere "as pure as Windsor Salt."

Leading wholesales carry each line we make.

The Windsor Salt Co., Limited
Windsor, Ontario.

Windsor Salt.



The Time to Act is Now

Some one says "Promptness takes the drudgery out of life." "To-morrow" may never come—the time to make money is now, to-day. The man who acts promptly is the man who gets ahead of his competitors. There is nothing to be gained by waiting—actions speak louder than **thoughts**.

Three suggestions follow, but you need to act promptly if you wish to liven up the dull season's business—the hot weather trade.

"Thistle" Finnan Haddies.

New Pack just in, fresh from the water-side, where the "Thistle Brand" is caught, cleaned, cured and packed—all at first hands.

Clean—absolutely so. Real Finnan Haddies having the rich, delicate flavor of the freshly-caught fish. Direct from St. Mary's Bay, N.F.

Maypole Soap Dyes.

Beyond a question the most successfully introduced Home Dye ever placed on the market. Its sales go forward by leaps and bounds, because it is the Dye of Highest Quality.

All colors. Absolutely fast. Very brilliant. "It washes and Dyes at one operation."

Lazenby's Jelly Tablets.

Hot weather necessities—cold weather comforts. Quick Jelly makers whose purity is unquestioned. Made in England by E. Lazenby & Son.

13 different flavors—each one true to the fruit it represents.

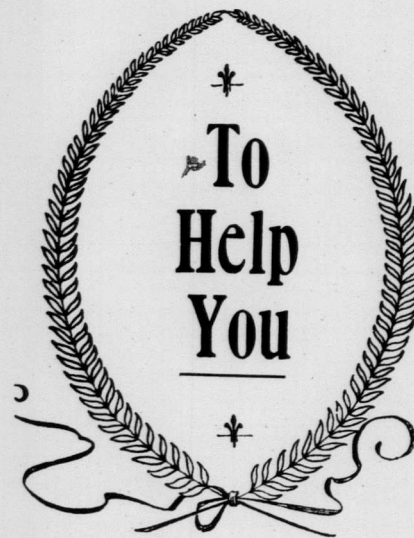
A fine hot weather seller.

Sold by leading Wholesale Grocers everywhere.

AGENTS:

A. P. TIPPET & CO.,
Montreal and Toronto.

F. H. TIPPET & CO.,
St. John, N.B.



With the mercury at 90 trade stagnates.—“All work and no play makes Jack a dull boy.” Brief suggestions that will stimulate business without much effort on your part---to help **you** without forgetting ourselves. Mutual profits to be divided!

Greig's Crown Brand Flavoring Extracts.

If a woman's confidence is worth having it is worth keeping. The high quality, the richness, purity and strength of the 40 different fruit, flower and spice flavors of the “Crown Brand” win trade and hold it—steadfastly.

The “true to Nature” extracts.

Made on honor, sold on merit, because Quality wins trade—and keeps it!

The Greig Mfg. Company—Robert Greig & Co., Agts., Montreal.

Working its way steadily upward and winning trade from the great army of cereal coffee drinkers, who miss the real true coffee flavor that wheat grains can **never** imitate.

Rich and nourishing and healthful, with that wonderful “building up” power of the African Kola Nut. A brief hint from you to cereal coffee drinkers will give you a permanent trade with a good profit.

**John Mackay
& Co.'s
Kola
Cafe.**

Robert Greig & Co., Agts., Montreal.

"SURE CATCH"

Seal Wax Border
Sticky Fly Paper

PRICE LIST FOR 1898

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

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

SPECIAL OFFER

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

"Sure Catch" Poison Fly Paper.

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

PRICE LIST: 1 Box, 50 Envelopes, \$1.25.

1 Case, 10 Boxes, 500 Envelopes, \$10.00

J. HUNGERFORD SMITH CO.

ROCHESTER, N. Y.

Manufacturing Chemists

TORONTO, ONT.

We also manufacture "TRUE FRUIT" Fountain Syrups.

CADBURY'S CHOCOLATES

ARE SIMPLY DELICIOUS AND ARE PACKED SPECIALLY FOR CANADIAN MARKET.

CADBURY'S COCOA

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

The ANALYST says:—
"CADBURY'S is the typical Cocoa of English Manufacture."
IT IS ABSOLUTELY PURE, THEREFORE BEST.

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

VIEW OF MANUFACTORY, BOURNVILLE

SCENE ON CADBURY'S COCOA ESTATE

CADBURY'S COCOA

(Absolutely Pure)

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

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



Gillard's New Pickle

THE FINEST PICKLE IN THE WORLD.

Only the finest English Pickling Vegetables, the purest of Malt Vinegar, and the highest grade Eastern Spices are used in making this delicious Table Relish.

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

Packed 2 doz. in case; single-case lots, \$3.40; 5-case lots, \$3.30 per doz.

Gillard's New Sauce

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

None better. This is a good Sauce, and for gravies, soups, etc., is unequalled.

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

GILLARD & CO.

Sole Manufacturers,

London, England



AURORA

(Registered Trade Mark)

Ceylon Tea

THE NEW FLAVOR

Retails at 35, 40 and 50 cts.



Aurora Ceylon Tea possesses delightful invigorating qualities, and is absolutely pure. Packages, the most healthful and attractive. The trade make a good profit, and satisfaction to consumers is assured.

W. H. GILLARD & CO.
HAMILTON
Agents for Canada.

TANGLEFOOT

Sealed Sticky Fly Paper.



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.

SEE THAT IT LOOKS LIKE THIS.

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

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

THE CANADIAN GROCER

Vol. XII. (Published Weekly)

TORONTO AND MONTREAL, JULY 15, 1898.

(\$2.00 per Year) No. 28

A MODERN GROCERY STORE.

THE grocery and provision store of Michie & Co., 7 King street west, Toronto, which was partially burnt out last spring, was always acknowledged one of the most up-to-date buildings of its kind in Ontario.

Nevertheless, when the store had been renovated and opened to the public it was at once manifested that modern as the old store had been, the new one was more so in many respects.

Some of the changes made were radical, and altered the appearance of the store considerably. Others were merely matters of detail, and were not evident except upon close inspection. All combined, however, greatly improve the appearance of the building.

The store, which extends from King street to Melinda street, is 26 x 170 feet inside. This includes the space

at the Melinda street entrance, which is used as a provision and receiving room, and where the offices are situated.

The length of the store makes it difficult to light, yet, with Luxfer prisms at the front and the back and a large window in the stairway leading to the warehouse above, this difficulty has been overcome, and the store is ever bright and cheery.

This brightness has been materially in-

creased by replacing the plaster on the ceiling of the old store with embossed steel of two shades of green, relieved by terra cotta. The walls have also been papered in pale green ingrain with a deep freize.

Michie & Co. do a large liquor trade as well as a big grocery and provision business. To meet the requirements of the law,



compelling liquor to be sold in a separate store, they have built their liquor shop in the east half of the King street entrance, where it extends back about 20 feet.

This somewhat narrows the entrance to the grocery store, but the effect of such narrowness has been overcome by large mirrors in each wall, which also give a handsome effect. The counters in the confectionery department have been changed

from the east to the west side, bringing them into line with the rest of the counters, forming a continuous line of counters and shelving on the west wall from the front door to the provision counter, over 100 feet, and returning on the east wall about 40 feet.

The confectionery department has three counters of moderate size, each surmounted by show cases, giving an excellent display to the large variety of these goods carried. Next comes the telephone and order desk,

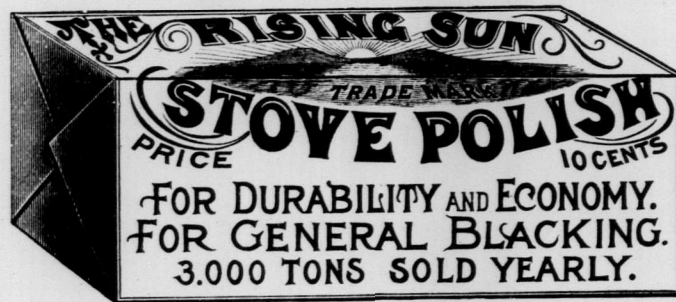
a glazed partition about six feet high, keeping this room free from the public eye and ear.

South of this desk are the three general grocery counters. A study of the accompanying cut will give a better understanding of the arrangement of the shelving, counters, etc., than the pen could give. It is noteworthy, however, that no counter space is devoted to wrapping paper. A shelf about six inches deep, immediately below and running the full length of all counters, is devoted to

this paper, thus keeping a good supply in all sections of the store, yet having none of it in the way.

The domestic and imported bottled goods are kept in the shelving back of this first of the three general grocery counters, canned cereals, etc., back of the second, while the canned meats and soups extend all the distance back of the third and in the upper portion back of the provision counter, which

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.

is at the southern end of the retail department. Two capacious refrigerators, built close to the provision counter, keep the large stock of meats, cheese, butter, eggs, etc., in excellent condition.

The most southerly counters on the east wall will be used as order counters only. In the shelving behind them are displayed the canned vegetables, jams, etc.

Beneath the stairway is the tea and coffee counter. In the shelving here all package teas and coffees are kept. Michie & Co. carry such a variety of bulk teas, however, that they cannot be carried behind one counter. They extend in bins the full distance of shelving shown in accompanying cut.

Each of these bins is made of tin, with a covering of quarter oak. By sliding one lid back the clerk can easily reach the tea, and by pulling out another board the bin can be taken out and refilled.

Each of these bins, of which there are 35; each of the 180 drawers, and each of the 20 cupboards, is built complete in itself and separate from all others, thus preventing mice from making nightly pilgrimages from one drawer or bin to another.

At the landing in the stairway is the buyer's desk, situated so as to command a good oversight over all the stock on shelves, etc.

To the north end of this stairway a large stand on rollers is devoted to the display of green fruit, etc. This stand is now placed on the floor about where the bottom left-hand corner of the cut represents bare floor. Along the wall from the stairway to Capt. Michie's private office is a large assortment of imported biscuits. Capt. Michie's office is built midway between the ceiling and the floor, and is so placed that he can see over the entire store. Immediately below his office the cigar counter is situated. From this counter toward the doorway extend a large show case and show tables. The show case is devoted entirely to displaying candle shades, fancy candles, etc.

Michie & Co. are firm believers in a well-dressed window, and have their King street show window excellently fitted. A screen about four feet high, containing three bevelled mirrors, forms the background, while a liberal use of mirrors and glass shelves makes possible an almost infinite variety of displays.

A large provision room has been constructed in the rear of the store, adding to the accommodation already afforded by two large refrigerators. The provision room is built against an outside wall, and designed so as to do away entirely with the necessity of using ice in the winter months, as has to be done with the ordinary refrigerator.

The office, which was constructed in 1893 on what is known as the American plan, and was in a gallery near the end of the store, has been removed, both because there was insufficient light so near the ceiling, and because part of the construction itself prevented the light from the rear end penetrating the store. A portion of it still stands and is used for storing flour and biscuits.

The new office is on the ground floor, right at the Melinda street window, and is excellently lighted and fitted with new desks, a large vault taking the place of some safes that have been in use by the firm since Toronto was indicated as being in "Canada West."

Part of the building above the store, previously rented out as offices, has been added to the firm's warehouse accommodation. On the first floor above the store the walls are lined with shelving, where is kept everything that is unpacked, and from here the shelving in the store is kept supplied. The second floor is devoted to goods retained in their original packages—cases or barrels—the goods when unpacked going into the shelving on the first floor, and thence to the store in their turn. The top floor, the third above the store, contains the tea room, the brooms, brushes, starch, soap, etc.

The cellars are chiefly devoted to the wines and liquors, and extend beyond their

own building, taking up a considerable portion of the space under adjoining buildings.

Stores so complete in every respect as this one are not numerous. In fact, Michie & Co. state that in Canada and the United States north of New York there are but four that are equal in size and finish to it. These are premises of S. S. Pierce & Co., Boston; Faxon, Williams & Faxon, Buffalo; C. Jeane & Co. and Chas. Stark, Chicago.

MONTREAL BUSINESS DIRECTORY.

John Lovell & Son are now issuing a classified business directory of the city of Montreal for 1897-98, containing the names and latest addresses of the numerous wholesale and retail merchants, importers, exporters, manufacturers, professional men, agents, traders and dealers, commission merchants, tailors, millers, druggists, confectioners, restaurants, newspapers, etc.

This volume will contain a complete list of the 1,200 retail grocers doing business in the city, as well as the 400 dealers in confectionery, 550 restaurants and 425 cigar and tobacco dealers.

The directory will be sent post free to subscribers upon receipt of price therefor, viz. \$1.

UNITED STATES SHIPMENTS OF APPLES.

The Fruit Trade Journal says: "The total quantity of apples shipped to all ports for the season of 1897-98 was 913,996 barrels, against 2,919,846 barrels for the season of 1896-97, and over 2,000,000 barrels less than in that season. It will, however, be noted that the season of 1896-97 was the heaviest on record, the next highest shipment being 1,450,336 barrels in the season of 1891-92.

"The largest quantity shipped during the past season from the United States, 361,864 barrels, went from New York, and the heaviest port of import was Liverpool, Eng., which received 490,138 barrels, or two-and-a-half times as many as London, the next heaviest port."

QUICK SHIPPING.

Will you kindly procure for me—

- 1 coil inch Manilla Rope, or Sisal.
- 1 doz. Hay Forks—must be good.
- 2 kegs H.S. Nails.
- 2 doz. Top Shirts. 2 pieces Grey Cotton.

I am sending this to you because I find I can get them **QUICKER** from you, and I want them **AT ONCE**. Send 3-prong Hay Forks.

Yours truly, C. W. K.

THE ABOVE speaks for itself.

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, HAMILTON



If you want quality here it is.

If you desire a great seller here it is.

Beyond a doubt these are the best.

Medium price for finest quality.



JAMES TURNER & CO., - Hamilton

SOLE AGENTS FOR HAMILTON.

A Live Seller

“ REINDEER BRAND ”

CONDENSED COFFEE

There is no chance of spoiled coffee.
 A child can prepare “ Reindeer.”
 It never fails to please.

WE CAN ...

supply your wants
with the ...
Choicest of

CANNED GOODS

Picnic Season

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

WRITE US FOR PRICES.

THOS. KINNEAR & CO.,

Wholesale Grocers,
49 Front Street East,

TORONTO.

ADVANTAGE OF COLD STORAGE.

THE following letter, written by Prof. Robertson, has been sent by the Department of Agriculture to the several steamship companies sailing from Montreal and Halifax:

"Last season a lot of early varieties of apples were shipped from Western Ontario to Great Britain. About one-half of the quantity was forwarded in cold storage, and the remainder were sent as ordinary cargo. Those sent in cold storage were reported to have arrived all in good condition, and to have been sold at an average price of 18s. per barrel.

"Those sent as ordinary cargo were reported to have been sold at an average price of 8s. per barrel, and sixty-three per cent. were reported to have been landed in a 'wet' or 'slack' condition. For the safe carriage of early varieties of apples it seems necessary that they should be carried at a temperature at or below 40 deg. Fahr.

"On examining the returns from twenty-nine cargoes of apples last year, I find that the same varieties of apples were sold at the same time at prices showing as much as 8s. 6d. per barrel of a difference between the apples which were landed in good condition and the apples which were reported as being landed in a 'wet' or 'slack' con-

dition. For the safe carriage of late fall and winter apples, it seems desirable that they should be so carried, that they may be thoroughly ventilated so that the heat produced by the fruit itself will be carried off."

"When apples or other fruit are kept at a temperature above 40 deg. Fah., they continue to ripen or go towards decay. That process generates heat. The increased temperature thus caused makes the fruit ripen still faster. For the carriage of apples by your line, could you arrange to have the hold, or holds, for apples thoroughly ventilated by an air duct leading to the bottom of the hold, and by the use of an electric fan, or fans, to suck the warm air from the top? During any particular warm weather on the voyage, the ventilating ducts might be used only during the evening or nights when the air was cool. Our department is calling the attention of growers and shippers of apples to the desirability of packing the fruit in barrels or boxes, so constructed as to permit of ventilation through each barrel or box, and packed tight enough to hold each fruit firmly in place."

"SURPRISE" SOAP.

The St. Croix Soap Co. are energetic and persistent advertisers. They make good goods, and they consider it no extravagance

to expend large sums of money in impressing that fact upon the people.

In speaking of the amount of territory which they now endeavor to cover pretty thoroughly, their manager, Mr. Ganong, said that they employ 14 travelers and advertising men, who cover all of Canada, Newfoundland and the West Indies, and that their trade is in a really better condition than it has ever been in the history of the firm.

Mr. Ganong said that he desired to emphasize the fact, that the success of "Surprise" has been principally due to its quality. They started out with this principle, and they have proved that it is good policy. Just another illustration of the fact that whatever one attempts to do in this world, should be done as well as possible. Mr. Charles Grand still continues to represent "Surprise" throughout this Province, where he is justly popular with all the good people.

Good quality, good advertising and good representation on the road, are three most essential things for the soap manufacturer, who aims to secure success. Having said so much, it is scarcely necessary for us to add that the St. Croix people are equally strong in all three departments.—Maritime Merchant.

Try a case of _____

Boston Laundry Starch

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

SOLD BY _____

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



Flake Barley in 25-lb. Wooden Kegs

A cereal that takes the place of those Breakfast Cereals that sometimes cause eruptions to break out on the face, and heat the blood in hot weather. Tilson's Flake Barley is an ideal substitute—it digests easily and yet it nourishes perfectly.

From manufacturer to
retailer direct.

If you have never tried it you can't know its pleasing qualities. We put it up in attractive wooden kegs, holding 25 pounds each. The demand is growing—everywhere. Added stimulus is given to your trade from the printed Recipes we send with every order. The women like this way of your co-operation—they write us to that effect.

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

THE GROCERS' COMING PICNIC.

THE regular meeting of the Toronto Retail Grocers' Association was held on Monday evening, at St. George's Hall, Elm street. The president, W. H. Marmion, occupied the chair. There was a larger attendance than usual.

T. Holmes proposed Arthur Croft, Barton avenue, as a member of the association. Mr. Croft was received.

A communication was received from T. Kinnear & Co., donating \$10 toward the picnic of the association. As this donation was received too late for insertion in the list of donations in the printed programme, THE CANADIAN GROCER was asked to make special note of the gift.

It was then moved by A. R. Williamson, seconded by J. S. Bond, "That this association strongly condemn the action of the property committee of the city council in their refusal to take any action on the petition received from the retail merchants hawkers' and pedlars' licenses, the same action being detrimental to the business of the retail trade of the city."

This resolution caused much discussion, the verdict of all members taking part being that the property committee had acted injudiciously, and that a determined effort should be made to defeat at the polls the members of the committee who were responsible for the shelving of the matter.

The association then formed itself into a committee of the whole to arrange details concerning the picnic at Port Hope on Wednesday next, the 20th inst.

Reports were received from the various committees appointed to make arrangements, all reporting that their work had been finished satisfactorily.

The programme, a printed copy of which was shown, contains one of the best lists of sports the association has yet had.

There are 14 events, including a baseball match between the Toronto grocers and Toronto travelers, a tug-of-war between the Port Hope merchants and the Toronto grocers, a bicycle team race between Toronto grocers and Toronto travelers, eight men on each team, a boy's scramble race, a ladies'

"Comfort Soap" race, and a number of bicycle and foot races.

The baseball match is exciting much interest. The grocers' team will be chosen from the following players: Davies, Sanderson, Sykes, Boland, T. Clark, Holmes, Kelly, Thorne, Schoales, Johnston and McLean. For the travelers the following are expected to play: Muldrew, Fairwell, Parmenter, Pearson, Burns, Kemp, Murphy, Collins and Coutts.

Committees were appointed to visit the wholesale trade, to sell tickets for the picnic, to conduct the sports at Port Hope, to secure tables, cards, etc., for the use of members and guests on the boat, and to take charge of the sale and collection of tickets at the boat. It was decided that all members of the association should constitute themselves a reception committee on the boat, and that A. White, A. G. Booth, J. S. Bond, R. W. Davies and D. J. Kelly should be the judges of the entertainers on the boat during the trip home.

Allan G. Purdy, general merchant, Spring Hill, N.S., has assigned.



MacLaren's Imperial Cheese

WE CARRY

**Armour's
Pork and Beans**
in Tomato Sauce.
2-lb. and 3-lb

LOBSTERS
New Pack
Tails, Flats
and Halves

Complete Stock
of Camping and
Yachting Supplies
etc.

THE DAVIDSON & HAY, LIMITED, Wholesale Grocers, TORONTO

HINTS TO BUYERS.

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

TKINNEAR & CO. have received a shipment of C. & B. marmalade in 7-lb. tins; also Heaton's pickles in lever tops.

Fine quintal cod is being offered by W. H. Gillard & Co.

Warren Bros. & Co. are advertising canned salmon at low prices.

Polished Patna and Japan rice are being offered by H. P. Eckardt & Co.

"Beaver" fruit jars and rubber rings are now in store with W. H. Gillard & Co.

H. P. Eckardt & Co. have just received a shipment of Armour's deviled and potted meats.

Special prices on canned goods are offered by the Eby, Blain Co., Limited, as per advertisement in this issue.

H. P. Eckardt & Co. have in stock some very fine provincial Amalies and finest currants.

Cudahy's "Rex" brand Vienna sausage, in ½ lb. and 1 lb. tins, is in store with the Eby, Blain Co., Limited.

W. H. Gillard & Co. are in receipt of a consignment of "Ice Castle" lobsters,

which turn out beautifully. They state that the price for such a high quality of fish is low.

H. P. Eckardt & Co. say that the sale of "Ludella" Ceylon tea is increasing each month.

W. H. Gillard & Co. are just in receipt of a shipment of 3-crown loose muscatel raisins in 50-lb. boxes.

Perkins, Ince & Co. have just put into stock a shipment of their "Ravano" brand macaroni, in 1-lb. packages.

The Eby, Blain Co., Limited, will furnish to any merchant in the trade who applies, full drawing samples of a leader in Ceylons to retail at 25c., which they claim to be unmatchable value.

W. P. Downey is offering this week Hire's carbonated rootbeer. This beer is made from sterilized and distilled water.

Shredded whole wheat biscuit, wheat shred drink and granulated wheat shred are typical summer specialties that are making new converts to their use every day. These goods are always in stock with the Eby, Blain Co., Limited.

D. Gunn, Bros. & Co. report that their "Maple Leaf" brand of smoked meats is still in good demand, and that large smoke-houses are taxed to their utmost capacity to keep up with orders.

"We are pushing out gem fruit jars at a

lively rate, buyers evidently preferring to pay the recently advanced prices, than to run any further risks in this direction," say the Eby, Blain Co., Limited.

MONTREAL RETAIL GROCERS.

PRESIDENT SCANLAN presided at the regular monthly meeting of the Montreal Grocers' Association on Thursday, July 7. There was a fairly good attendance, and, after the minutes of the last meeting had been read and adopted, the members settled down to a discussion of the arrangements for the annual picnic.

Treasurer Dixon read a financial statement showing the net receipts of the association during 1898 to be \$890, and the total expenditure \$344.47. In his capacity as chairman of the committee on advertisements, Mr. Dixon informed the meeting that the picnic had been advertised in all the local dailies, and that the programme would be ready for distribution by Tuesday, 12th.

Mr. Demers, chairman of the banquet committee, reported that the caterer who had arranged to serve the banquet at Cornwall, asked for a guarantee of \$150. After some discussion he was authorized to give the required guarantee.

The railway committee reported a good sale of tickets.

Arrangements have been completed for dancing at the picnic grounds.

Mr. W. H. Dunn read a letter from the Cornwall lacrosse team, expressing their willingness to play an exhibition match with the Nationals on the day of the picnic.

LAPORTE, MARTIN & CIE.

IMPORTERS AND WHOLESALE GROCERS

Agents in Canada for

"Princess Louise" Japan Tea.

"Victoria" Japan Tea.

"P. Richard's" Brandy.

"Mitchell's" Whiskeys.

72 to 78 St. Peter Street, MONTREAL.

McARTHUR & CO.'S NEW LINE.

UPON receipt of an invitation from Messrs. C. McArthur & Co. to call at their factory, and have a private view of the new line of decorations now being placed before the wall paper trade of Canada, through their large staff of representatives, THE CANADIAN GROCER gladly availed itself of this opportunity.

It may be interesting to give a few facts regarding the pioneer of wall paper in the metropolis of the Dominion, viz., Colin McArthur, who has been a leading spirit in this branch of manufacture during the last forty years, and who, prior to his arrival in the city of Montreal, personally conducted the management of the large and well known firm of Wylie & Lohead, Whiteinch, Glasgow, with whom he commenced as a lad. The foreign business of this firm extended in large proportions, and particularly with Canada and the United States, which resulted in the partnership in 1879 of Colin McArthur with the late John C. Watson, wholesale crockery merchant, of Montreal, under the style of Watson & McArthur, for the manufacture of wall papers; a few years later, he retired from the above firm, and continued under the style of Colin McArthur & Co.

On THE CANADIAN GROCER'S visit to their factory, which is situated at 1030 Notre Dame street, and commands a magnificent view of the shipping of the port of Montreal, the representative was cordially received, and shown the various processes of manufacture, with which most readers are already familiar. One is particularly impressed with the energy and foresight in anticipating the requirements of the different branches of manufacture.

We were also shown the large additional wing to the factory, just completed, and made necessary by their increasing business, which is not confined to Canada, but extends to South Africa, Australia, New Zealand, Tasmania, South America, and the West Indies; we mention this fact particularly, feeling assured it will be interesting to most of our readers to find Canadian manufacturers competing, and successfully so, against the long-established connection of the Old Country.

Their sample rooms are large, well lighted and very comfortable as well. The visitor was shown the results of the efforts, during the last year, to provide a line of wall paper calculated to surpass anything that may be shown to the wall paper trade this coming season. It is extremely difficult to describe the beauty of the combinations shown here, embracing all lines from the cheap to the most expensive; one should, however, particularize the beauty produced by their new system of blending, which must be seen to

be appreciated; the strong shades of most unlooked-for colors are taken and blended in a manner that produces the most striking effect, making it difficult to believe that such artistic results can be produced by machinery. This feature pervades the most of their range, and reaches the height of perfection in the line of ingrain friezes. The most popular new shades have been selected as sidewalls, and in these tints, more especially the darker ones, the strong, masterly hand, shown in the reconciling of such dark effects to the delicate tints of the ceilings, is remarkable. The visitor was satisfied the general expression of the trade upon these goods will be summed up in the word "perfection."

After looking through the largest line of samples ever presented to the trade, in any one season, by Colin McArthur & Co., the firm was thanked for the pleasure this visit had afforded.

PORK PACKING AT PALMERSTON.

Palmerston's new enterprise, the pork packing factory, has assumed definite shape. At a largely attended meeting of the shareholders in the town hall on the 7th inst., the following officers were elected: President, W. J. Falconer; vice-president, John Burns; treasurer, Wm. Lynch; directors, Alex. Hamilton, Maryboro'; A. Moyer, John Seiler, George V. Pool, Scott Cowan, W. Gose, Joseph Ankenman, J. Bellany. The stonework will be commenced in a few days, and, ere many weeks elapse, the brickwork will also be completed.

BACK FROM BRITISH COLUMBIA.

Capt. Adams, Warren Bros. & Co.'s representative in the Northwest and British Columbia, returned to Toronto on Friday last. "I had a fairly good trip," he said, in reply to a question. "The trade outlook in British Columbia is good."

"What about Rossland?"

"Business is good there. Things are improving. Do you know," added the captain, as he turned toward me, "I heard no complaints anywhere, about prices, until I reached Toronto."

HALIFAX MERCHANTS' EXCHANGE.

Halifax Merchants' Exchange, spoken of last week, is proving quite a success. It now has 150 subscribers. Stock quotations from New York, Montreal and Chicago are posted daily. A telegraph operator is in the room, which is open all day. Merchants chiefly assemble between 12 and 12.30 o'clock.

The Cowan Ramsay Co., Limited, whose stock of tea was damaged by smoke and water during the late fire at The Gale Manufacturing Co., has sold its whole stock to the insurance companies.

TRADE CHAT.

DURING the last six months there were shipped from Blythe, Ont., 107,440 bushels of grain, 601 head of cattle, and 807 live hogs. The total tonnage was 4,555, an increase of 923 over the corresponding six months of last year.

B. Simon, general merchant, Greenfield, Ont., is having his store thoroughly overhauled, renovated and enlarged.

The general store of A. Skitch, Port Hope, was entered by burglars recently, and clothing, boots, hats, etc., for two, stolen.

During June 69,028 lb. of butter were received at the Northampton, N.B., creamery, and 3,121 lb. of butter were made.

The contract for the supply of green coffee to the United States navy has been awarded to J. J. Donohue's Sons, New York, at 7.55c. per pound.

The London, Eng., Board of Trade statement for the month of June shows increases of £2,710,500 in imports and £323,700 in exports.

The employes of The Toronto Biscuit and Confectionery Co. went over on the Chicora to hold their annual picnic at Niagara on Monday.

The Hamilton Coffee and Spice Co. has purchased the vacant lot in rear of the Centenary church on Macnab street, Hamilton, and will erect a very large mill.

James D. Maxwell, grocer, Westville, N.S., has placed a refrigerator in his store, and will henceforth carry fresh fish, as well as groceries and provisions.

The members of the Hamilton Retail Grocers' Association will hold their annual picnic on Wednesday next, the 20th inst., at Queen Victoria Park, Niagara Falls.

A. R. Martin and J. Crawford, grocers, Kingston, have secured the contract for groceries for the Kingston Penitentiary. Hunt Bros. have the contract for the supply of flour.

The prospects for the establishment of a creamery in Tilbury, Ont., are bright, as the canvassers appointed to collect subscriptions for the purpose of establishing a creamery there, are meeting with excellent results.

The retail grocers of London and St. Thomas intend running a combined excursion on Wednesday, the 27th inst., to Niagara Falls, where they intend holding their annual picnic.

There is a movement to form a new ice company for the purpose of supplying the city of Montreal and also for export. The company will be called The Laprairie Bay Ice Co. It will have a capital of \$300,000 in 3,000 shares of \$100 each.

Canned Vegetables

We are quoting Aylmer Canned Goods for delivery when packed.

H. P. ECKARDT & CO.

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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

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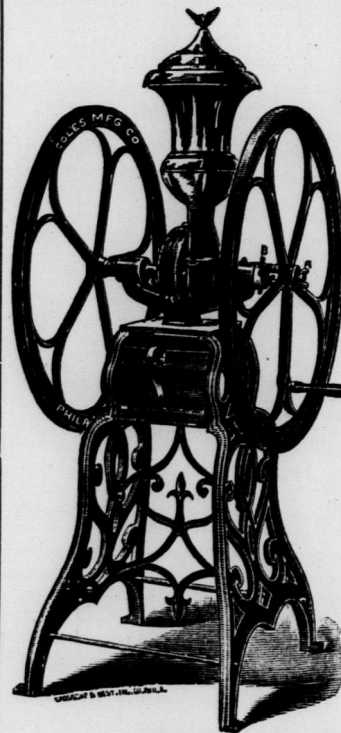
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Matches**



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

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

We Claim to have the easiest and quickest Grinders.

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

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

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

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DEARBORN & CO., St. John, N. B.
FORBES BROS., Montreal.

Coles Manufacturing Co.
PHILADELPHIA, PENNA.



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IMMORAL POLITICAL CONDITIONS.

GREED for office is the bane of political life. In many of the virtues, we are, as Canadians, gradually improving, but in regard to political virtues we are not so positive. On the contrary, there is just a suspicion that we are retrograding.

Time was when the motive which actuated most men in seeking seats in Parliament was the country's good, although their opinions as to what principles were for the country's good may often have been unsound.

But there are a great many men who are getting into Parliament in these latter days who are influenced by no such motives.

It is not the country's good that most concerns them. It is their own. They want office. Principles they care not enough about to give them any qualms of conscience when they disregard them. And often when they are found supporting a principle it is because it pays them best.

They run in packs, but everyone is for himself. And, unfortunately, the Government, be it Liberal or be it Conservative, helps to keep up the running and the pack

in line by dangling this and that office in front of the hungry ones, like costermongers do carrots before hungry donkeys, whose speed they desire to accelerate.

Non-successful, impecunious lawyers and doctors, with poor practices and prospects, are the most numerous in the office-seeking pack. Sometimes, one hears a snarl, either at a companion in the running, or at the Government that is keeping them running. But they still hang on till office takes them out, or despair drives them out of one party pack into that of another.

It is a most immoral condition of affairs. And the result is judges on the bench in whose judgment and justice people have little or no confidence, and men in office after office who would never have been put therein by anyone but a politician.

Were a business man, in appointing men to his various departments, to do like unto the politicians, he would be forthwith voted an ignoramus or a fool.

But there is this difference between the politician and the business man: The money one spends is the people's, and the money the other spends is his own.

What is wanted is that men be appointed to judgeships and the various lucrative positions in the civil service, not because of their importunities, but because of their fitness. That is the businesslike way, and it is the proper way. And it is the duty of the business men throughout the Dominion to propagate this doctrine, and to see that it triumphs.

There is an ebb and flow in trade, as well as in tide, and merchants who do not consider these conditions are in danger of being stranded.

PEPPER AGAIN ADVANCES.

Pepper has again taken a bullish turn, latest advices reporting a rapidly advancing market.

Compared with a month ago, prices in the outside market are ¼ to 1c. per lb. dearer, and from the lowest point of a couple of years ago the figures are over 5c. per lb. higher.

Fair, but not large quantities, have been bought lately by importers in this country.

Industry is the foundation and common sense the corner stone of success in business.

TEA TRADE IMPROVING.

BUSINESS in teas this summer has not been satisfactory to the importing houses, their great complaint being that they could not induce the jobbers and distributors to buy, despite the fact that values at primary markets exhibited a steadily-advancing tendency. Within the past few days, however, commission men at Montreal report a change for the better, and state that buyers show more disposition to trade, and that the fact has led to a considerable lot of business in new crop Japan, chiefly around 18c. per pound.

This business, so the importers assert, proves that they were right when advising buyers to place their orders early, for the same teas sold last season fully 2 to 2½c. per pound below 18c. It is also their opinion that buyers of first crop teas will get proportionately cheaper goods, and, therefore, better bargains than those who hold back for second crop.

Cables received in Montreal this week stated that the second crop was 28,000 piculs short of last year, and that values had an advancing tendency. It is believed, therefore, that the advance on these teas will be greater, compared with last season, than it was on the first crop. Another notable fact in connection with the new tea so far received is, that it does not commence to show anything like the same quality as last year. The frost appears to have got into the plantations this season to a large extent, and seriously affected the leaf, both in its style and other respects.

With regard to the shipments from Japan to this continent, they are away below last year in the aggregate, though some sections have taken more. Up to June 1, for instance, the total shipments from Yokohama to this continent were 2,667,645 lb., against 4,882,028 lb. in 1897.

The table appended will show how the tea has been distributed:

	1898.	1897.
	Pounds.	Pounds.
New York and Eastern States.....	1,190,175	2,356,625
San Francisco and Pacific Coast ..	123,480	129,552
Chicago and Western States	1,090,219	2,164,848
Canada	263,777	231,003
Total.....	2,667,645	4,882,028

According to these figures the Canadian importations up to June 1 were the only ones to show an increase this year. In addition

to the exports from Yokohama, Kobe sent out 686,260 lb. to June 1, which makes the grand total for the present year 3,353,905 lb., against 5,369,382 lb. in 1897, a decrease of 2,015,477 lb.

With regard to China teas, Wisner & Co.'s circular, Shanghai, June 11, says: "Black teas—Our advices from Hankow extend to 7th instant, and report an active market for any good teas, also for common grades; medium quality teas have been neglected, and some of these have sold at prices which showed serious losses to tea men on producing cost. The two crack chops of Ichang tea sold at 65 tls per picul, against 55.50 tls last season. The lowest quotation is now 9.85 tls. On this market only seven small parcels of Wenchow have been shown; they have found buyers at prices ranging from 15¼ to 20¼ tls. Green teas—The first musters of new Pingsuey teas were shown on the 9th instant; to date only six chops have been put on the market; the teas are of a very good cup quality, but somewhat lacking in style. The average cost to the tea men is some 3 or 4 tls over last season; tael prices asked are some 12½ per cent. over last season's opening prices. Wenchows will be shown next week. Country teas are expected in about three weeks; prices of leaf are said to be 4 to 8 tls higher than last year."

CANNED SALMON SITUATION.

Malcolm & Windsor, Limited, Steveston, B.C., under date of July 5, write:

"Since last writing you, the situation has not changed very materially. Scarcity of labor is still a marked feature, and up to date, as compared with this time last year, only half the number of fishing licenses have been granted. It will thus be seen that, as we are within a week or so of the season, there is likely to be a shortage of fishermen the coming season.

"Sockeyes are reported in the Straits, and fishing should start in the Fraser River about the 17th inst."

SHORT ALMOND CROP.

The almond market has taken a firmer turn. Advices state that the crop in France is practically nil, while only a short crop is expected in Spain, and an ordinary one in Italy.

QUOTATIONS ON CANNED VEGETABLES.

UNLESS acquainted with the conditions the trade is likely to be somewhat puzzled in regard to quotations obtaining for futures of canned tomatoes, peas and corn.

As far as can be learned, the goods, which are being offered at the low figures, are not what are termed the well-known brands. Their quality may, as a rule, be as good as those which are better and longer known, but not being as well-known, they are consequently not saleable at as high prices as the latter.

There have been a great many tomatoes bought at 65c. Some houses state they have bought the bulk of their pack at that figure. At the same time, however, contracts have been made for what are known to be the best known brands at 70c., while some packers refuse to quote at all, believing that later in the season they will be able to get better prices. This explains the fact that the wholesalers' quotations for futures range from 70 to 75c. And what applies to tomatoes applies with equal force to peas and corn.

Whether prices now ruling will be any lower no one can with certainty say. The very strong probability is that they will not. For, whatever the crop may be, the prices at which some, at least, of the packers are selling allows but a small margin of profit, while it must be remembered stocks of tomatoes, peas and corn are lower than they have been at the opening of the new season for a number of years.

TORONTO FRUIT AUCTION.

At the Toronto fruit auction rooms, on Wednesday, a car of California peaches, plums and pears were sold, as well as the usual sale of oranges and lemons. The demand for oranges was slow, prices ruling about \$2.25 to \$2.50. Messina lemons were in even less demand, but prices ruled firm at from \$3.30 to \$3.85. A fine lot of California Bartlett pears, in 50-lb. carriers, sold briskly at from \$3.40 to \$3.65. California peaches arrived in excellent condition in 20-lb. carriers, one especially good lot selling at \$1.75 to \$1.80, another lot going at \$1.55 to \$1.65. The finest fruit offered, however, was a small lot of plums,

four basket carriers, which sold rapidly at \$2.30. Another lot of plums which was not quite so fine sold at about \$1.75. A few boxes of grape fruit were sold at \$2.25 per box.

"SCREW" BUYERS.

A MERCHANT seldom makes anything, and often loses, by being a screw in his buying.

Every man who is in business should know the value of the goods he requires to buy in order to keep his stock well assorted. And, knowing the value, it is a poor policy for him to beat about the bush in order that he may secure the article at a less price. It is the business of every merchant to make as good a bargain as he can, but, in doing that, it does not mean he should essay to do so at a figure he knows to be below the market value. If he does not know the market value, he ought to know, and, with the plentitude of trade papers, there is no good excuse for his not knowing.

There are some, who, because they do not know, try to make up for their ignorance by trying to bluff the man who has goods to sell. But bluffing is not business, and the man who practises it, whether from ignorance or upon principle, suffers thereby. He becomes a marked man, as it were. He is seldom, if ever, offered a bargain. Bargains go to the men who are the very opposite of "screw buyers." When the "screw buyer" comes around, or when he is called upon by a traveler who knows his customer, a margin is added to the price in order that the customary something may be taken off before a sale can be effected.

BOSNIA PRUNES IN CANADA.

During the past season, it will be remembered, Bosnia prunes were driven from the Canadian market by the California product.

The coming season, however, California prunes are not likely to have the same freedom, for Bosnia prunes for October shipment are being quoted on the Canadian market at prices, which, it is expected, will make it difficult for the former to compete.

LOBSTER SEASON CLOSING.

The lobster season closes on the 15th on Prince Edward Island, no extension being allowed this year. It closed on July 1, along part of the Nova Scotia coast.

A SUGAR AGREEMENT AT LAST.

THERE was an important conference last week in Montreal between representatives of the wholesale grocery trade and the two sugar refineries.

The outcome of it is a new arrangement governing the sale of the great staple, which will, if conscientiously enforced, do away with the free lance methods of the past, and allow both the jobbers and the retailers a fair, but not an unreasonable profit for handling sugar.

No one will deny that reform was necessary in this connection. THE CANADIAN GROCER has repeatedly pointed out this fact, stating at the same time, that it lay largely with the refiners to do away with the friction that has long existed in regard to the sale of this staple.

Of late, owing to the keen competition between jobbers, the evil has been aggravated, the unsettled condition of values being accentuated, owing to the action of speculators, who brought considerable quantities of foreign sugar into the market. The result of it all was, that any fixed or stable price on sugar was impossible, and in many cases jobbers not only sold at the cost price, but less, giving the discounts away, that they were allowed by the refiners, and it became absolutely unable for them to control prices.

Up to the present time, the refiners have refused to become parties to any agreement that provided penalties for jobbers who refused to live up to the same. The intrusion of the imported sugar in large quantities upon the Canadian market has, however, compelled them to act in self-defence, and now, under the new arrangement, any jobber who cuts upon the makers' price forfeits his rights to the scale of rebates allowed.

The rebates formerly allowed by the refiners to jobbers were $2\frac{1}{2}$ per cent. on lots of less than 250 barrels, and $3\frac{1}{2}$ per cent. on lots of 350 barrels and over. The new scale is arranged in a different way, for 15 barrels, the minimum quantity that the refiners will sell, and less than 80 barrels, no rebate will be allowed; for 80 barrels or over, there is a rebate of 3c. per 100 pounds; and for 250 barrels and over, a rebate of 6c. per 100 pounds, all being subject to a further cash discount of 1 per

cent. if paid within ten days from the date of the purchase.

The effect of the changes means a reduction in the standard prices, for, although the refiners allow the discounts to the wholesaler, who bases his profits according to the quantity sold, the retailer will get his sugar from an $\frac{1}{8}$ to 3-16c. per pound cheaper than he did before, except where the latter was made a gift of the staple by jobbers who entirely ignored the cost price at the refineries, which they are unable to do now. It is but reasonable that the jobber should be allowed a profit, for conservative estimates place the cost of conducting a business in the vicinity of 6 per cent. As the present arrangement is figured to yield from 3 to 4 per cent. the margin does not seem to be enough by any means to pay the bare cost of handling. At any rate no one should grumble if it does away with the old state of affairs, besides being a guarantee in a large sense for the greater solvency of traders, both wholesale and retail.

The agreement applies to the Provinces of Ontario and Quebec.

DROPS FROM THE EDITOR'S PEN.

Cultivate self-dependence, but be careful you do not over do it.

As steam is to the engine, ambition is to the man—it induces effort.

Down by the tireless murmuring sea is the place for tired murmuring merchants.

Credit is the foundation to build up business, if it is properly used, but the burden which destroys it if it is improperly used.

A young man may be displaying his ignorance when he asks a question, but he is foolish as well as ignorant who, because he will not reveal his lack of knowledge, will be satisfied to remain unacquainted about a thing he ought to know.

LARGER SHIPMENTS IN DEALS.

Shipments of deals are more active from St. John, N.B., than at any time this summer, though prices are still low. Last week there were thirteen steamers and twelve square rigged vessels loading in the New Brunswick capital.

WHAT CORN BROOMS ARE MADE OF.

COMPARATIVELY few understand the nature of broom corn, where it comes from, or how it grows.

Boeckh Bros. & Co., Toronto, have furnished THE CANADIAN GROCER with some particulars concerning this plant, which should prove of interest to grocers generally.

The broom corn is grown from seed, planted in much the same way as ordinary corn. It is planted in early spring, in ground carefully prepared. The preparation of the ground is important, and requires years of experience and study. The climate is also important, as it must be neither too hot nor too cold, but of even temperature, otherwise the growth of the corn may be hindered, and it would redden quickly. The State of Illinois produces the bulk of the broom corn used in Canada.

The length of this corn varies from three to six feet, and, while growing, looks somewhat like long prairie grass. During growth it has a root or stalk on the end, which has to be cut off when the corn is harvested in the fall of the year.

The market prices decline or advance according to the size of the crop, which is materially affected by drought.

The corn is cut in the fall when it is at its best, care being taken not to allow it to become too ripe, as, like fruit, it becomes useless, after a certain stage, for anything but seeding. After it is gathered, it is culled, sorted and graded. Then it is packed in bales ready for shipping purposes, with stalks outward to preserve the brush part. When it arrives at the storehouse or factory it may be kept for any length of time before being manufactured into brooms, and always retains its natural color, if properly handled and worked. Inferior stuff is sometimes dyed to hide its defects. This is easily distinguished when exposed to the sun and air.

A broom factory with a thorough equipment is a regular beehive of workers. The bales of corn are opened and sorted into various grades and lengths. Before being made up, the material of each broom is weighed, and tied in round bunches, and is flattened when going through the process of sewing and finishing. Then the loose seeds have to be removed from each broom separately, as mice and rats are partial to these seeds and are likely to destroy the broom in the attempt to get at them.

Boeckh Bros. & Co. personally select the broom corn used by them direct from the growers. Their output is several hundred dozen brooms per week, besides whisks, brushes, etc.



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COFFEE CROP CONDITIONS.

WH. CROSSMAN & BRO., of New York, on Friday issued the following circular reviewing the statistical position of coffee:

The outturn of the 1897-1898 Rio and Santos crops was 10,462,000 bags, which we forecasted in our last coffee circular of April 29, when naming 10,500,000 bags. The Rio commissaries, in attempting, in their long explanation of December 7, 1897, to account for their previous "errors," showed a woeful lack of knowledge of the balance of the crop. They then estimated the balance to be 1,100,000 bags, whereas the actual truth is 1,800,000, which displayed their want of sincerity or of knowledge more conspicuously than ever.

While a crop may be earlier or later, dependent upon weather conditions in the months when the gathering and drying is done, it has been proven that the actual receipts for the first six months of the season give a correct indication of the total outturn. The receipts in the first three months may be relatively smaller, as was the case in 1896, compared with 1897, but the total for six months gives a true gauge for the entire crop.

As regards this new 1898-1899 crop, no estimates have come out from independent and experienced exporters, and the estimates from the commissaries in Rio and Santos during the past two years have proved too absurd to entitle them to the distinction of that term. It being forbidden to publish anything but low estimates, consuming countries are left to draw their own conclusions, which practically are that the coffee world is at the commencement of another monster crop, in excess of the world's consumption; and in view of the enormous visible and invisible supplies in Europe and United States, a yield of 1,000,000 bags larger or smaller this season cannot be of much importance. We are yet in a period of over-production, which is likely to continue for some time to come, and even a so-called small crop in these days when the acreage planted in Rio and Santos is so immense, gives considerably more than the world requires.

Since October, 1895, the market has steadily declined, notwithstanding the fact that during all this time the coffee world generally has been leaning to the bull side. Not only so, but strong capitalists and leading houses in the trade in Europe, as well as in the States, have continually carried, all through this period, heavy quantities of coffee, constantly increasing their holdings as supplies came forward. None of these firms styled their large holdings "speculations," but instead "investments," and, according to the reports they have been sending to the interior, the "speculation" in the coffee markets has been confined absolutely to the bear side, for, in their opinion, conservative houses, who, in view of the enormous and ever-increasing supplies, were conducting their business on a plan of safety, covering their purchases by sales in the terminal market, comprised the sinful speculative element, to whom they ascribe, to a large extent, the decline in coffee values! Apart from the absurdity of such notions, let us look for a moment at the

actual business record on the New York Coffee Exchange. With a total of 6,337,000 bags of coffee received in the States in one crop year, not one-half that quantity has been reached in the year's option trading, whereas, in former years, of small crop, the option sales have totaled up to 15 to 20 million bags in one year. It is safe to state that the quantity of contracts current at any time the past year on the New York Coffee Exchange has not exceeded 600,000 bags, and, with buyers and sellers for equal amounts, it is evident that not more than 300,000 bags actual sales were open at any one time.

On the first of this month, the world's visible supply of coffee was 5,435,974 bags.

It is well to consider, however, that at no time previously have the official visible supplies been so deceiving as now. In New York alone, the stocks in licensed warehouses are given as 500,000 bags Brazilian, but a similar quantity is held in private warehouses in this locality, which, in the exchange vocabulary, is not visible, having appeared in the deliveries; yet, despite this technicality, the coffee is very much in sight, and such a quantity has never before been held in private storage like this. The coffee belongs to the "investment curriculum," and is not intended to be classed as "speculative" holdings.

The warehouse deliveries in the United States, of all kinds of coffee, 1891 to 1896, were as follows, viz.:

	Bags.
1891-1892	4,412,000
1892-1893	4,398,000
1893-1894	4,299,000
1894-1895	4,346,000
1895-1896	4,339,000
Annual average	4,369,000
The deliveries for 1896-1897 were	5,088,000
The deliveries for 1897-1898 were	6,036,000

This last total includes 500,000 bags counted as deliveries, but which still exists in private stores here, and even without this 500,000 bags the latter figures show over 1,000,000 bags more for each of the past two years than the average of the preceding five years. We take the supposition of a possible increase in consumption in the States of 500,000 bags during the past two years, and from this conclude there must be an increase in the invisible of fully 1,500,000 bags, while the 500,000 bags stored apart from the licensed warehouses in New York should be counted with the visible supply, where it belongs.

The deliveries in Europe also show astounding figures:

1891-1892	6,393,000
1892-1893	6,548,000
1893-1894	6,273,000
1894-1895	6,820,000
1895-1896	6,803,000
Annual average	6,567,000
The deliveries for 1896-1897 were	7,155,000
The deliveries for 1897-1898 were	8,536,000

Coffee merchants in Europe have less difficulty in detecting what are deliveries and what consumption than here in the States, for where a duty exists the Customs House withdrawals for consumption are of great assistance towards more accurate figures.

BAD YEAR FOR TEA IN INDIA.

The tea companies of India, like other corporations and industries financially interested in the great empire, experienced the full effects of the disaster of last year. They had to pay extra for labor, in consequence

of the rise in food values following the famine; they had difficulties in consequence of the plague; the gardens suffered from the phenomenal weather; and earthquakes devastated the plantations. This has affected the dividends of some of the companies, but most have done well, and the average prices are, on the whole, satisfactory.—Grocers' Journal, London.

TEA GROWING IN RUSSIA.

It is always interesting to note, says Grocers' Journal, what may be the beginnings of a big industry. Last year the first crop of tea that has ever been grown in Russia was secured by Mr. Popoff, a Russian tea merchant. On March 14 he was received in audience by the Czar, and he gave him a sample of the new crop. As tea is largely consumed in Russia, and costs just twice as much as it does in England, it is possible that there is as great an opening for the tea-planter as there was for the vine-grower in that country.

CLERK AND PRAYER LEADER.

There seems to be an opening for a "good" young man in Rat Portage, as will be seen from the following advertisement:

Wanted—A young man to look after general store on Rainy River. Must be sober, honest and a practical book-keeper. Will be expected to distribute and make up mail three times a week in the summer, and to conduct prayer meeting (Presbyterian) on Wednesday evenings. Apply by letter, inclosing references, and stating wages expected, to A. L., News office, Rat Portage.

Why was not the conducting of the Sunday services included? The successful applicant might also fill in his spare time making bricks.—Journal, St. Thomas.

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That Counts**

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

Eastlake Shingles

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

They're fire, rust, and leak proof, and absolutely dependable. Write for further information.

Metallic Roofing Co., Limited

1180 King St. West, TORONTO

CURRENTS LOWER IN LONDON.

The limited demand for Grecian currants for some weeks past, although not unusual at this season of the year, is having a depressing effect upon the market. The recent arrival via Liverpool came on a dull market, and, in order to move the stock into consumption, importers were compelled to make concessions. The lower prices, however, do not seem to have stimulated the demand, and this is partly accounted for by the activity of sellers of small seedless California raisins, which product, owing to the comparatively low prices at which it is offered, has, it is asserted, been taking the place of currants to a considerable extent, particularly in western and southern markets, and, to some extent, among consumers in distributing centres on the Atlantic Coast.

In the spot market there has been a sharp decline within the past day or two in Grecian currants, Provincial now being obtainable at 5¼c. in barrels, against 5½c. at the end of last week, and in the finer kinds prices are proportionately lower. The lower figures are primarily due to the dull trade, but the decline has been assisted, it is said, by reports from Greece to the effect that the crop is progressing finely, and that the output promises to be large unless unfavorable weather should be experienced between now and the harvest time, and, as Greece has need of all her resources, of which currants are said to be one of the chief, extraordinary efforts, it is believed, will be made to secure as large a crop as possible. The new crop, it is understood, will be ready for shipment before the end of August, a much earlier date than usual, but the first shipments promise to be of decidedly better quality than those made at the beginning of last year. No prices have yet been made on the new crop, so far as we can learn.—N.Y. Journal of Commerce.

GRIFFIN & CO.'S PORK FACTORY.

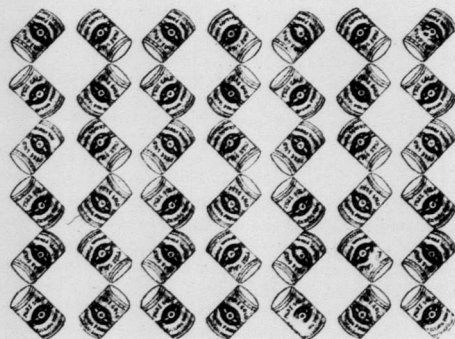
J. Y. Griffin & Co. have completed the improvements to their pork-packing plant in Winnipeg. The packing house is complete in every detail, being chilled almost throughout with artificial refrigeration, known as the ammonia process. Griffin & Co. purpose, within the next few months, building a smokehouse and a cold-storage warehouse, at some point in the Kootenay, for the better handling of their products in that district.

A FIRM OF "HUMS."

A new grocery firm has been started in Montreal, which should make things "hum." The members of the firm are: Hum Quin, Hum Chong, Hum Wo and Tom Ling. They will do business at 578 Lagachetiere street, Montreal, under the style of Kee Chong.



PURE GOLD
EXTRACTS
ARE
RELIABLE
CANADIAN
FULL MEASURE
& TRUE TO NAME
PROVE IT BY A
FAIR TRIAL!

**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.

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



All respectable grocers from the Atlantic to the Pacific keep it for sale, because it pays to do so, there being **no old, unsaleable stock in "Horseshoe Salmon."** Every consumer should use it because it is the **BEST** and every can is warranted good, or money returned; so take no other, and be happy.

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

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

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



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

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OSHAWA, ONT.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, July 14, 1898.

GROCERIES.

THE feature of the wholesale grocery trade is the sugar agreement and the reduction of $\frac{1}{8}$ to 3-16c. per lb. in the price of all refined sugars. A good demand is reported for sugars, although the opinion is that it is not what it ought to be. Canned goods are in much the same position as they were a week ago, except it be that wholesalers are booking more orders for futures than they were then. Teas continue to rule firm, especially those of Japan growth, which are in light supply. Coffees continue quiet. In spices, the feature is higher prices for peppers. Foreign dried fruits are in much the same position as before.

CANNED GOODS.

Business in canned vegetables for future delivery is becoming more active, a good many orders having been booked during the past week. The ruling prices, according to brands, asked by wholesalers are still 70 to 75c. for tomatoes; peas, 65 to 70c.; corn, 60 to 65c. There have been some contracts made for canned tomatoes of well-known brands at 70c. The view of certain of the packers is above this figure, while there are others who will not quote at all. A good trade is being done in canned meats at unchanged prices. Salmon is still in fair request. More of the packers are offering this week at prices said to be much about the same as a year ago. Lobsters are scarce and firm at quotations.

COFFEE.

The market for Rio coffee is steady, with indications of a largely increased demand. On the New York exchange there have been some big orders for futures. Agents in Toronto have been advised that difficulty is being experienced in getting "colory" coffees, which are the styles suitable for the Canadian market.

SYRUPS AND MOLASSES.

There are some fine syrups being offered, but the price is above the figure wholesalers are willing to pay. There is, at any rate, no demand for syrups of any description. Advices from New Orleans in regard to molasses report a firm market, with sales of round lots on the plantations at steady prices.

SUGAR.

An agreement between the refiners and the wholesalers has at last been consum-

mated, and went into operation on Monday. Particulars of this agreement will be found in our editorial pages. Prices have also been reduced, quotations now being from $\frac{1}{8}$ to 3-16c. per lb. lower than a week ago. The demand for sugar has improved materially, and a great deal of sugar has gone out during the last few days. At the same time, however, wholesalers report that the movement is not yet up to expectations. The outside markets are quiet, but rather steadier, although raws declined $\frac{1}{8}$ c. in New York last week. The guarantee of the Trust prevents any decline taking place in refined sugars for a few weeks yet.

Willett & Gray's weekly Statistical of July 7 says: "There were no transactions in raw sugars during most of the week under review. Buyers have persistently held out of the market until towards the close of the week when they intimated that at $\frac{1}{8}$ c. reduction from the current normal quotation of $\frac{1}{4}$ c. for 96 deg. test centrifugals they would become buyers. Holders of sugars

For Prices Current See
Pages 30 and 31.

in store appear satisfied to wait until there is a more urgent demand. In the meantime, however, a few sugars are arriving, which owners have sold to-day at $\frac{1}{8}$ c. per lb. reduction taken from vessels before warehousing. In the present dull condition of the sugar market at home and abroad the buyers have their way."

Cables from London report the market there for both cane and beet unchanged.

At the reduced prices, Montreal granulated sugar is quoted at 4 7-16c. per lb., Lower Province sugar at 4 $\frac{3}{8}$ c., and No. 2 Canadian granulated at 4 5-16c. Yellow sugars are quoted at 3 $\frac{3}{8}$ to 4 $\frac{3}{8}$ c. per lb. Foreign granulated is now sold on the open market, and 4 3-5 to 4 $\frac{3}{8}$ c. appears to be the idea as to price.

TEAS.

The Japan tea market continues firm, and advices received from there state that orders for Canada have been filled at 3c. over the limits given by Canadian buyers, and with the latter's permission. The tea crop in Japan is estimated to be about five million pounds below that of last year. The Canadian market appears to be almost bare of Japan teas, but not many transactions are taking place, as prices are above buyers' views.

A steady business is being done in Ceylon teas of low and medium grades wherever good values are offered.

According to mail advices from London, Eng., under date of July 1, the market for Indian tea still showed want of animation, with the result that there was a slight decline in the price of new season's teas, except those kinds with specially useful liquor. In Ceylon tea, the bidding was strong for all descriptions, with the average price 7.46d., against 7d. last year. The average price of the new season's Indian tea sold was 7.89d., against 8 $\frac{1}{4}$ d. in 1897.

SPICES.

Both black and white peppers are dearer in London, prices being from $\frac{3}{4}$ to 1c. per lb. higher. Ginger and cloves are quiet and unchanged.

FOREIGN DRIED FRUITS.

CURRENTS—Business for the new season has started, but no reliable idea how prices will rule can be found until the crop is harvested, and the time for shipment is nearer. As far as can be learned, all the orders now being taken are at open prices. Hancock & Wood, of Patras, advise that the crop is progressing splendidly, and an abundant yield of extremely fine quality is promised. Shipments will begin about Aug. 15.

VALENCIA RAISINS—The scarcity of selected raisins, which has been so pronounced on the local market, has been this week relieved to some extent by shipments from London, England.

MALAGA RAISINS—Advices received this week from Rein & Co., Malaga, are favorable to the growing crop of raisins.

SULTANA RAISINS—Prospects for the new crop are good, and it is estimated that the yield will be at least as large as that of last year.

FIGS—Advices from the primary market report that prices for Eleme figs will likely rule higher than usual owing to ascertained short crop.

CALIFORNIA DRIED FRUITS—Offerings from the Coast are small, and last advices were to the effect that choice apricots and fancy prunes of last year's growth have all been cleared out on the Coast.

GREEN FRUITS.

The strawberry season is over, and will go into history as the record one for large production. Red and black raspberries are now arriving freely, and are selling well at 5 to 6c. for the black, and 5 to 7c. for the red. Blueberries have commenced to come in, and are steady at from 75c. to \$1 per

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ST. STEPHEN, N.B.

basket. Red currants are not arriving in as large quantities as last week, when toward the end of the week prices went as low as 20c. per basket. There is a big crop of this fruit, but growers held back their product, forcing an advance to 40c. per basket, which is now the ruling figure. White currants are not so plentiful as the red, nor is the demand so good. The price is 40c. per basket. The crop of black currants is rather below the average, and, as the demand is good, prices rule steady at 65 to 75c. per basket. The gooseberry crop has been good, and, as the demand was not over active, prices fell to 15 to 30c. This decreased shipments to such an extent that the demand absorbs all offering, the price now asked being 30 to 65c. Cherries also have advanced materially over last week's prices. The crop is light, and the receipts are falling off rapidly. The prices quoted now are 75c. for the cooking and \$1.25 for the eating varieties. Texas tomatoes were brought in car lots this week, and sold well at 60 to 75c., in 4-basket carriers. Canadian tomatoes have also begun to come in. They are now selling at 85c. to \$1 per basket. Watermelons have begun to come in nicely. They are selling at 20 to 40c. A car of California fruit arrived on the market last week, and another is expected this week. The prices received for the car sold last week were as follows: Peaches, \$1.40 to \$1.50, for 20-lb. carriers; Bartlett pears, \$3.50 to \$3.85, for 50 lb. carriers; plums, \$1.50 to \$4.50, for 4-basket carriers. The large range in the price of plums was due to wide difference in quality. The price received for the pears was high, considering the condition of the fruit. Pineapples are off the market, the season ending somewhat earlier than usual. The scarcity of bananas has kept prices firm, and the demand has consequently fallen off somewhat, especially in the city. Lemons have again advanced 25 to 50c. This advance was necessitated by the warm weather, which

has made it impossible to import the poorer-keeping stock. As the poorer stock went into consumption the demand for the better goods has increased, resulting in the advance noted. Oranges are in excellent demand. Prices are firm, though no change in quotations is noted.

COUNTRY PRODUCE.

EGGS—The feeling is decidedly weaker. The offerings have increased materially while the average quality coming in is poorer than usual. This has affected the demand somewhat. At outside points 10 to 10½c. f.o.b. is persistently asked for. The local market is steady at 11½ to 12c.

POTATOES—New potatoes are arriving in larger quantities and are selling locally at 65 to 75c. per bushel. The demand for old potatoes is steady at about 40c. per bag.

HONEY—New clover honey has begun to arrive on the market at \$1.25 per dozen.

VEGETABLES—Canadian butter beans have declined 40 to 50c. and green peas 25c. Otherwise the market conditions are similar to last week. We quote: Celery, 25 to 50c. per doz.; onions, seed, 10 to 15c. per doz. bunches; lettuce, 10 to 20c. doz. bunches; radishes, 20 to 30c. doz. bunches; cabbage, new, per doz., 50 to 60c.; parsley, 10 to 15c. doz. bunches; cucumbers, short, 50 to 70c. per doz.; long, \$1 per doz.; asparagus, 40c. to 60c. per doz.; green peas, small, 50 to 75c.; large, 75c. to \$1 per bag; Canadian butter beans, 60 to 75c. per bushel; beets, 15 to 20c. per doz.; carrots, 15 to 20c. per doz.

BUTTER AND CHEESE.

BUTTER—Large quantities of dairy butter continue to arrive. The demand has lessened somewhat. Events have proved there was nothing in the market to warrant the figures that have been paid. At present, large lots of dairy tubs are changing hands in the city at 12¼ to 12½c. Smaller fancy lots sell at 12½ to 13c. Dairy pounds are correspondingly weak. At country points 11c. is the ruling figure for both dairy tubs and pounds, with 11½c. for occasional fancy

lots. The sale of creamery prints is good, but boxes and tubs are in poor demand. At country points the prices noted are 15 to 15½c. for tubs and 16 to 16½c. for prints, f.o.b.

CHEESE—The market has weakened steadily, till it is now dull. Sales at factories during the past week have been all about 7c., though many factorymen refuse to sell at this figure. The local demand is good, with prices unchanged at 7¼ to 8c. per lb.

PROVISIONS

The demand for all provisions continues to improve. Lard is the weakest item on the list, the demand being good, but not as active as anticipated. There is a steady movement in barrel pork. Long clear bacon is active, and all smoked meats are moving briskly. Prices throughout are unchanged.

FISH.

Receipts continue sufficient to meet demand, which is good. Prices are unchanged as follows: Fresh salmon trout, 6c.; fresh whitefish, 6 to 6½c.; steak trout, 7c.; fresh pike, 5c. per lb.; fresh perch, 4c. per lb.; fresh herring, 3½c. to 4c. per lb.; Labrador herring, \$5.50 per bbl. and \$3 per half-bbl.; Digby herring, 55c. per bundle of five; split herring, \$5 per bbl. and \$2.75 to \$3 per half-bbl.; boneless codfish, 3½ to 5c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg; ciscoes, \$1; haddies, 5½ to 6c. per lb.; fresh haddock, 5c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The market is steady, prices remaining unaltered since last week, except that new red wheat is quoted at 75c., as compared with last quotation of 80c. for the old red wheat. We quote on cars outside as follows: Wheat, red winter, 75 to 80c.; white winter, 77 to 79c.; goose, 75 to 76c. The street market is quiet. We quote: Wheat, white, 76c.; red, 79c.; goose, 70c.; peas, 51c.; oats, 31½ to 33c. No. 1 hard Manitoba wheat is steady at \$1, Sarnia freights.

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Fruit—Fruit

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

Ask for our weekly price list.

Clemes Bros. - Toronto

FLOUR—A decline of 10c. is noted in Ontario straight roller, following a similar decline last week. We quote as follows: Manitoba patents, \$5.25; Manitoba strong bakers', \$4.85; Ontario patents, \$4.60 to \$4.75; straight roller, \$3.90 to \$4. Toronto freights.

BREAKFAST FOODS—Prices are unchanged, conditions remaining much the same as last week. We quote as follows: Standard oatmeal and rolled oats, \$3.90 in bags and \$4.00 in bbls.; rolled wheat, \$3.00 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$3.50; pot barley, \$3.75.

HIDES, SKINS AND WOOL

HIDES—Prices are firm and unchanged. We quote: No. 1, 9c.; No. 2, 8c.; No. 3, 7c.; cured, 9½ to 10c.

CALFSKINS—Country dealers and city jobbers do not agree as regards prices. The movement, is, consequently, slow. We quote nominally: No. 1 veal, 8 lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS—Nominal. The season is over. Lambskins are in fair demand at 40c., and shearlings, at 25c.

WOOL—The market is dull, jobbers and country dealers disagreeing concerning values. Unwashed is quoted at 10 to 11c. and fleece at 16c.

SALT

Prices unchanged. Business continues brisk. We quote: Carload lots, \$1.05 per bbl., and 65c. per sack; less than carload lots, \$1.10 per bbl., and 70c. per sack. At the wells we quote: F.O.B., barrels, 75c.; sacks, 45c.

MARKET NOTES.

Pineapples are off the market.

Lemons have advanced 25c. to \$1.

The crop of red currants is large this season.

Young ducks are now selling at 45 to 50c. per pair.

Canadian refined sugars are from ⅓ to 3-16c, per lb. lower.

New season's Grecian currants will be shipped about August 15.

New clover honey, in comb, is on the market at \$1.25 per doz.

White currants are on sale in moderate quantities at 35 to 40c. per basket.

Pepper is ¼ to 1c. per lb. dearer in the outside market than it was a month ago.

Texas tomatoes are now on the market at 60 to 75c. for 4-basket carriers. Cana-

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

dian tomatoes are offered in small lots at 85c. to \$1 per basket.

The feeling in regard to cheese, eggs, dairy and creamery butter is decidedly weaker than last week.

A shipment of selected Valencia raisins from London, England, arrived on the market during the past week.

A carload of California peaches, plums and pears, arrived on the market last week. Another car is expected this week.

The St. Lawrence Sugar Refinery are putting a new sample of Canadian Dutch granulated sugar on the market. The sample is a fine one.

QUEBEC MARKETS.

MONTREAL, July 14, 1898.

GROCERIES.

TRADE in general groceries has been of a fairly satisfactory character during the past week for the season of the year. The most important development has been the consummation of an agreement with the refiners, by which it is at last hoped that the free lance methods that have governed the sale of sugar will be done away with. At the same time the retailer is to get his sugar cheaper, so that in the natural course of events the consumer ought to benefit by the change. Tea has also commenced to look up a little, and values on this staple, particularly Japan teas, are much firmer in tone. In other lines a fair trade has been done, with no special developments to dwell upon here.

SUGAR.

Demand for sugar has been quite active of late, and prices all round have been reduced as a consequence of a conference that the jobbers had with the refiners last week. The decline averages from $\frac{1}{8}$ to 3-16c., and is now in force, as will be seen from our "prices current." The particulars of the new arrangement, now in force, governing the sale of sugar is given specially elsewhere, and, if it can only be maintained, will be a welcome reform upon the old method of doing business in sugar.

CANNED GOODS.

The canned goods market has not presented many interesting features this week,

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

and jobbers, as a rule, appear to be in no hurry about contracting for supplies, though the prices quoted by packers on nearly every line are higher than they were at the corresponding period last year. This is made clear by the fact that the advance of 15c. recently noted in canned salmon on the Coast has not led to any further contracts here since those noted some weeks ago. In vegetables, salesagents here, as a rule, have not had any prices named to them for leading brands. In one case, a contract in tomatoes was reported at last year's prices, but the deal could not be confirmed, and it is likely incorrect. Another lot was under negotiation on the basis of 70c., but when the agent wired the bid the packers refused it, so that quotations in this respect are largely problematical. The expectation seems to be, however, that the opening cost prices on new pack vegetables will be 75c. per dozen tomatoes, and 65c. for corn and peas, but it is only an expectation, for no actual contracts of any magnitude have been closed in any of the three lines named as yet.

SYRUPS.

Business in syrups is exceedingly quiet, and prices remain unchanged at the factory at $1\frac{3}{4}$ to $2\frac{1}{2}$ c. as to grade. Of course, jobbing lots necessitate an advance.

MOLASSES.

There is no new feature in molasses. Business on spot is quiet, and, in the absence of any transactions in cargo lots, no quotations on such quantities can be cited. Buyers, however, appear to be well supplied for the time being, so that no change is anticipated. The jobbing range is unchanged, with the usual discounts for ten days cash, as per our prices current.

COFFEE.

Business in coffee continues quiet, and prices, as a rule, are steady. A few invoice

lots of Rio have changed hands here at $10\frac{1}{2}$ to 12c., and Maracaibo at 13 to $13\frac{1}{2}$ c., but buyers are not in the market to any great extent.

TEAS.

Demand for teas, while still of a rather limited character, has picked up a trifle during the past day or so, and more business has been done in new crop Japans from first to second hands. Values on these are very firm, lots changing hands at 18c., which is equivalent to an advance of 2 to $2\frac{1}{2}$ c. per lb. on the cost price, rating on the same grade last year. In fact, everything seems to point to strong values on tea, and it looks very much as though buyers who bought first crop at the ruling prices will make a better bargain than those who hold off for second crop, which promises to be proportionately dearer than the first crop.

SPICES.

There has been no change in spices, which remain as last quoted.

RICE.

The rice market is without new features this week.

NUTS.

Without change, and there is nothing special this week in the tenor of foreign advices.

DRIED FRUIT.

Advices from London, received here by cable on Tuesday, stated that currants in that market had advanced $\frac{1}{6}$ d. for old crop fruit, and that the market was very bare of stock. Nothing special was reported in the correspondence from primary markets.

Valencia raisins remain as last reported, and nothing new transpires over the cable.

Prunes, figs and evaporated fruits, of all kinds, are dull and unchanged.

DRIED APPLES.

There has been very little doing either in

BE SURE AND GET

BRIGHTON Canning Co.
New Process
THISTLE BRAND TOMATOES GARDEN GROWN

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CANNED GOODS

SPECIAL —
— QUOTATIONS.

Write, Wire or 'Phone for them.



THE **EBY, BLAIN CO.** LIMITED

WHOLESALE IMPORTING
AND MANUFACTURING GROCERS

TORONTO

dried or evaporated apples lately, and prices are largely nominal.

GREEN FRUIT.

Trade in green fruit has been of a satisfactory character and prices generally show little change. The strawberry season is over, but raspberries are taking their place, prices running on them from 5 to 8c. a box. The supply of this fruit is exceptionally abundant this summer, hence the low prices. Pineapples are in light supply and steady at 20 to 30c. each. Bananas are unchanged at \$1 to \$2 per bunch, according to quality. Lemons have been quite active at an advance of 50c. per box, viz., \$3.75 to \$4, and oranges, too, are in good demand at \$2.50 to \$3. California peaches sell readily at \$1.15 to \$1.25, which is a decline, while plums are moving at \$1.90 to \$2.25. Pears are steady, in boxes, at \$2.50 to \$3, and watermelons range from 18 to 20c. each.

COUNTRY PRODUCE.

EGGS—The demand for choice eggs was good and the undertone to the market for such is firmer, but, owing to the liberal receipts of culls, no actual change in prices has been made yet. We quote: Fancy selected stock, 10½c.; ordinary run, 9 to 9½c., and No. 2 stock, 8 to 8½c. per dozen.

BEANS—Continue quiet and unchanged at

95c. to \$1 for primes, and at \$1.05 to \$1.10 for choice hand-picked per bushel.

HONEY—The market for honey was dull. We quote: White clover comb, 11c. to 12c.; dark do., 8 to 10c.; white strained, 6c. to 7c., and dark, 4 to 5c.

MAPLE PRODUCT—Was featureless and prices nominal. We quote: Syrup in wood, 4½ to 4¾c. per lb., and in tins, 45 to 50c., as to size. Sugar, 6 to 6¼c. per lb.

PROVISIONS.

There was no new phase in the local provision market to note. The demand for smoked meats was fair, but the movement of pork and lard was limited. We quote as follows: Canadian pork, \$16 to \$16.50 per barrel; pure Canadian lard, in pails, at 8¼c. to 8½c.; and compound refined at 5½c. per lb.; hams, 10½c. to 11½c.; and bacon, 11½ to 12c. per lb.

FLOUR, GRAIN, ETC.

The local grain market has been quiet, but the undertone to it for coarse grains was stronger, and peas advanced fully 1c. per bushel, and for oats, ½c. The offerings of oats at country points are very small, and the general opinion is that the bulk of the crop has been marketed, and that the bulk of the stock in Canada is held here. There

was some demand to-day, and sales of No. 2 white were made in store at 30½c., and afloat at 31c. A fair business was done in peas, and some round lots changed hands afloat at 60c. In wheat, a sale of a round lot, of Manitoba No. 1, hard, was made afloat Fort William at 94c., and another round lot was sold over the cable at a figure equal to \$1.01 afloat here.

The flour market has been unsettled since last report, and prices are lower. The demand is principally for small lots to fill actual wants, and business on the whole is quiet. We quote as follows: Winter wheat patents, \$5.25 to \$5.40; straight rollers, \$4.75 to \$5; bags, \$2.10 to \$2.25; Manitoba patents, \$5.30, and strong bakers', \$4.90.

The feed market was without any new feature. The demand is fair for the season, but prices are easy. We quote as follows: Ontario winter wheat bran, \$12.25 to \$12.75; shorts, \$13.50 to \$14 per ton in bulk; Manitoba bran, \$13; shorts, \$15, and moultrie, \$17 per ton, including bags.

Business in oatmeal continues quiet, owing to the fact that buyers generally have ample stocks for the present. Rolled oats are offering at \$3.75 to \$3.85 per bbl.

A fair trade was reported in hay, and prices are rather easier. We quote:

CLUB BLEND COFFEES

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

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

S. H. Ewing & Sons,

Importers and
Manufacturers

Montreal

Shipping hay, \$5 to \$6; good to choice, No. 1, \$8.50 to \$9.50, and No. 2, at \$7 to \$7.50 per ton, in car lots.

CHEESE AND BUTTER.

The cheese market, while it does not record any radical decline, is certainly not buoyant. That is to say, cable advices were not encouraging, while cable quotations from Liverpool have been unsettled. On spot, transactions in some 9,000 boxes eastern realized what most people consider pretty full prices. About 3,000 sold at 6¾c., and the balance between 6¾ and 7c., the outside being made on possibly 4,000 boxes. In addition to these an Ottawa Valley combination sold at 8¼c. Based on these figures the spot market should be at least 7c. for eastern makes and 7½c. for western, but shippers state that they cannot afford to pay anything like such prices. Altogether the market is a very contradictory one, and speculation has a lot to do with the present ruling prices.

Butter remains much the same, prices on finest creamery ranging from 16 to 16½c. There is little doing in dairy makes, and, as a matter of fact, the general demand is of a very indifferent character.

MONTREAL NOTES.

New crop Japan tea has changed from first to second hands here at 18c. Last year

similar grade sold for 2 to 2½c. less per pound.

Cables received this week from London, Eng., quote an advance of ¼d. in currants there.

A new arrangement has been arrived at governing the sale of sugar, which is specially referred to elsewhere.

No large contracts in new crop canned vegetables have yet been closed on this market so that prices are nominal.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., July 12, 1898.

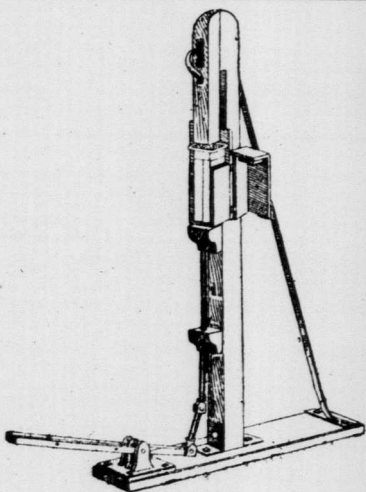
WHILE business continues quiet, there is rather more interest shown than last week. Our weather has been fine. Tourists are daily arriving. There have been quite free arrivals of chemicals, particularly bicarb soda. Prices have been quite low and the expected advance has not yet arrived. In cream of tartar, market is quite firm. In general, prices tend easy, and it has a corresponding effect on sales, people being backward about buying on account of good crop prospects.

OIL—The tendency in all lines to secure business as early in the season as possible, effects this line, as it does others, making it very busy at one time and quiet at others.

There is too much daylight for burning oil to be an active feature, and the earlier part of the season saw the demand for lubricating supplied well into the summer. This is also a quiet season at best, so there is little doing in this line. Cod oil shows small receipts and but limited demand.

SALT—Quite a cargo of coarse, from Liverpool, arrived this week, containing some 7,000 bags; also 500 sacks of fine. Our market takes about 120,000 bags coarse salt in a year. There is a fairly active sale at even prices. As further arrivals are expected, prices are not likely to show any change. In Canadian salt the sale is on the increase, not only for the usual packages, but for fine in 200-lb. bags. We quote: Liverpool coarse, 45 to 48c.; English factory-filled, 90c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 to \$2.60 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30; mineral rock salt, 60c. to \$1.

CANNED GOODS—The market tends rather easier; even in tomatoes, holders are disappointed. Stocks are, however, not large, and it is thought prices will be fairly well maintained. Wholesale dealers could, however, replace stocks, if in the market to



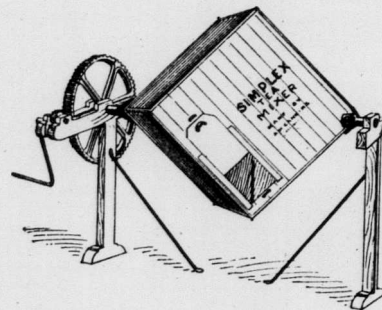
Armeda Tea Packer and Simplex Mixer

Said Mr. Escott, of T. B. Escott & Co., Wholesale Grocers, London, Ont.:

"Grand Mogul" is now a better Package Tea than ever. We can guarantee prompt shipment since introducing the Armeda Tea Packing Machine. It is up-to-date in every way.

Write for Prices.

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



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

BUSINESS FOR SALE.

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

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.



SHORT ROLLS

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

F. W. FEARMAN

Pork Packer HAMILTON

Georgia Water Melons and Bananas

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

LOOK OUT FOR THE
"CLAN BRAND"

Best package Tea on the market.

BALFOUR & CO. - Hamilton

FANCY MOUNT ROYAL MILLS

INDIA BRIGHT
JAVA ROYAL
JAPAN GLACÉ
POLISHED
IMPERIAL SEETA
IMPERIAL GLACÉ

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.

SEASONABLE GOODS . . .

Butter Tubs
Butter Plates
Fruit Jars
Rubber Jar Rings

We have them.

WALTER WOODS & CO.
HAMILTON

HUGH WALKER & SON

Wholesale Fruit and Commission Merchants

78 Wyndham St., - GUELPH, ONT.

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc.
Wholesale trade only.

HAMS
BACON
LARD
SHORT CUT PORK
MESS PORK

The Wm. Ryan Co. Limited
TORONTO

COWAN'S

Hygienic Cocoa
Royal Navy Chocolate

AND
Famous Blend Coffee

are the favorites with all grocers.

THE COWAN CO., LIMITED TORONTO

FOR THIS WEEK

Special Prices on

Breakfast Bacon
Shoulder Hams

Take advantage of this and write for quotations. . . .

D. GUNN, BROTHERS & CO.

Pork Packers
TORONTO, ONT.

CALIFORNIA

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

PURE MILK

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

RICH MILK

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

PROFITABLE MILK

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

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

ROSE & LAFLAMME, Agents, MONTREAL.

buy, on account of goods offered by outside holders much lower than a few weeks ago. New peas are here. Latest reports from packers are to the effect that the pack will not be as large as was expected. Dealers hold back from placing orders for later delivery in any lines, as at least higher prices are not expected, American packers are again rather firmer in canned meats, but chiefly in corned beef, price being much higher than Canadian. Salmon is dull, with fair stocks held. New will have a rather light demand. In fruits, sale is light.

GREEN FRUIT—Business is active, largely in bananas, which are rather more plentiful, as are California peaches, pears, apricots, and plums. These have an increasing sale from year to year. While oranges are pushed somewhat into the background, quite large quantities of Californias have been received during the week. Lemons are quite scarce and prices rule higher, with quite a free demand. Pines are in light supply because of quality. Melons begin to have their busy season; prices show no change. Perhaps the most active business is in strawberries. Receipts from Nova Scotia have been large, and the New Brunswick berry, being much firmer and of particularly good flavor, though a little later than the other show very free supply. Prices are very changeable, depending upon each day's

supply and condition of the fruit. For best quality it keeps about 6 to 7c. A few blueberries are to be seen. They are largely shipped away, as they stand up much better than strawberries or raspberries. They are more largely canned in this Province than any other berry. Rhubarb is a drug.

DRIED FRUITS—This is still the quiet line. In new goods quite a quantity of California raisins for future delivery have been placed, but only on open orders, which may be cancelled should opening prices not suit the idea of the buyer. Of late years prices have advanced quickly from opening figures, so that those who are in on above terms stand to make a profit, or at least have a chance to take advantage of first offers made, if they wish. In Valencias, for new goods, little has been done, although for some brands it is said a few open orders have been given. This is, however, an unpopular way to buy goods here. New peels have been largely bought, prices will rule about the same as last season. In giving assortment for California raisins, it is noticed quite an increase is made in the orders for seeded. In spot goods prices are easier, and sale very light. Some very fine 4 crown loose muscatels are offered.

SUGAR—There is little to report; always an uncertain market, and, of late years, a rather disappointing one. It is becoming

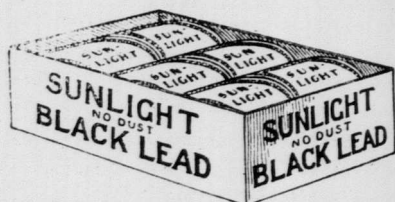
even more uncertain because of the many grades, particularly of granulated, that are now offered. Business is hardly as active as it should be at this season.

MOLASSES—It is the unexpected always happens, or is apt to happen, and this is the case this year in molasses. Sources of supply opened up which were not expected, and at present prices the market is easy, though stocks are quite light. Rather higher prices are looked for. A small cargo of Porto Rico, on consignment, arrived this week. Though a small cargo, it was quite unexpected. It contained 252 casks, 31 tierces, 50 bbls. Barbadoes shows a good demand, but New Orleans is dull.

PRODUCE—In butter, receipts have been large, and prices have ruled low with sales dull, and, what has not improved the market, is that a large part of that received has not been of good quality. Receipts are somewhat less, but there is little chance for improved values at present. Eggs are limited sale, and prices are easy. Quality needs to be carefully watched. In cheese, local prices are rather lower. As our factories tend to supply the retail trade through the Province it very much affects the demand from wholesale grocers.

FISH—There is a fair trade doing. In fresh salmon receipts keep small. Prices through the season have ruled high, as com-

Sell Sunlight Black Lead



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

THE ALPHA CHEMICAL CO., - BERLIN, ONT.

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



PURITY
POPULARITY
PRICE and
PROFIT.

All plead for your patronage in

Millar's Paragon Cheese.

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

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

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



Pickles.

The daintiest picnic lunch imaginable is a can of "Heinz's Baked Beans with Tomato Sauce."

Others of our Popular Specialties are:

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

For sale by _____

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

pared with last year, and will be firmly held. Shad, fresh, are scarce and show quite a range in price. A few mackerel are offered. Dry cod show no change from last week. Pollock are very dull. A few bay herring, pickled, have been received, but there is no sale. Smoked keep low. Boneless have only limited sale this season. We quote as follows: Large cod, \$3.20 to \$3.25; medium, \$3.10 to \$3.20; pollock, \$1.35 to \$1.40; Grand Manan pickled herring, \$1.45 to \$1.50 per ½-bbl.; smoked herring, 6 to 7c. per box; Canso, pickled \$5 per bbl.; boneless fish, 3 to 3½c.; cod, 6 to 7c.; finnan haddies, 4 to 4½c.; shad, 8 to 12c.; salmon, 14 to 20c.; ½-bbl. shad, \$4; mackerel, 14 to 20c.

PROVISIONS—This is a quiet line, particularly barrelled beef, though pork is also very dull. In smoked meats, little is done by the wholesale grocery trade; at this season it is an unsatisfactory line to carry. Lard also shows limited business; prices rather easier.

FLOUR, FEED AND MEAL—In flour, the sale is light, and prices tend easier. Brokers in this line are finding it very dull. Quite a little flour is being sold at a loss. In oatmeal and in oats prices are quite a little lower. The decline in oats was quite rapid. Feed continues hard to get. Cornmeal is down to the old price. Hay is dull, which is to be regretted, as very large quantities are raised here. Beans are easy, and sale is small. Barley and split peas are still high, but there is a light demand. We quote: Manitoba flour, \$5.75 to \$5.80; best Ontario, \$4.90 to \$5; medium, \$4.75 to \$4.80; oatmeal, \$4 to \$4.20; cornmeal, \$2; middlings, \$20 to \$21; bran, \$17 to \$18; oats, 40 to 42c.; hand-picked beans, \$1 to \$1.10; prime, 90 to 95c.; yellow eye beans, \$1.75; split, peas, \$3.80 to \$3.90; round, \$3.25 to \$3.40; pot barley, \$3.50 to \$3.75; hay, \$8.75 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.

Edward Morine, of Port Medway, doing business under the name of Asa Morine & Son, has assigned; liabilities \$5,486. No estimate of the assets.

L. G. Crosby is selling the cargo of Porto Rico molasses consigned here by the sch. Fillis B from Fajardo. There are 252 casks, 31 tierces, and 50 bbls.

Mr. John Sealy and wife are spending a short holiday at Grand River, Quebec. Mr. Sealy has a large branch at that place in connection with his fish curing business.

Mackerel are low this season. Boston buyers of fresh mackerel have advised shippers not to send forward large quantities. At Halifax, for pickled, the store price

is about \$7, outside catch being large. It is said 4,000 bbls. were taken at the Magdalene Islands. The catch by United States vessels, and of Irish mackerel were also large.

MANITOBA MARKETS.

WINNIPEG, July 11, 1898.

THE weather has settled and everything points to ideal weather for the exhibition week. Already the crowds are pouring into the city and many carloads of exhibits have been run out to the grounds, and all is hurry and bustle.

A number of grain men have been making trips through the country to ascertain the state of the wheat crop, and all reports are favorable. It is not likely that the crop will be very heavy, but the yield will be certainly a fair average all over the Province. One most encouraging feature is the fact that everything points to wheat ripening from ten days to two weeks earlier than last year. In some districts it is already heading out. The country generally has had enough rain. more, barring light showers, would be a positive injury, as it would tend to make the straw too heavy.

Business continues steady with prices well sustained. Of course, the retail trade has been more active in anticipation of the exhibition, but, in groceries and provisions (wholesale), there is comparatively no difference made by the exhibition.

FLOUR—Market quiet, with small demand. Most of the retail dealers are holding off buying as long as possible, in hope of a further slump in prices, but millers say this will not occur. Patent, \$2.55; bakers', \$2.35; Algoma, \$1.85; XXXX, \$1.25.

CANNED GOODS—The general indications are that fruits will open lower than last year, and vegetables also. This is the case so far with those received or contracted for. Strawberries are \$3 per case, and peas and raspberries will sell (as soon as received), at \$1.85 and \$2.80 respectively. Tomatoes, old pack, sell for \$3.10, and corn for \$2. Futures in both are offered at less than last year's figures, but nothing definite can be said until the pack is in.

EVAPORATED FRUITS—Apricots, old stock, 11c. New goods will be here in about two weeks, and present outlook is for a 1½c. advance, making the price 12 to 12½c. per pound. Peaches and plums and prunes will likely open at last year's figures, but pears will be dearer, as advices state the crop is short.

RICE—The long announced shipment of Japan has not yet come to hand. The market is bare of Rangoon.

TEA—New crop of Japan is expected within a few days. The market opened at about the same price as last year.

COFFEE—Market is slow and quiet. Rios, No. 5, are nominal at 10 to 10½c., but there are practically no sales.

ROLLED OATS—Have dropped slightly since last writing.

BEANS—Remain at \$1.30.

CANNED BEEF—Is slightly easier, being now quoted at \$3.50.

SALMON—New canned salmon will reach this market in the course of the next few weeks.

On all goods imported from Britain the wholesale merchants are now enjoying the benefit of the preferential tariff. The lines chiefly affected here are Crosse & Blackwell goods, which are the only lines imported in anything like large quantities.

EGGS—Receipts still light, and are really bringing as much here as at any point in British Columbia, which is a most unusual occurrence; 11½c. is quoted.

BUTTER—Dairy is moving freely. Jobbers are paying 12c. at shipping points for round lots of good fresh dairy. Creamery is uniform, at 16c., shipping points. Many of the factories seem to find it impossible to operate profitably at this figure, and are placing their butter in cold storage, hoping for a higher price in the near future. Dealers in Winnipeg do not expect any immediate improvement in price.

CHEESE—Market rather dull, at 7c. for large, and 7½c. for small.

GREEN FRUIT—Very little change in price. The first pears arrived on Saturday, and are quoted at \$5 per case. Watermelons are down to \$4.50 per dozen, and are a fine sample. Lemons will now probably remain at their old figure of \$5 until after the exhibition. Valencia oranges, the few in stock are now \$5 per case. Small quantities of fresh raspberries and blueberries are on the market. These are brought in by retail dealers, and no price can be quoted. In green vegetables, the market is particularly well supplied by local gardeners. very fine cauliflower, cabbage, turnips, carrots, beets and parsnips being offered at very low figures.

The business men of Brampton, Ont., do not believe in "all work and no play." On Thursday evening last week the dry goods merchants and the grocers had a game of lacrosse. The dry goods men won after a brilliant exhibition of the national game.

The Hartland, N.B., Advertiser states that the wheat crop in the neighborhood of that town will be below the average, notwithstanding the good season. It seems that the seed did not all grow, and part of what has grown has died, as though blighted by some kind of an insect.

Guaranteed to keep in all climates



The People want it

Then, of course, you must have it. You'll find it a great seller, one of those things that sells all the year round, as there is a constant demand for it.

One great point for it is that we guarantee it to keep in any and all climates, hot or cold.

Manufactured only by _____

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

THE DOMINION BANK

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

DIRECTORS

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

HEAD OFFICE - TORONTO

AGENCIES

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

Montreal

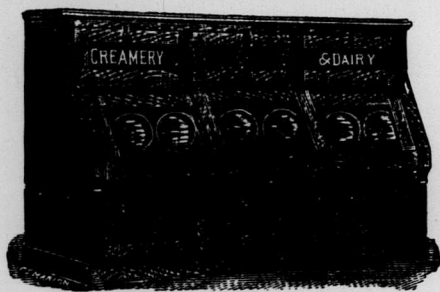
TORONTO—Dundas street, corner Queen.
 " Market, corner King and Jarvis street.
 " Queen street, corner Esther street.
 " Sherbourne street, corner Queen.
 " Spadina avenue, corner College.

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.

If You Handle Them You Know

THAT _____

"Sterling"

BRAND

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

T. A. LYTLE & CO.

Vinegar Manufacturers, TORONTO

CANNED FISH

SALMON - -	} Special Prices For Round Lots.
LOBSTERS - -	
SARDINES - -	
HERRINGS - -	
FINNAN HADDIE - -	
SHRIMPS - -	
CLAMS - -	
SCALLOPS - -	

Warren Bros. & Co.
 TORONTO.

Extra Choice

**Hams Bacon
 Pure Lard
 Mess Pork**

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

Sugar

Dutch Granulated

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

PERKINS, INCE & Co.
 TORONTO.

BUY

Ivory Bar Soap

THE BEST MADE.

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



Better try it
 You can't do better.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

CALIFORNIA RAISINS.

IN its issue of July 2, The California Fruit Grower says: "The movement of raisins is light. For the month of May, shipments overland amounted to about 104 cars of 12 tons each, as against 48 cars in May, 1897. Shipments from July 1, 1897, to May 31, 1898, were 3,320 cars. It is estimated that the shipments during June, added to the stock on hand, will bring the total to about 3,800 cars, or over 90,000,000 pounds of raisins, as the crop of 1897. Indications point to a much bigger crop this season. Just how much of this large crop will be harvested and placed upon the market depends upon the weather conditions. The Raisin Pooling Association reports progress with its work. A lower freight is to be asked for, based upon an increase from 12 to 15 tons as a minimum carload."

THE SALMON SITUATION.

The salmon situation on the Coast is thus reviewed by The San Francisco Trade Journal in its issue of July 1: "Prices for Fraser river salmon are on the basis of 93½c. for talls and 87½c. for Skeena and other northern river salmon. They are fishing and packing on the upper rivers in British Columbia, but we are not informed as to the run. Fishing will commence on Fraser river and also on Puget Sound July 10. On one or two streams emptying into Puget Sound fishing for the market is reported, with good runs of salmon. Advices received from Columbia river by large handlers in this city state that the pack of chinook to date is less than at the corresponding time in 1897 and that the pack of bluebacks is largely in excess. The trade reports heavy sales of bluebacks in halves on the basis of 62½c., but little doing on the basis of \$1 for talls. If these fish are the same as the sockeyes then the difference in prices for Puget Sound and Fraser river sockeyes and Columbia river bluebacks is too large."

CALIFORNIA PRUNE CROP.

According to The Los Angeles Fruit World the prune crop in the Visalia district, Cal., will be about one-sixth of the yield of last year, when nearly 400 carloads alone were shipped from that point. The prunes, however, that are growing are in excellent condition, and the quality will be equal to previous years.

U. S. TOMATO MARKET STRONGER.

The tomato market is the strongest among canned vegetables, owing to the large demands of the Government, which, it is

reported, have closely cleaned up the spot supply. Over 50,000 cases have been sold to the Government within the past few days. The general consuming demand in this, as in other lines, is only moderate, though equal in volume to the business of past years at this season, when the competition of fresh vegetables restricts consumption. Advices from Maryland are to the effect that the tomato plants have been considerably injured by the drouth.—N.Y. Journal of Commerce, July, 11.

PEAS IN NEW YORK.

Only a small volume of business has been transacted. The demand from dealers for lines has been slow, as they have been experiencing a dull trade with both the out-of-town and local retail trades, as they, with few exceptions, have supplied their wants for the present, the few orders received having been, with few exceptions, for supplies to meet some especial requirements. The tone of the market has held firm, as sellers have shown no anxiety to make sales, they having only limited stocks on hand, and the fact that advices from primal points report prices firmly maintained at above a parity with local values also has given tone to the situation.—Journal of Commerce.

CANNED GOODS IN NEW YORK.

In canned goods on the spot there is a decidedly firmer feeling, due to reports from packing centres in connection with the demands of the Government for army ration supplies. The consuming demand for tomatoes, corn and peas does not seem to be very urgent at present, however, but the feeling in each of these is reported to be much firmer than it was a week ago.—N.Y. Journal of Commerce.

DRIED FRUIT IN LONDON.

Currants—The market for currants has been dull, and prices of Provincial are lower; the moderate sales include Provincial half and quarter cases at 17s. 6d., Amalias at 18s. 6d. to 19s., and Gulf at 21s. 6d.

Raisins—Raisins remain generally quiet. The Sultana market continues to be quiet, and the demand from the grocers is of a most disappointing nature. The latest reports of the growing crop are to the effect that it may turn out to be equal to that of 1897; that it can be a large one seems hardly to be expected. There is no quotable change in the Valencia market, beyond the fact that where an odd parcel or two has been pressed for sale a rather lower price had to be accepted.—Grocers' Journal.

CANNED GOODS IN LONDON.

Salmon sells steadily, and there is no disposition to clear stocks, except at full prices, although these are mostly below the cost at which they could be replaced with 1898 pack.

Lobsters—Supplies still come to hand in very limited quantities, and as importers continue to ask very fancy prices, the demand is very much restricted.

Sardines—There is a steady inquiry for these goods, but no change to note in quotations for either French or Portuguese.

Compressed Beef—There is a moderate sale for this article even at the high price quoted for all brands and sizes of tins.

Ox and Lunch Tongues—The demand continues very steady for both, and, as supplies are still limited, prices remain firm at the high quotations ruling for all brands.

Fruit—The smallness for spot stocks of fruit has become accentuated during the past few weeks, and 6s. 6d. per dozen is practically the lowest quotation for apricots; this is fully 2s. per dozen advance since the commencement of the season. Peaches and pears are in much the same position. There is a very good demand ruling for pines. Small sizes are very scarce, whilst 2½lb. tins are also in short supply.—Grocers' Journal.

CANNED GOODS IN MARYLAND.

At present the market is very quiet, with no changes reported by the brokers in their reports, although it is current that there is considerable quiet buying, and a satisfactory trade being done.

Tomatoes are said to be somewhat firmer, and the price slightly advanced, but it is not a marked advance by any means, however, it serves to show that the market is not on the decline, and that the tendency is to go higher.

Peas and beans have been cut short in this section, and it is reported that string beans sold for canning purposes as high as 70c. per bushel, making them almost entirely prohibitive.

Maryland is not expected to have more than half a crop of peaches, and it is estimated that Delaware will not be any better off. This fruit has suffered very severely in this State, not only the green fruit being injured, but the trees themselves, in many cases, have been killed.

The apple crop of this State will be short likewise, with the exception of a few counties in the western part of the State, which have also a pretty good peach crop.—The Trade, Baltimore, Md.

AN ANNOUNCEMENT!

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

Enameline THE MODERN
STOVE POLISH
PASTE, CAKE OR LIQUID

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

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

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.

**Cigar
"Leaders"**

FOR . . .
GROCERS



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

THE ACME OF QUALITY

Manufactured by

J. BRUCE PAYNE
GRANBY, QUE.



GRAND MOGUL Tea

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

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

MONTREAL GROCERS' PICNIC.

BEAUTIFUL weather, a large crowd, and the freedom of the town of Cornwall, all combined to make the 18th annual picnic of the Montreal Grocers' Association on Wednesday last an unqualified success. Two heavily loaded trains left Montreal at 8 and 8:30 a.m., arriving at Cornwall about 11 o'clock. The picnickers were carried by electric cars to the St. Lawrence Park, a beautiful spot, situated on the banks of the river, where a lengthy programme of sports was immediately proceeded with.

The banquet, which was held in a large tent on the grounds, was most enjoyable. About 200 grocers and their guests sat down, and, justice having been done to the many good things provided, the president, Mr. John Scanlan, in a few well chosen words, proposed the first toast on the programme, "The Queen," which was drunk most enthusiastically. The next toast, "The Judges," was proposed by Mr. Thomas Gauthier, who said that the carrying out of the programme of games, etc., in fairness and justice to all, was in their hands, and much of the success of the picnic depended on their efforts. Mr. Childs responded for the judges, and said that all that they could do was done gladly and with the object of furthering the interests of the picnic.

"The Mayor and Council of Cornwall" was proposed by Mr. S. Demers, who extended the hearty thanks of the grocers' association to the mayor and corporation for the trouble which they had gone to in order to make the visit of the grocers a pleasant one. Nothing that could be done had been neglected, and he felt sure that all appreciated the efforts made to entertain them.

The Mayor, in responding, said that he and his confreres were proud to receive a visit from such an association as that present to day, and that the little trouble taken by them was more than repaid by the honor conferred upon the town. He expressed the hope that, at no distant date, the visit of the grocers would be repeated. Councillor Delorme replied in French, expressing the pleasure which they all had at seeing so many present from Montreal.

"The Wholesale Grocery Trade of Montreal" was fittingly proposed by Alderman R. Turner, and responded to by Mr. Irwin Harris and Alderman Laporte, the latter making a speech which created much enthusiasm. Mr. Clarihue also responded to this toast.

Mr. Valliere having proposed the toast of "Our Guests" in eloquent language, it was responded to by Mr. S. A. Starr, of the Cornwall Electric Railway, who expressed the hope that the grocers would come to Cornwall again soon, and promised an

equally good time and a hearty welcome. Dr. Rodier also responded.

"The Mayor and City Council of Montreal" was proposed by Mr. A. D. Fraser. He said that it was a fashion nowadays to cry down the aldermen and civic representatives, but this was a great mistake, and he felt that it would not be easy to secure better aldermen than those that represented Montreal to-day. This toast was responded to by Alderman Laporte and Alderman Clarihue.

The toast of "The Press" was proposed by Mr. Raby, who paid some high compliments to its usefulness. This toast having been responded to by two or three present, Mr. John Robertson proposed the toast of "The Ladies" in pleasant and witty terms, eliciting much applause. The toast was well received, and a more than ordinarily good banquet of this nature was thus brought to a close.

A good orchestra having been provided, dancing was indulged in by the young people throughout the whole day.

The steamers Rocket and Gracie made trips around the islands in the vicinity and as far as Stanley Island, many availing themselves of those enjoyable sails.

The Citizens' Band of Cornwall received the picnickers at the station, and was in attendance throughout the day, adding much to the enjoyment of the many visitors.

The programme of games was completed without accident or anything to mar its success, resulting as follows:

PROGRAMME OF GAMES.

No. 1—Quoits (open).—1st. Gold medal, by C. Robillard, H. McPhee; 2nd. Barrel flour, by Geo. Watt & Co., A. D. Loynachan; 3rd. Dozen brooms, by Boeckh Bros. & Co., C. H. Cottingham.

No. 2— $\frac{1}{3}$ Mile Race (open to book-keepers and salesmen, retail grocery trade only).—1st. Silver cup, by Bovril Fluid Beef Co., T. Elliott; 2nd. Gent's dressing case, by Chase & Sanborn, H. Warren; 3rd. Silk umbrella, by Vipond Peterson & Co., F. Douse.

No. 3— $\frac{1}{3}$ Mile Race (open to drivers and storemen, retail grocery trade only).—1st. Gold and silver medal, by S. H. Ewing & Son, P. Foley; 2nd. Box Comfort soap, by Pugsley & Dingman, T. Hanley; 3rd. Box tea, by Salada Tea Co., Jos. Lecours.

No. 4—100 Yards Race (open to the sons of grocers or their employes, 10 years or under).—1st. Silver cup, by J. J. Ryan, P. Kelly; 2nd. Pair cuff links, by The Association, Alex. O'Brien; 3rd. Box chocolate, by Cowan Chocolate Co., D. Blais.

No. 5—(open to daughters of grocers or their employes, 12 years or under).—1st. Silver watch, by The Association, M. Hoolahan; 2nd. Box perfume, by L. Silverman, C. DeRapentigny; 3rd. Sun shade, by The Association, E. Manning.

No. 6—Running Hop, Step and Leap (open to all connected with the trade, wholesale and retail).—1st. Silver butter

dish, by Lang Manufacturing Co., H. N. Cowan; 2nd. Gross toilet soap, by D. Morton & Co., Thos. Hanley; 3rd. Keg pickles, by M. Lefebvre & Co., Jos. Lecours.

No. 7—200 Yards Race (open to city travelers, wholesale grocery trade only).—1st. Gold watch, by D. H. Rennoldson, E. Landry; 2nd. Gent's dressing case, by Chase & Sanborn, T. A. McNab; 3rd. Silver pickle stand, by Lang Manufacturing Co., C. A. Corrigan.

No. 8— $\frac{1}{3}$ mile race (open to bread and biscuit drivers).—1st. Silver medal, by D. C. Brosseau, W. Hickey; 2nd. Barrel flour, by Hunsecker & Co., James McConomy; 3rd. Box Queen's laundry soap, by A. Savage & Sons, W. Burns.

No. 9— $\frac{1}{3}$ mile race (open to ale and ginger ale drivers).—1st. Silver cup, by Lang Mfg. Co., T. McEntee; 2nd. Box cheese, macaroni and tomatoes, by Watt, Scott & Goodacre, D. P. Delaney; 3rd. $\frac{1}{2}$ barrel flour, by D. Robertson, U. Fortier.

No. 10— $\frac{1}{3}$ mile race (open to all travelers connected with the trade, excepting those entering in No. 7 event).—1st. silver cup, by Bell, King & McLaren, H. N. Cowan; 2nd, set military hair brushes, by Kenneth Campbell, S. McKory; 3rd. Doz. plush handle brooms, by Austin & Lefebvre, F. Hodge.

No. 11—One Mile Bicycle Race (open to grocery trade, wholesale and retail).—1st. Gold medal, by Blue Ribbon Tea Co., John Farrell; 2nd. Box Vienna baking powder, S. H. & A. S. Ewing, E. Wills; 3rd. Box Victoria soap, by D. Morton, Jas. McCarthy.

No. 12—Potato Race (open to all connected with the trade, wholesale and retail).—1st. Gold watch, D. H. Rennoldson, M. Haugh; 2nd. Barrel flour, by Howe McIntyre, M. O'Brien; 3rd. Case fluid beef, by Vimbos Co.; J. A. Hutton.

No. 13—100 Yards Race, Fat Man's (open to bona fide grocers, wholesale and retail, 200 lb. or over).—1st. Set carvers, by Chase & Sanborn, I. N. Archambault; 2nd. Silver bake dish, by Pure Gold Co., M. Courtois; 3rd. Box Babbitt's soap, by W. H. Dunn, J. E. Manning.

No. 14—200 Yards Race (open to members Retail Grocery Clerk's Association).—1st. Silver medal, by Leonard Bros., E. Landry; 2nd. Silver cake basket, by Pure Gold Co., J. Fortier; 3rd. Tub butter, 30 lb., by Loynachan & Scriver, J. O. Ville-neuve.

No. 15—100 Yard Race (open to all bona fide retail grocers).—1st. Silver water pitcher, by Pure Gold Co., P. Lalonde; 2nd. Silver set, by W. H. Dunn, C. H. Pitt; 3rd. Box Babbitt's 1776, by W. H. Dunn, W. Currie.

No. 16—100 Yards Race (open to members of committee, exclusive of chairmen).—1st. Silver pitcher and tray, by Montreal Biscuit Co., T. A. Vincent; 2nd. Set silver mounted carvers, by J. Barry & Son, E. W. Farrell; 3rd. Silver set in oak casing, by Robt. Herron, P. O'Brien.

No. 17—100 yards race (open to chairmen of committees).—1st. Onyx clock, by Tamilkande Tea Co., J. P. Dixon; 2nd. Onyx table, by Chase & Sanborn, W. Willison; 3rd. Pair opera glasses, by Pure Gold Co., S. D. Vallieres.

No. 18—100 yards race (open to grocers 45 years of age and over).—1st. Silver fruit basket, by Chase & Sanborn, P. O'Brien; 2nd. Silver cup, by Irwin Harris, S. D. Vallieres; 3rd. Box Cadbury chocolate, by Frank Magor, R. Turner.

No. 19—200 yards race (open to boys, 15 years and under).—1st. Banjo, by Montreal Trading Stamp Co., C. Hicky; 2nd. Box extract, by R. Greig & Co., M. O'Brien; 3rd. Box Maypole soap, by Tippet & Co., Frank Warren.

No. 20—Three-legged race (open. Prizes to first and second teams only).—1st. 2 Cases baked beans, by Heinz & Co., Warren and Wilson; 2nd. 2 Crocks butter, by Croil and McCullough, Williams and Hanley.

No. 21—Consolation race, $\frac{1}{3}$ mile (open to all competitors who have not already won a prize).—1st. Box corn starch, by St. Lawrence Starch Co., J. McIntyre; 2nd. Box Cook's Favorite Baking Powder, by J. J. Duffy, D. Black; 3rd. Jar vinegar, by M. Lefebvre & Co., W. A. Fraser.

A gold medal was given to the married lady having the largest family on the grounds. Presented by Ferdinand Hogue. Won by Mrs. S. D. Vallieres.

Lacrosse match, Cornwall v. National, senior teams. Tie game.

MARRIAGE OF W. H. SEYLER.

ON Thursday, of last week, a wedding, of considerable interest to the trade, was celebrated in Hamburg, Ont., when Miss Minnie, third daughter of Hon. Senator Merner, was married to Mr. W. H. Seyler, the well-known broker, Toronto. The wedding was a quiet one, taking place at the beautiful residence of the bride's father, at 12.30 noon, in the presence of the family of the bride and the parents of the groom.

The Hamburg Independent concludes a notice of the ceremony as follows: "The Independent joins the many friends of the popular couple in wishing them a happy and prosperous future. It might be mentioned that the groom is a native of Hamburg, and was during his residence here one of the town's popular young men, and it is but natural that he should return to his old home to secure for himself a helpmate and wife."

After the wedding dinner, Mr. and Mrs. Seyler left for a trip to the east. They will reside at 36 Lansdowne avenue, Parkdale.

THE CANADIAN GROCER tenders its congratulations.

NEW TELEPHONE CO. IN LONDON.

A number of the business men of London, Ont., have been incorporated under the style of the People's Telephone Co., of London, Ltd., with a capital of \$100,000, for the purpose of introducing a new telephone service in opposition to the Bell Telephone Co., Ltd. London's agreement with the Bell Company ended on June 19, and as the latter refused to reduce its rates, a new agreement has not yet been entered

into. The Bell Company's rates are \$40 for business 'phones, \$35 for residential 'phones, or \$65 for both. The new company offer, if the franchise is given it, to put in business 'phones for \$26, residential \$18, or both for \$42.

PERSONAL MENTION.

Mr. D. H. Reynoldson, commission agent, Montreal, is on a business trip to Great Britain.

Mr. Rose, of Rose & Laflamme, is combining business and pleasure in a trip to the Pacific Coast, etc.

Charles P. Hebert, of the wholesale grocery firm of Hudon, Hebert & Co., Montreal, has been appointed to the Board of Directors of the City and District Savings Bank, to replace the late Sir Adolphe Chapleau.

Mr. D. I. Warren, of Warren Bros. & Co.'s sample room, is again back at his desk after a three months' course at the Stanley barracks. He is a lieutenant in the Governor-General's Body Guard, and was at the barracks taking a special course, the result of which is seen in a much-bronzed face and a graceful military tread.

A PROSPEROUS TEA HOUSE.

A REPRESENTATIVE OF THE GROCER spent an instructive half hour with Mr. Mann, the manager of Salada Ceylon Tea Co., in its new warerooms, corner St. Paul and St. Sulpice streets, Montreal.

Mr. Mann's first remark was: "Three years ago we found desk room in another firm's office sufficient for our business, whilst to-day our business has increased to such an extent that, for the eastern trade alone, we do not find a four-storey building too large for office, sample-room and storage." They have now in stock from sixty to seventy-five thousand pounds of tea.

To show the great increase in the sales of Salada Ceylon tea, Mr. Mann said that for eighteen months after coming to Montreal it cost them \$2.35 per lb. to sell their teas, whilst now, they sell, in Montreal alone, to 600 grocers.

Among the many reasons why Salada Ceylon tea has made such strides may be mentioned three: 1st. They sell exclusively to the grocers. Pedlars and departmental stores receive scant mercy from them. 2nd. They allow no cutting in prices. 3rd. They positively guarantee all their teas, even going so far, if necessary, to give a written agreement that if their teas are not all they are represented to be, they may be returned at the firm's expense.

All these combined give the grocer security against unjust competition, a good tea and a good profit, and, as Mr. Mann

very aptly puts it, "the grocer knows when he has a good thing, and sells it."

The Salada Ceylon Tea Co. was wise in the choice of its representative in Montreal. Mr. Mann is both a tea and business man; while he probably knows as much about tea as any other man in the trade, he also knows good business methods, as a glance around the office and through the advertising cards shows, to say nothing of his use of THE CANADIAN GROCER.

The Palmerston, Ont., Pork Packing Co., has been incorporated by letters patent; capital \$99,990 in \$10 shares.

HAVE YOU ANY

Cheese, Butter, or Canned Goods for Sale?

WENTZELL & CO., Halifax, N.S.

are ready to pay highest market price in cash for same. They are also open to purchase bankrupt stocks, and are ready to take advantage of any good bargains, for cash.

MATCHES

The dearest not always the best.

Try New Dominion Matches.

Manufactured by
HARDY & DUBORD, MASTAI.

Montreal Agents . . .
AUSTIN & LEFEBVRE
317 St. Paul Street.

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

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

G. H. WALKER, general merchant, Bothwell, Ont., has sold his stock to R. O. Y. Ainslie, and has assigned to W. R. Hickey.

E. W. Maybee, grocer, Peterboro', Ont., has assigned to J. W. Brisbin.

A. Morine & Son, general merchants, Port Medway, N.S., have assigned.

McEvoy & Co., grocers, Alexandria, Ont., have assigned to F. T. Costello.

Brazella F. Miller, general merchant, Upper Middleboro', N.S., has assigned.

R. K. Harris, general merchant, Millbrook, Ont., has assigned to G. F. Harris.

L. Hamel & Co., general merchants, Mine Centre, Ont., are asking for an extension.

Duncan J. McDonald, general merchant and liveryman, Bridgeport, N.S., has assigned.

The estate of T. Graham Fraser, grocer, Glasgow, N.S., has been reconveyed to him by assignee.

The estate of W. H. Moore, general merchant, North Sydney, N.S., has been reconveyed to him by assignee.

The estate of Catherine McDonald, general merchant, Whycocomagh, N.S., is offering 33 1/3 per cent. at 60 days.

PARTNERSHIPS FORMED AND DISSOLVED.

Whitman, Burley & Co., general merchants, Portage la Prairie, have dissolved, C. S. B. Burley continuing.

Edouard and Zenon Meunier have registered as proprietors of the firm of Meunier & Freres, grocers, Montreal.

Philip E. and Joseph K. Kirouac have registered partnership as grocers in Quebec under the style of Kirouac & Frere.

Copartnership has been registered by A. M. Caldwell only, under the style of A. M. Caldwell & Co., general merchants, Berwick.

Joseph and Rosario Mongeau have registered partnership as grocers in St. Henri de Montreal, under the style of Mongeau & Frere.

Richard and George H. Ware have registered partnership under the style of Wm. Ware & Sons, commission merchants, Montreal.

Elisha Cosman has admitted George S. Wetmore into partnership as commission produce dealer in St. John, N.B., and business will be continued under the style of Cosman & Wetmore.

Copartnership has been registered between Wm. H. and Harvey Hayward, under the style of W. H. Hayward, dealer in china, glass, etc., St. John, N.B.

SALES MADE AND PENDING.

The stock of Isabella Hendry, general

SOMETHING NEW!**Smoked Geneva Sausage**

1/2-lb. tins, with key.

A Seller.

They're CLARK'S!

They're Right!

ORANGE MARMALADE**Have you tried Upton's Gilt Edge Brand?**

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

THOS. UPTON & CO., Hamilton

GRIMBLE'S English Malt
Six GOLD Medals VINEGAR

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

merchant, etc., Stirton, Ont., is offered for sale by auction, on the 27th inst.

The assets of J. B. Richer, jr., grocer, Montreal, have been sold.

CHANGES.

Patterson Bros., grocers, Hamilton, Ont., have gone out of business.

Thomas Jell, grocer, Preston, Ont., has been succeeded by D. Kraft.

The National Cigar Co., Limited, Toronto, has obtained charter of incorporation.

R. M. Graham, general merchant, Melita, Man., has sold out to Thos. McJannet.

C. W. Tublen, grocer and crockery dealer, Edmonton South, N.W.T., has sold out to Wilkins & Richards.

Julie Lalonde, wife of A. L. dit Desrosiers, has registered proprietress of the firm of H. Desrosiers, general trader, Montreal.

Wm. Gibbons, fruit dealer, Halifax, has registered consent for his wife, Lydia Gibbons, to do business in her own name.

FIRES.

The Huyck Mercantile Co., general merchants, Colborne, Ont., has been burned out; insured.

DEATHS.

John Burton, of Smith & Burton, wholesale grocers, Brandon, Man., is dead.

OYSTERS THE YEAR ROUND.

THE oyster lover will no longer have to spell the months to see whether there is an "r" in them before he dare venture on his favorite indulgence.

We are to have a supply of oysters all the year round. The latest development of the British Empire is a colonial oyster industry.

New Zealand is sending 5,000 dozen frozen oysters, of native production, as an experiment. George Tabor, of Lower Thames street, is hourly expecting their arrival.

It is three years since a New Zealand merchant, on a summer visit to London, sought unsuccessfully for an oyster. "What, no oysters?" he exclaimed, after the fashion of the lady who married the butcher. "We must send you some from New Zealand." The idea has at last become a fact. In a day or two London will be invited to try a new specimen of colonial produce.

They are for cooking purposes, soups, sauces, stews, patties, and the like. It is not expected that anybody will eat frozen oysters on the half-shell.

At present, the summer oysters come principally from Portugal and France, and are laid on English beds. The oysters from New Zealand will be kept in refrigerators. They are said to be fine, and white, and plump. As a trial, some were frozen and cooked in New Zealand. The report was favorable.

The first cargo will be put on the London market at 8s. a hundred. It is intended to send consignments once a month, until the months arrive spelt with an "r." The oysters are frozen in blocks of eight and fifteen dozen.

The arrival is timely, for the "native" season came to an end yesterday. In a little while, it is said, we shall be talking of "New Zealand, where the oysters come from."—Mail, London, Eng.

The bottled beer of England requires nearly 70,000 tons of corks yearly.

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



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

White Moss Coconut

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

THE CANADIAN COCOANUT CO.
MONTREAL.

Star Brand

COTTON CLOTHES LINES

All lengths, both in Twisted and Braided

3 and 4-PLY COTTON TWINE.

Lamp and Candle WICK.

Sold by all Wholesale Dealers.

HIGHEST

PAILS TUBS

And Wood Packages

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

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

BOECKH BROS. & COMPANY
Sole Agents, Toronto

QUALITY

Good Profits and No Trouble

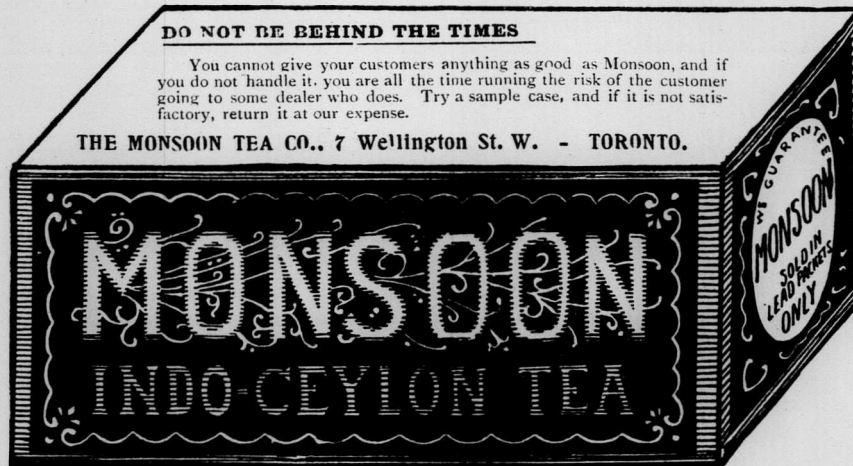
COW BRAND



Retailers, if you don't keep Cow Brand Baking Soda your customers will buy it from some up-to-date grocer who does.

JOHN DWIGHT & CO., Manufacturers.

For sale by all wholesale Grocers in Canada.



DO NOT BE BEHIND THE TIMES

You cannot give your customers anything as good as Monsoon, and if you do not handle it, you are all the time running the risk of the customer going to some dealer who does. Try a sample case, and if it is not satisfactory, return it at our expense.

THE MONSOON TEA CO., 7 Wellington St. W. - TORONTO.

Good Matches
\$2.50 a Case.

Now and then we secure an exceptional "bargain" at an exceptionally low price—a "special line," so to speak. Just now we can offer you the "Diamond Jubilee" Match—a good **match every way** below the regular market price.

We could sell them for more money, but we believe that a special inducement like this may win your trade on Brushes, Brooms, and Woodenware (our regular lines)—perhaps it will call your attention more forcibly to the advantages we offer in high quality at fair prices.

Diamond Jubilee Matches, \$2.50 a case.

Order now as price will be advanced shortly. Freight allowed on 5-case lots to Ontario Railway points east of Sudbury.

Boeckh Bros. & Company
Toronto, Ont.

Brushes, Brooms, Woodenware.

ENGLISH VINEGAR IN CANADA.

A GOOD article, if it is properly pushed, usually wins its way. During the last few years Purnell, Webb & Co., proprietors of the Vinegar brewery, Bristol, Eng., have been pushing their malt vinegar more vigorously in Canada, and, as the quality of this commodity is undoubtedly excellent, it is gradually becoming a staple on this market.

Among the shipments recently made to this country was a carload to the Winnipeg agents of the company, A. Strang & Co. A good order was also recently shipped to C. E. Jarvis & Co., of Vancouver, the British Columbia agents.

The reduction of one-fourth in the duty on British goods is expected by Purnell, Webb & Co., to stimulate their trade with the Dominion. It is worthy of note that they attribute much of their business in the Dominion to their advertisement in the columns of THE CANADIAN GROCER.

PRESERVING FRESH MEAT.

A new method of preserving freshly killed meats is described by Consul Hughes, of Sonneberg, who says; "The animal to be used is first shot, or stunned by a shot from a revolver (loaded with small slugs), in the forehead, in such a way as not to injure the brain proper. As the animal drops senseless, an assistant cuts down over the heart, opens a ventricle, and allows all the blood to flow out, the theory of this being that the decomposition of the blood is almost entirely responsible for the quick putrefaction of fresh meats. Immediately thereafter, a briny solution (made of coarse or fine salt, more or less strong, according to the length of time the meat is to be kept) is injected, by means of a powerful syringe, through the other ventricle into the veins of the body. The whole process takes only a few minutes, and the beef is ready for use and can be cut up at once."

TO ENGAGE A LAWYER.

The Hamilton Retail Grocers' Association has decided to engage a lawyer in connection with the association's collection department, to begin actions against those persons who will not pay their grocers' bills.

WERE ON THE LA BOURGOGNE.

Mr. Cure, the newly appointed manager for Chocolat Menier in New York, and wife, were among the passengers of the ill-fated La Bourgogne, and were both lost. Mr. Cure was on his way to Paris to confer with Messrs. Menier on business matters connected with the New York Office.

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

"The Palatial Home"

at 32 Yonge Street., Toronto, of



is a colossal monument attesting to the celebrity of the most delicious tea in the world.

Sold by all grocers, in sealed lead packets only. 25c., 30c., 40c., 50c., 60c.

SALADA TEA CO.

Toronto, Montreal, Buffalo, Cleveland, Pittsburgh, Boston, Detroit, Rochester.

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.

SOVEREIGN LIME JUICE

equal to any made in the world.

Regular size bottle, pints..... \$2.75 per doz.
Apollinaris bottles, splits..... 1.00 per doz.

Order through wholesale Druggist or Grocer.

E. FIELDING, Agent

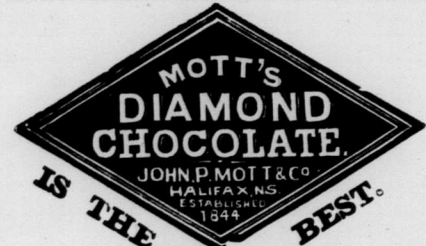
34 Yonge St., TORONTO

**"Golden Leaf"
Japan Teas**

We are still able to fill orders for all grades.

GEORGE FOSTER & SONS

BRANTFORD, ONT.



ASK FOR

MOTT'S

ADAMS'

TUTTI FRUTTI

The Best Gum and the Best Seller.

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

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



Blind Man's Buff . . .

is what those grocers are playing who are groping around for Dollars with the

cheap, trashy, unclean teas of *China* and *Japan*.



You will have dollars to throw away if you sell only Ceylon and Indian teas---They are easy to sell because they are cleanly made, pure, healthy, and economical, and they please your customers --- If you do not handle these teas, do so and be wise.

CANADA AND THE BACON TRADE.

MR. L. M. DOUGLAS' article on bacon-curing in the last number of the Royal Agricultural Society's Journal—to which we briefly referred a short time back—is fully worthy of careful study from the Canadian, as well as from the English standpoint. True, the writer's object is to point out the best means of developing the latent potentialities of the trade in this country. But the facts and figures he puts before the reader have an almost equal significance for the Canadian farmer. For, as Mr. Douglas points out, bacon curing is not an industry peculiar to any country; it depends upon the conditions upon which agriculture is conducted, and the place the pigs are allowed to occupy in the economy of the farm. "The mere technical details of curing are not the property of any country or of individuals."

The first fact to notice is the continuous increase in the British imports of pig meat. Of bacon alone, the import of 1897 was over 5,000,000 cwt., and its estimated value was £8,867,846. Next, it should be observed, that Canada now takes second place among the bacon-curing countries whence these supplies are drawn. The United States still heads the list, but its pig statistics for 1897 show a distinct shortage as compared with the previous year. Against this falling off, however, and a similar decline in Denmark and Sweden, must be set the increase in the case of the Dominion. Not only has the number of swine in Canada steadily grown, but, as Mr. Douglas goes on to point out:

It is safe to say that the coming rival of all other countries in the production of bacon is Canada. The attention given to the breeding of pigs by the agricultural authorities, and the enthusiastic co-operation of the farmers, are alike contributing to this result. "Pea-fed Canadian" is fast displacing Danish meats, and taking the leading place in the English market. No doubt the supplies from Canada will continue to increase by the same leaps and bounds as of late years, so long as the Dominion farmers devote as much attention to the quality of hog produced. It is said now that one house alone in Canada often kills as many hogs in one week as the whole of the Danish slaughteries. It will be noticed that there is a large increase in the number of hogs bred in 1891 as compared with 1881, and a still greater increase, in at least two of the Provinces, in the year 1897.

The supplies from Canada have indeed injuriously affected the market for Danish meats, and the future of the import trade certainly seems to lie with the Dominion and the United States. How far these opportunities are taken advantage of must rest largely with the Canadian farmer himself. For, although Mr. Douglas is naturally anxious to see greater attention paid to the industry in the Old Country, it is safe to assume that the demand here will continue to grow steadily and will leave a large proportion of the trade at Canada's control, whatever may be done by the English bacon curer.—The Canadian Gazette.

SLEE, SLEE & CO., Limited

Tower Bridge Works,

London, Eng.

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

Prices and samples on application to

CLARK, RAE & CO.,

49 King Street West

TORONTO, ONT.

Walter Northrop

Importer and
Exporter of

DRIED FRUITS

Dressing and Packing of
Currants a specialty.

Telephone 8015.

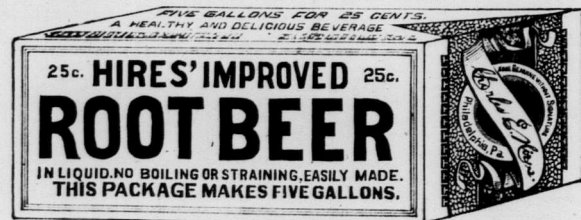
66 Esplanade Street
West

TORONTO

HIRES' ROOTBEER

Should be in every home, in every office, in every workshop. A temperance drink, more healthful than ice water, more delightful and satisfying than any other beverage produced. A money-maker for the retailer, and allows you a substantial profit. Sells for 25c. per bottle. For sale by all Wholesale Druggists and Grocers throughout Canada.

W. P. DOWNEY

20-20½ St. Peter Street, Montreal,
P.Q., Sole Agent for Canada.

BRANCH HOUSE:

40 Yates St., Victoria

A. BRENCHLEY

Manager

Representatives at

REVELSTOKE
AND
NELSON, B.C.

Cold Storage

At Revelstoke, B.C.

The warehouse belonging to the Dominion Government has been placed under our charge, and is open for the products of the Northwest at reasonable rates.

F. R. STEWART & CO.

Wholesale Provision Merchants

30 and 32 Water St.

VANCOUVER, B.C.

The "SAFETY"
ACETYLENE GAS MACHINE

The most simple and the safest machine made.

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

Every Machine Guaranteed.

Manufactured by.....

THE SAFETY LIGHT & HEAT CO.

DUNDAS, ONT.

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

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A 1 QUALITY

The highest grade of

TABLE OLIVE OIL

ever imported into Canada.



*



RAE'S FINEST SUBLIME OLIVE OIL

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

Write for sample lot and you will REPEAT.



The Best Quality in Jams, Jellies and Marmalades

Is known as . . .

Southwell's Pure Fruit

Experienced Manufacture.

Honest Value in every Jar.

Will bring New Customers to your Store.

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

Current Market Quotations for Proprietary Articles.

July 14, 1896.

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

JERSEY CREAM BAKING POWDER.

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

BLACKING.

P. G. FRENCH BLACKING.	per gros
1/2 No. 4	\$4 00
1/2 No. 6	4 50
1/2 No. 8	7 25
1/2 No. 10	8 25

THE F. F. DALLEY CO.

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

BERRY'S ENGLISH BLACKING.

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

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

THE ALPHA CHEMICAL CO.

Shoe Dressing— in 1/4 gross cases. Per Gross	\$ 22 00
French Oil in 3-doz. cases	22 00
Reliable Shoe Dressing	9 00
Ecliptic Combination	12 00
Moody's Ox Blood	12 00
" Chocolate	12 00
Alpha Chemical Co. French Castor Oil	9 00
Alpha Chemical Co. Refined Sweet Oil	9 00
Alpha Chemical Co. Turpentine	7 80
Moody's Non-Corrosive Inks	4 50

Shoe Blacking— in 1/4 gross cases.

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

Patent Stove Polish—

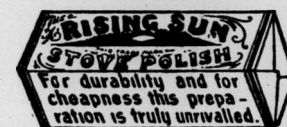
Sunlight Lead Bar's	2 25
Packed in 1/2 gross cases	
Sunlight Liquid, 1/2 gross cases	10 80
Moody's Black Lead 3's	4 25
Reliable Stove Pipe Varnish 1/2 gross cases	14 40

Quickshine Pipe Varnish	12 00
1/4 gross cases pressed top tins.	



Stove Polish—	
Quickshine Polish	9 00
Electric Crown Paste	8 00
Electric Crown Lead Bar	7 80

STOVE POLISH.



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

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

WHEAT MEAL

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

THE TORONTO BISCUIT & CONFECTIONERY CO. LIMITED,

A. W. Porte, President.

7 Front Street East, Toronto.

S. R. Parsons, Vice-President

FRY'S.		per lb.
Chocolate—		
Caracas, 1/4's, 6-lb. boxes	0 42	
Vanilla, 1/4's	42	
"Gold Medal Sweet, 1/4's, 6 lb. bxs	29	
Pure, unsweetened, 1/4's, 6 lb. bxs.	42	
Fry's "Diamond", 1/4's, 14 lb. bxs.	24	
Fry's "Monogram", 1/4's, 14lb. bxs.	24	
Cocoa—		
Concentrated, 1/4's, 1 doz. in box.	2 40	
" " " " "	4 50	
" " 1 lb.	8 25	
Homeopathic, 1/4's, 14lb. boxes	
" " " " "	1/2 lbs. 12 lb. boxes

JOHN P. MOTT & CO.'S.
(R. S. McIndoe, Agent, Toronto.)

Mott's Broma.	per lb.	0 30
Mott's Prepared Cocoa.		0 28
Mott's Homeopathic Cocoa (1/4's).		0 32
Mott's Breakfast Cocoa in tins.		0 45
Mott's No. 1 Chocolate.		0 30
Mott's Breakfast Chocolate.		0 28
Mott's Caracas Chocolate.		0 40
Mott's Diamond Chocolate.		0 23
Mott's French-Can. Chocolate.		0 18
Mott's Navy or Cooking Chocolate.		0 28
Mott's Cocoa Nibs.		0 35
Mott's Cocoa Shells.		0 05
Vanilla Sticks, per gross.		0 90
Mott's Confectionery Chocolate.	0 21	0 43
Mott's Sweet Chocolate Liqueurs.	0 19	0 30

COWAN COCOA AND CHOCOLATE CO.

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

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—		
1/2 lb. Packages, 15 or 30 lb. cases	0 27	
1/2 & 1/2 lb. " " "	0 27 1/2	
1/4 " " " "	0 28	
1/4 " " " "	0 29	
1/4 " " " "	0 29	
1/4 " " " "	0 29	
1/4 " " " "	0 30	
Bulk—		
White Moss, 10, 15 or 20 lb.	
Feather Strip, " " "	
Ribbon, " " "	
Special Shred, " " "	
Macaroon, " " "	
Crown Desic'd, 12, 20 25	
Special, " " "	

STANDARD COCOANUT MILLS.

Feather strips	18	21
Cream shredded	17	20
Standard	15	18
Macaroon	15	17
Dessicated	14	16
Shavings in packages	16	18
Cream shredded, 1/2 lbs.	25	28

COFFEE.

JAMES TURNER & CO.

Mecca.	0 34
Damascus.	0 30
Cairo	0 20

TODHUNTER, MITCHELL & CO.'S

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

EXTRACTS.

Dalley's Pure Fruit Extracts, 2 1/2 oz. bottles, all flavors

Dalley's Tropical Extracts, 2 oz. bottles all flavors

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

Crown Brand (Robert Greig & Co.)—

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



Robert Greig & Co., Montreal, Agents.

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

ROBINSON'S BARLEY AND GROATS.

Patent Barley, 1/2 lb. tins

Groats, 1/2 lb. tins

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.

Buckwheat Flour, 2 1/2 lb. packages, 3 doz. in case.

Pancake Flour, 2 lb. packages, 3 doz. in case.

Tea Biscuit Flour, 2 lb. packages, 3 doz. in case.

Graham Flour, 2 lb. packages, 3 doz. in case.

Bread and Pastry Flour, 2 lb. packages, 3 doz. cases

GELATINES.

KNOX'S

Sparkling calves foot, 2 qt. size

Acidulated, 2 qt. size

(Sold by all wholesale grocers.)

KEOPFF'S FAMILY GELATINE.

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.

1 " " " Red, " " "

COX'S

1 Quart size, per doz

2 Quart size, " " "

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

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

JAMS AND JELLIES.

SOUTHWELL'S GOODS.

Frank Magor & Co., Agents.

Orange Marmalade.	1 50
Clear Jelly Marmalade.	1 80
Strawberry W. F. Jam.	2 00
Raspberry " " "	2 00
Apricot " " "	1 75
Black Currant " " "	1 85
Other Jams " " "	1 55 1 90
Red Currant Jelly	2 75
(All the above in 1 lb. clear glass pots)	

LICORICE.

YOUNG & SMYLLIE'S LIST.

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (30 or 50 sticks) per box.	1 25
"Ringed" 5 lb. boxes, per lb.	0 40
"Acme" Pellets, 5 lb. cans, per can.	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars.	1 75
" " " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wetthey's Condensed, per gross, net \$10 80

per case of 3 doz., net.... 2 70

MUSTARD.

COLMAN'S OR KEEN'S.

D. S. F., 1/4 lb. tins

1/2 lb. tins

1 lb. tins

In Jars—

Durham, 4 lb. jars, per jar.

1 lb. " " "

F. D., 1/4 lb. tins

1/2 lb. tins

FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)

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

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb.

Dalley's Mustard, 1/2 lb. tins, 2 doz. in case, per doz.

Dalley's Mustard, 1/4 lb. tins, 4 doz. in case, per doz.

Dalley's Superfine Durham Mustard bulk, per lb.

1/2 lb. tins, 4 doz. in case, per doz.

1 lb. tins, 2 " " "

1 lb. jars, per doz.

1 lb. " " "

4 lb. " " "

1/4 lb. glass tumblers

Jersey Butter Color, 2 oz. bottles, per doz

1 gallon tins, per gal.

Celery Salt, 2 oz. bottles, silver tops, per doz.

Curry Powder, 2 oz. bottles, silver tops, per doz.

PICKLES---STEPHENS'

A. P. TIPPET & CO., AGENTS.

Patent stoppers (pints)

Corked (pints)

SODA.

COW BRAND

DWIGHT'S

SODA

per box

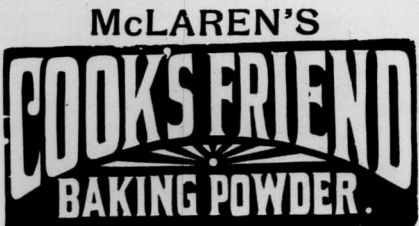
Case of 1 lbs. (containing 60 p'k'g's) \$3 00

" " 1/2 lbs. (" " ") 3 00

" " 1 lbs. and 1/2 lbs. (containing 30 1 lbs. and 60 1/2 lb. packages).... 3 00

Case of 5c. p'kgs (containing 96 p'kgs. 3 00

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



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

PURE SPRING WATER

WHITE SOUTHERN CORN

Can there be a better combination for Starch-making?
 Brantford Starch is made from Pure White Corn and Filtered Spring Water.

CHALLENGE CORN

That's why our Prepared Corn is so popular.

LILY WHITE GLOSS

That's why our Lily White Gloss is so white.

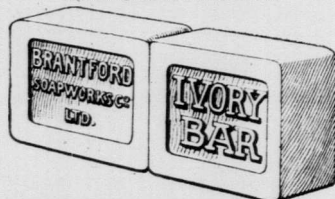
Handle the Best and the Purest. It Pays.

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

SOAP.



1 box and less than 5..... 4 00
 5 boxes and upward..... 4 00
 Freight prepaid on 5 box lots.



BRANTFORD SOAPWORKS CO.

Ivory Bar is put up in 1 lbs., 2 6-16 lbs., 3 lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 120 in box; Twin Cake, 1 1/4 oz. each, 100 n box.
 Quotations for "Ivory Bar" and other brands of soap furnished on application.
 A. P. TIPPET & CO., AGENTS per grs.
 Maypole Soap, colors..... 12 00
 " black..... 18 00
 10 per cent. discount on gross lots.

STARCH

EDWARDSBURG STARCH CO., LTD.

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

KINGSFORD'S OSWEGO STARCH.



(40-lb. boxes, 1-lb. pkgs., 0 08
 SILVER GLOSS 6-lb. boxes, sliding covers (12-lb. boxes each crate) 0 08 1/2
 PURE 4-lb. boxes, 1-lb. pack..... 0 07
 48-lb. " 16 3-lb. boxes..... 0 07
 For puddings, custards, etc.
 OSWEGO 40-lb. boxes, 1-lb. packages..... 0 07 1/2
 ONTARIO 38-lb. to 45-lb. boxes, STARCH 6 bundles..... 0 06
 STARCH IN Silver Gloss..... 0 07 1/2
 BARRELS Pure..... 0 06 1/2

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—
 Canada Laundry, boxes of 40 lbs..... 0 04 1/2
 Finest Quality White Laundry—
 3 lb. cartons, cases 36 lbs..... 0 05 1/2
 Bbls., 175 lbs..... 0 04 1/2
 Kegs, 100 lbs..... 0 04 1/2
 Lily White Gloss
 Kegs, extra large crystals, 100 lbs..... 0 06 1/2
 1 lb. fancy cartons, cases 36 lbs..... 0 07 1/2
 6 lb. draw-lid bx. 8 in crate, 48 lb. 0 07 1/2
 6 lb. tin enamelled cannisters, 8 in crate 48 lbs..... 0 07 1/2



Brantford Gloss—
 1 lb. fancy boxes, cases 36 lbs..... 0 07 1/2
 Brantford Cold Water Rice Starch—
 1 lb. fancy boxes, cases 28 lbs..... 0 09
 Canadian Electric Starch—
 40 packages in case..... 3 00
 per case..... 5 75
 Culinary Starch—
 Challenge Prep. Corn—
 1 lb. pkgs., boxes 40 lbs..... 0 05 1/2
 No. 1 Pure Prepared Corn—
 1 lb. pkgs., boxes 40 lbs..... 0 06 1/2

TEAS.

"SALADA" CEYLON.



Wholesale Retail
 Brown Label, 1s and 1/2s..... 0 20 0 25
 Green Label, 1s and 1/2s..... 0 22 0 30
 Blue Label, 1s and 1/2s and 1/4s..... 0 30 0 40
 Red Label, 1s and 1/2s..... 0 35 0 50
 Gold Label, 1/2s..... 0 44 0 60
 Terms, 30 days net.

RAM LAL'S (lead packages)



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

"KOLONA"



Ceylon Tea, in 1-lb. and 1/2-lb. lead packets, black or mixed.
 Black Label, 1-lb., retail at 25c..... 0 19
 " " 1/2-lb., " "..... 0 20
 Blue Label, retail at 30c..... 0 22
 Green Label " 40c..... 0 28
 Red Label " 50c..... 0 35
 Orange Label, retail at 60c..... 0 42
 Gold Label, " 80c..... 0 58
 Terms, 3 per cent. off 30 days.

CROWN BRAND.

(Ceylon in lead packages)

Wholesale Retail
 Red Label, 1-lb. and 1/2s..... 0 35 0 50
 Blue Label, 1-lb. and 1/2s..... 0 38 0 40
 Green Label, 1-lb..... 0 18 0 25
 Green Label, 1/2s..... 0 19 0 25
 Japan, 1s..... 0 19 0 25

TOBACCO'S.

EMPIRE TOBACCO CO.

Foreign—
 Ryal Oak, 2 x 3, Solace, 8s..... 0 58
 Something Good, rough and ready, 8 7/8..... 0 61
 Something Good, rough and ready, 7s..... 0 60
 Golden Plug, 3 x 6, 3 3/8..... 0 66
 Domestic Chewing—
 Currency, 13 3/4 oz. bars, spaced 9s, (10 1/2 to the lb.)..... 0 39
 Patriot, 2 x 6, Navy 5s..... 0 41
 Old Fox, Na-row 12s..... 0 44
 Silver Buckle, bright 8s..... 0 41
 Snowshoe, 10 3/4 oz. bars, spaced 8s, (12 to the lb.)..... 0 44
 Snow-hoe, pound bars, spaced 6s..... 0 44
 Cut Smoking—
 Leader, 9s, in 5 lb. boxes (10 bxs. in case)..... 0 32

WOODENWARE.

THE E. B. EDDY CO.

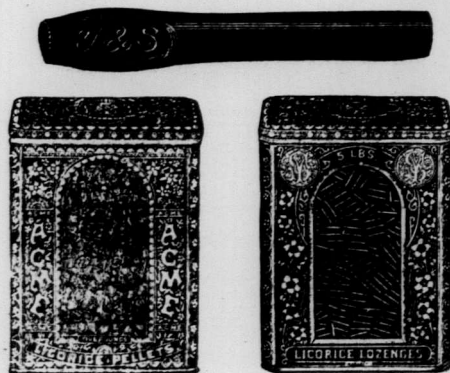
per doz
 Washboards, Planet..... 1 60
 " " X..... 1 40
 " " Special Globe..... 1 25
 " " Special Globe..... 1 50

Matches—
 5-Case Lots, Single Care
 Telegraph..... \$3 25 \$3 45
 Telephone..... 3 05 3 25
 Parlor..... 1 30 1 40
 Red Parlor..... 1 50 1 60
 Safety No. 1, wall box 1 40 1 60
 " No. 2, slide box 2 80 2 90
 " No. 3, capital..... 2 75 2 85
 Flammers, slide boxes..... 2 25 2 35
 " wax stems..... 3 20 3 30
 Tiger..... 2 65 2 85

BRYANT & MAY.

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

LICORICE..



We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, all sizes; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root, etc. In PLIABLE LICORICE, Triple Tunnel Tubing, Mint Puff-Straps and Navy Plugs. Write for illustrated catalogue.

YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.

THE CANADIAN GROCER

YES, INDEED!

I'm the man that makes that famous brand of Condensed Mince Meat, "Wethey's." Here it is



Always done up the same. Be sure you don't take a substitute. Your customers will know the difference, even if you don't.

J. H. WETHEY
Sole Manufacturer. St. Catharines, Ont.

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- Butcher and Grocery baskets.
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JELLY GLASSES

WE CAN SUPPLY THEM.

We think we can sell them at prices which will suit you.

Possibly we can save you some money.

It will cost you ONE CENT to get our figures.

You can't lose much.

Try it.

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PATERSON'S

ossesses a peculiariquancy, and is more generally used than other

SAUCES.

Paterson's Worcester Sauce is the best value on the Market.

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Manufacturers of the celebrated "PATERSON'S CAMP COFFEE ESSENCE," and "PATERSON'S 'EUREKA' PICKLES."

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ROSE & LAFLAMME, MONTREAL.



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GROCER STYLE

Size, width 52 in.
depth 30 in.
height 108 in.
weight 750 lbs.

Ash wood, antique finish, spruce lined, inside shellacked, 7 walls, 2 windows hung with weights, double glass. They are built complete and shipped set up.

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