

**PAGES
MISSING**

PUBLISHED
EVERY
FRIDAY

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

CIRCULATES
IN EVERY
PROVINCE

Mustard to Sell

is made with the idea of getting the largest possible profit.

Mustard to Eat

is **COLMAN'S**

The **Standard of Quality** for the **World.**



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

BISCUITS
ARE NOW PRODUCED IN
Several Hundred Varieties.
Recent Novelties are
FLORENCE WAFERS
AND
CREAM SANDWICHES
CHAS. GYDE, Canadian Agent, MONTREAL

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



Heinz Tomato Soup is a perfect blending of pure rich cream and tomatoes. An easy seller for grocers.

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

Canadian Agents:

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

Nothing succeeds like success !

Why are we successful ?

Why is it our business is increasing ?

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

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

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

R. & J. Ransford, Clinton, Ont.

“CHEAP---AND NASTY.

They mostly go together, and it is better in the long run to stick to **STANDARD** goods.

A party recently bought some canned Haddies at \$2.60 a case---he has them on hand yet.

They were **NOT** the reliable “**THISTLE**” **BRAND** which are highest quality that can be.

Another party bought **cheap French Macaroni**, and wondered why his customers ordered no more until he tasted it and found it sour.

It was **NOT** that well-known brand “**CODOU**” which is made **only** from **Russian Wheat**.

Perhaps the greatest disappointment has been to those who bought **PICKLES** labelled **to imitate LAZENBY'S**, which have a flavor all their own, and are the choicest goods packed in the British Empire.

LAZENBY'S now have their own **Registered Trade Mark** on all their goods, and imitation is no longer possible.

STANDARD GOODS

Please your customers best.
Pay best in the end.
Are all best advertised.

ARTHUR P. TIPPET & CO., Agents, Montreal and Toronto.

"MARIETTA, OHIO, April 19, 1897.

"THE COMPUTING SCALE CO.,

"DAYTON, OHIO.

"GENTLEMEN,—It took a good agent to sell me one of your scales. It would take a better one to purchase it from me. **It is not for sale.**

"I kept a memorandum of the **actual savings** made by its use, and in a special money box I found at the end of the **first month, \$7.03**; the **second month, \$8.30**; and the **third, \$8.04**. You can see that **it paid for itself.**

"My customers do not complain of paying for actual value received, and I think in my purchase from you I did better than that.

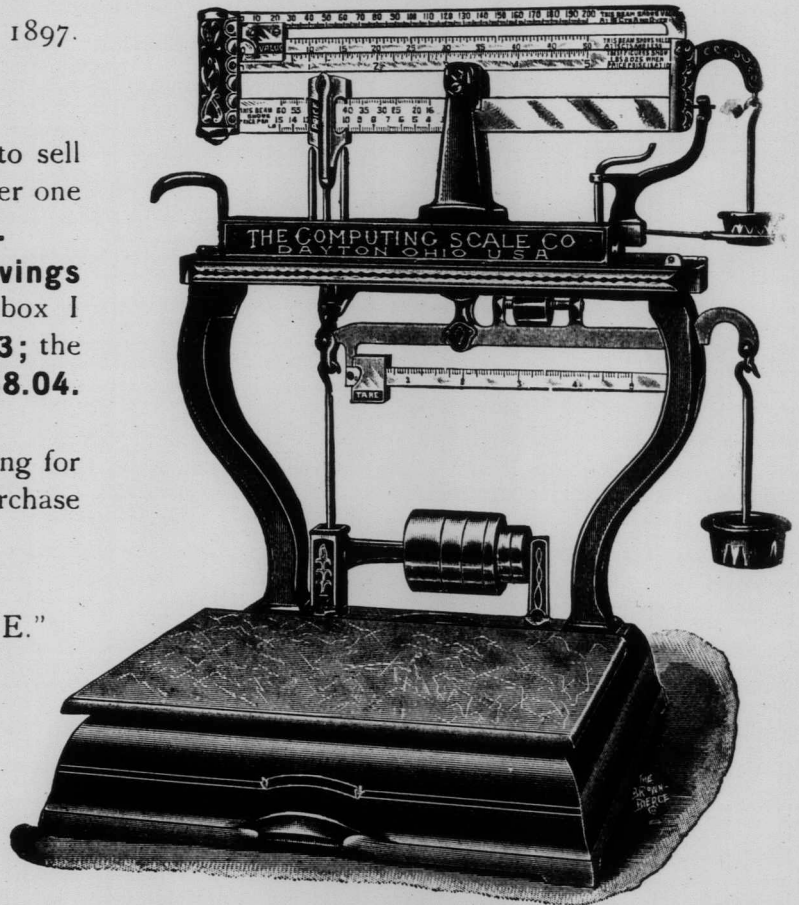
"Respectfully yours,

"CHAS. W. RIFE."

THE COMPUTING SCALE CO.

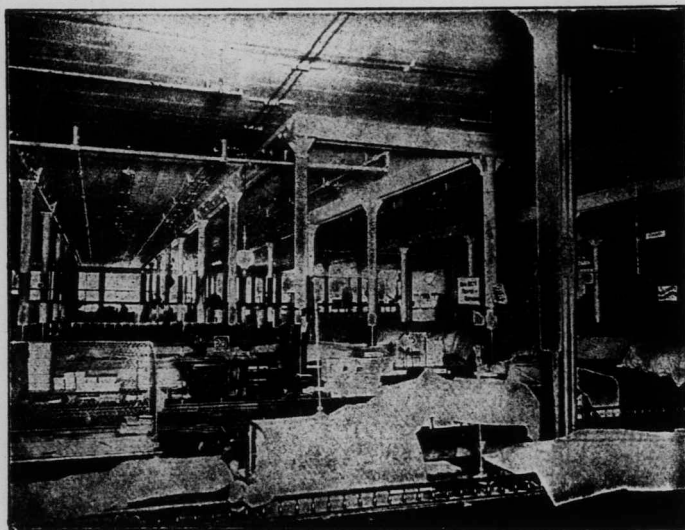
DAYTON, OHIO

or MONEY-WEIGHT SCALE CO., 47 State Street, Chicago, Ill.;
MONEY-WEIGHT SCALE CO., 142 Chambers St., New York,
N.Y., Sole Distributors; James A. Hossack, Dist. Agt., 1662 Notre
Dame St., Montreal, Que.; L. A. Davidson, Dist. Agt., 104 King
St. W., Toronto, Ont.



"LUXFER PRISM

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



EATON'S—WITH LUXFER PRISMS.



EATON'S—WITH PLATE GLASS.

WE REST OUR CASE

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

WRITE TO

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

Thinking and Acting!

There is no question about it, my Cigars stimulate trade. The grocer who sits down and thinks about this without acting will lose money, and good money, too.

The Cigars I particularly refer to are my "Pharaoh" 10 cent Cigar and my "Pebble" 5-cent Cigar—if a smoker knows what a good cigar is and how good one can be for 10 cents and for 5 cents, you can count upon selling that man these two brands of

Payne's Cigars

right along, month after month. But you must act and it will pay you to act quickly without thinking too much about it, because your competitor may get the trade away from you that you are trying to win. He may order my cigars before you do.

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

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

BEST EXTRACT

it is

"Crown Brand"

she means.

Manufactured and guaranteed by

The Greig Manufacturing Co.

456 St. Paul St, MONTREAL.

Have you tried "VALENTO" yet?

Select Back BACON.

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

F. W. FEARMAN CO.
LIMITED.
Hamilton.



MADE IN CANADA.

STOCK UP FOR EARLY FALL.

With Exhibition time near by, and the Fall Fairs to follow, the suggestion is plain that the grocer will want to stock up in many lines.

His list will not be complete if it does not contain "Sterling" Brand Pickles, which give completeness to any and every table—hotel, restaurant, or the home.

T. A. LYTLER & CO.
124-128 Richmond St. W., TORONTO, CAN.



CLEAN, BRIGHT, WHOLE SPICES

TILlicherry PEPPER	BATAVIA CASSIA
AMBOYA CLOVES	JAMAICA GINGER
PENANG MACE	JAMAICA PIMENTO
MUSTARD SEED	CAPSICUM
CELERY SEED	CORIANDER
CARRAWAY SEED	CARDAMON
CURRY POWDER	TURMERIC
	CELERY SALT.

FOR THE PICKLING SEASON.



LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, all sizes; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 to box. Write for illustrated catalogue.

YOUNG & SMYLLIE
BROOKLYN, N.Y.

Established 1845.

DUNN'S PURE MUSTARDS

are made from selected seeds; all shell is extracted. Sold in 10c., 1/2-lb. and 1-lb. tins. It will pay to write us at Hamilton, Ont.

"Finicky" Customers

Perhaps, once in a while a woman who is "finicky" will claim that Flake Barley porridge or pudding is tasteless, but that is because she does not salt the Flake Barley enough when it is cooking.

A word from **you** will set the "finicky" woman right—

Tillson's Flake Barley

Correctly prepared it is a light, wholesome, delicious summer cereal that will not heat the blood. And, too, there is a good profit for you in selling it.

is apt to be undersalted rather than oversalted.

The Tillson Co., Limited,
Tilsonburg, Ont.



The Pleased Housewife

is the body and soul of your business. Without her you cannot run your store. It's your business to see that she is satisfied with every purchase she makes. You'll find her wants in tea easily supplied if you always carry a plenteous stock of

CEYLON AND INDIAN TEAS.

They're Machine-made, therefore pure and cleanly.

Now in Store---Direct From Brazil

(Ex "Cyprian Prince")



Carload of
Very Fine
Choice, Flinty

RIO COFFEES

Specially low quotations in 5-bag lots.

Write us

W. H. GILLARD & CO.,

Wholesale Grocers, Importers of Fine
Teas and Coffees.

HAMILTON.

Are You Stocking

EIFFEL TOWER LEMONADE?

There is money in it.

Send a post card for free sample to

C. E. COLSON & SON,

Sole Agents,

MONTREAL

THE SAUCIEST OF SAUCES.

PATERSON'S
Possesses a
eculiar
iquancy, and is more
generally used than other

SAUCES.

*Paterson's Wor'ster Sauce
is the best value on
the Market.*



PREPARED BY—

R. PATERSON & SONS, GLASGOW.

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

Agents:—

ROSE & LAFLAMME, MONTREAL.



Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

**PICKLES
OF
ALL KINDS.**



**SAUCES
OF
ALL KINDS.**

THIS JOURNAL is the only one of its kind in Canada circulating extensively among Grocers and General Merchants in the Provinces of Nova Scotia, New Brunswick, Prince Edward Island, Newfoundland, Ontario, Quebec, Manitoba, British Columbia and the Territories. In using **THE GROCER** you cover the field.

PUBLISHED
EVERY
FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES
IN EVERY
PROVINCE

VOL. XIII.

TORONTO AND MONTREAL, AUGUST 18, 1899.

PLAN OF INCREASING PROFITS.

It has occurred to me that a method I use with my clerks in inducing them to put forth their best efforts to sell such goods as make a profit, instead of those which pay a less profit, may be of interest, writes "M" in *Grocery World*. The method has been very successful, and I have no objection to giving it to the other readers of *The Grocery World*.

In a nutshell, the plan is to offer the clerks an extra commission when they sell the goods which I select. All of my clerks are paid a salary, and it alone furnishes a fair compensation for their work. The commission is extra.

The way I go about the matter is this: Every Monday morning I make out a list of goods that I want to have especially pushed during the coming week. Often this list will contain the same goods week after week, but in addition to these there will often be new goods on which I desire a special effort made.

This list, or a copy of it, is given to each of my three clerks, and they are told that these are the goods that they are expected to push during the coming week. They are also told what their commission will be. This percentage is not always the same.

As an illustration of the method, I will use a familiar line of goods, viz., baking powder. I sell six brands, of which "Royal" is the leader. Besides "Royal" there is another cream of tartar powder, one alum, one phosphate and one cheap "scheme" powder. Several months ago I had a baking powder put up under my own brand. It is a pure cream of tartar powder, and just as good in every respect as the "Royal." Still, I had considerable difficulty in selling it, as it was not known at all.

My own powder cost me about 30c. per lb., and I sell it at 40c., which is a nice gross profit of 33 $\frac{1}{3}$ per cent. This is the best-paying baking powder I sell, and very naturally, it is the one I wish to sell the most of. Besides this motive, however, I have another motive in pushing another powder than the "Royal." I am an enemy of the trusts, and I believe every grocer must be also if he is to stay in business. But that, as Rudyard Kipling says, is another story.

My clerks are told that they will be paid an extra commission of 6 $\frac{3}{4}$ per cent. on every pound of our own baking powder which they sell. This figures up about 2c. per lb. They are also offered a good per cent. on a long list of other goods. Two cents on a pound of baking powder seems little, but in our business it amounts to something in the course of a week or a month.

The total commissions a clerk can make by pushing the whole list of preferred goods become a sum worth making when the month's totals are footed up. The commissions are usually paid monthly, as the clerks prefer it. One of my clerks will make, as an extra commission during July, somewhat over \$8, which is equivalent to an increase of \$2 per week. This is unusually good, and scarcely represents the sums usually made. The large extras this month come from three or four well-bought drives that I cleared a big profit on.

My clerks are made to understand that they are not to nag customers. The minute the customer shows that she cannot be persuaded to take the preferred article, the clerk has positive instructions to drop the subject. There seem to be surprisingly few

cases of this kind, however. It is astonishing what an influence three courteous clerks can exert when they are all working for the same goods. I find that when there were, say, 10 customers who did not respond willingly when the plan was first tried, there are not over five now. They are all coming around slowly.

This plan has worked a great change in my net profits. The plan was first put into operation in February, 1898. My business in 1898 was only 8 per cent. greater than in 1897, but my net profits were 15 per cent. greater, which I credit entirely to the plan. And in 1898 it was not working anywhere near so well as it is so far this year. The increase in the ratio of profits year, in proportion to the increase in business, will be much more marked than it was last year.

And a still greater advantage about this plan is that my business belongs to me, and not to the trusts and big advertisers.

CANNED CRABS.

A novel industry is being developed on the Eastern Shore, Md., according to an exchange. A packing company of Crisfield has discovered through their foreman, a process of canning soft crabs. This process has had a great effect on the crab business, and crabbers have had better markets this summer, and have made more money than for a number of years before. Restaurants and hotels find the canned soft-shell crabs much more convenient than the live goods. Green turtles and diamond-back terrapins are also being canned. Each can contains one Chesapeake diamond-back terrapin and the soup offered for sale is the excess from filling cans that contain terrapin. Hard-shell crab meat is also being canned, but this industry has been carried on for a number of years.

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.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

DANIELS & TILSON, general merchants, Burk's Falls, Ont., are offering to compromise.

J. H. Dery, grocer, Quebec, has assigned.

H. Lafkovitz, general merchant, St. Tite, Que., has assigned.

Robert Conn, general merchant, Thornbury, Ont., has assigned to James Glanville.

Lamarque & Benoit have been appointed curators of R. F. Bicknell, pork-packer, Montreal.

Amedee Dagenais, grocer, St. Henri de Montreal, has assigned to Alex. Desmarteau.

F. Gagnon & Fils, general merchants, etc., Baie St. Paul, Que., are offering 25c. on the dollar.

Mrs. J. A. Blondin, general merchant, St. Maurice, Que., has assigned to Lamarque & Benoit.

Frank L. Worden, grocer, etc., St. John, N.B., has suspended, and is endeavoring to compromise.

The creditors of M. W. Ridley & Co., general merchants, Wales, Ont., meet in Toronto on August 18.

A meeting of the creditors of J. & P. Vadeau, general merchants, etc., Grand Cascapedia, Que., has been called for August 21.

PARTNERSHIPS FORMED AND DISSOLVED.

T. Poupart & Cie., grocers, Montreal, have dissolved.

Roderick R. McKenzie and Thomas H. Hartigan have registered partnership as general merchants under the style of Roderick R. McKenzie, North Sydney, N.S.

John Wyman and Isaac Hipson have registered partnership as general merchants under the style of Wyman & Hipson, East Pubnico, N.S.

SALES MADE AND PENDING.

J. M. Wallace & Co., grocers, Moncton, N.B., are selling out.

A. W. Rennison, grocer, Comox, B.C., is offering to sell out.

Clinton J. Campbell, general merchant, etc., Duncan City, B.C., is selling out.

CHANGES.

A. Lemoine has started as cigar dealer in Ottawa.

C. E. Turner, grocer, Vancouver, has sold out to Samuel Copp.

Peter Robinson, grocer, Peterboro', Ont., has sold out to W. H. Gordon.

A. Carman, grocer, Brantford, Ont., has been succeeded by Oliver Clark.

T. Tamblyn, grocer, Palmerston, Ont., has been succeeded by Climie & Co.

J. W. Faulkner, grocer, etc., Hillsburgh, Ont., has sold out to R. H. Galbraith.

S. F. Pierce, general merchant, Cypress River, Man., has sold out to A. Sharp & Co.

Alex. R. Hargraft, grain dealer, Cobourg, Ont., has been succeeded by Chalmers & Pratt.

S. W. Moore, general merchant, Alberton, Ont., has sold out to Chas. Robertson, who will take possession on October 1.

Elizabeth Thibeau, wife of Albert Messier, has registered as proprietress of A. Messier & Co., tobacco dealers, Montreal.

FIRES.

Peter Weese, general merchant, Rossmore, Ont., has suffered slight loss by fire.

The storehouse of Armstrong & Co., general merchants, and the elevator and warehouse of Wm. Fuller, grain dealer, Inwood, Ont., have been burned.

CHEAPER THAN THE HORSE.

How soon will the grocer discard his horse for the automobile. The Scientific American says that, at a cost of 5c. for power, the total cost for 42 miles of one wagon, one driver and one boy, including interest on wagon, interest on stable rent, etc., is 387.77c., as against 428.54c. for the horse-drawn vehicle with two horses.

Hence, the cost per pound of delivery is 0.017c. less than the figures for the horse. But, in connection with these figures, it must be remembered that, while the horse averages 21 miles per day at 7 miles per hour, the automobile covers 42 miles at the rate of 9 miles per hour. Hence, the automobile can do the work of two horses in 1.34 hours less time, with a saving of 40.75c. per day on each 2,400 lb.

COMMON SOURCES OF LOSS.

At the recent grocery exhibition at London, England, a prize was offered for the best list of the 12 most common sources of depreciation in a grocer's stock. The winning essay read as follows:

Causes of waste and depreciation: 1, overbuying of perishable goods; 2, unsalable goods are always depreciating; 3, bacon cut up by inexperienced hands regardless of cost; 4, eggs are being kept too long in original, damp or musty packing; 5, oranges, lemons, etc., left in original cases; 6, bad stockkeeping is a source of great loss; 7, overbuying causes much depreciation and waste; 8, paper thrown away as useless; 9, string received with goods; 10, goods exposed in windows to sun; 11, sensitive dried goods allowed to remain in bags; 12, paraffin kept in barrel for use evaporates very much.

Means of prevention: 1, Be more careful in buying; 2, only buy actual salable goods; 3, only a man understanding bacon should be allowed to serve it; 4, should always be unpacked on arrival, and cracks sold at once; 5, these should be repacked immediately upon arrival; 6, keep a responsible man to look after it; 7, buy only present necessities; 8, all paper that arrives with goods it pays to string up again; 9, should be guarded with blinds, and not allowed to stay in too long; 10, should be kept in proper stock tins; 11, should be put into proper cisterns.—Exchange.

WHERE ARE THEY?

Back at work and will call upon you next week. Our "Kiji" Japans are in; also "Empire" Pekoe and Golden Tipped Pekoe Teas.

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

JAMES TURNER & CO., HAMILTON,

thank their customers for the liberal orders arriving by every mail, and their travelers, now enjoying well earned holidays, will heartily appreciate such action on the part of their friends.

THE WEATHER

Last August was the driest for 30 years; the indications for the present month are that this August will be very hot and dry also. When people are leaving town, sell them some "Reindeer" Brand Condensed Milk and Coffee.

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To Our Many Customers:

During the Holiday Season all Letter Orders will receive our special attention, and you can rely on prompt shipment. Prices always right.

T. KINNEAR & CO. 49 Front Street East, **Toronto.**

ABOUT CLERKS.

THE following opinions, written for an exchange by a merchant, are well worthy the attention of not only the clerks, but employers generally:

Help.—It is a mistake to employ clerks who do not properly look after their employer's interest. A customer gets his impressions of the house by the treatment he receives from its clerks. He may be repelled or drawn towards them.

Attracting Trade.—A business, to be successful, must have power to attract and hold custom. A clerk who fails to do his share in this direction is a positive injury, and should be dismissed.

Elements of Success.—The success of many men in business has not been solely their shrewdness, but ability to correctly read human nature and surround themselves with efficient and reliable help.

Qualifications.—Some of the qualities of the good clerk are loyalty to his employer, alertness in attending to the wants of customers, politeness and geniality of manner, honesty and industry.

Disloyal Clerks.—The disloyal clerk should be promptly discharged. He may be bright, intelligent and industrious, but he will do his employer harm. He will be

continually making unfavorable comparisons between his employer's business and others in the town, sparing no pains to inform those who will listen to his twaddle how much better the business might be run. Nothing suits him about the store and he scatters the seeds of discontent among his fellows.

Artful Dodgers.—The clerk who dodges out of sight when a customer enters, instead of approaching him with a smile and pleasant word, is also a hindrance.

Bashful Clerks.—It may be diffidence or natural disposition which keeps him in the background and allows his less experienced comrade to go to the front, but the employer should keep his eye on his men and encourage the timid ones to throw off their modesty and always be prepared to greet people promptly.

Courteousness.—Politeness and geniality go a long way in holding trade, but with it the clerk must be well informed and qualified to intelligently explain the goods he attempts to sell. Gruffness and curtness are calculated to repel buyers.

Punctuality.—Promptness in sending out parcels has much to do with the welfare of a business.

An Instance in Point.—A party bought some goods at a store and asked that they

be delivered that evening. Through carelessness of the clerk, however, who waited upon the lady the goods were not sent as requested. The next day was very rainy in the morning and it was supposed that noon would do. But before that time the customer, who probably thought the establishment considered her unworthy of credit, called and informed the salesman that he need not trouble to send her parcel, adding that there were other hardware stores in town, leaving the store without waiting for explanations.

THE ESSEX, ONT., TOBACCO CROP.

Latest estimates as to the acreage of tobacco in South Essex this year place the crop at 30 per cent. of last year's growth, but the turnout will probably reach somewhat over one-half of that grown last year.

Most of last year's tobacco is being picked up through South Essex by the different buyers. D. A. Wilson, tobacco expert, of Detroit, representing Mr. Riley, of Charlottetown, P.E.I., is purchasing this week in Gosfield South, and has managed to secure all the dark heavy tobacco in the township. He bought chiefly from Dr. King and Darius Wigle, the quality being Blue Prior. The St. Lawrence Tobacco Co. are among the new concerns making a



THE SCOTS GREYS

the famous British regiment,

and Imperial Cheese

both have the same motto—

“Second to None.”



IN STORE

See our samples.

NEW SEASON'S

Fine

Panyong, Moning, and
Pecco Congous.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

TORONTO

bid for Essex leaf. They want Burley chiefly. The L. E. & D. R. R. are already looking out for next year's shipments, and as soon as a fair estimate of the amount of crop on hand is received, they will erect two warehouses, one at Leamington, the other at Kingsville, for the purpose of storing and preparing the weed for shipment.—Amherstburg, Ont., Echo.

VARIED OPINIONS OF TEA.

How very ridiculous to us of the present day seem the early prejudices and opinions of some of those men who lived but a century ago, and whose professions and social position enabled them to regulate public opinion, writes J. A. Willison in *The New England Grocer*. The Dutch claim to have introduced tea into Europe early in the seventeenth century, and it seems hardly credible to us that the innovation of this innocent and refreshing beverage should have caused so much opposition and dismay among the people of the Old World.

Many virulent pamphlets were published against its use. Hollanders dubbed it "hay-water"; Patin called it "the impertinent novelty of the age"; Hanneman, in Germany, looked upon tea dealers as immoral men, lying in wait for men's purses and lives, and men of science advanced the

most absurd theories regarding this harmless shrub.

"The progress of this famous plant, however," says an ingenious writer, "has been something like the progress of truth, suspected at first, though very palatable to those who had the courage to taste it, resisted as it encroached, abused as its popularity seemed to spread, and established its triumph at last, in cheering the whole land from the palace to the cottage, only by the slow and resistless efforts of time and its own virtues."

In China, the native home of the plant, poets never tire of its praises. "Drink tea," says one, "and the animal spirits will be lively and clear." That this shrub has some quality which highly recommends it, is shown by its general use. The "bubbling and loud hissing urn" daily throws up its "steaming column" from nearly every American table as the liquor is poured into the cups. It is said that tea is drunk by more than half the population of the globe, and that millions of pounds are grown, sold and consumed every year.

Benjamin Franklin tells an amusing story of the queer notions some people of his day had of the manner of preparing tea. A family of his acquaintance received a small quantity of it as a Christmas present. They

had heard of tea, but knew nothing of how it should be used. In the first place, a portion of it was boiled in a pot, salted and peppered, and then the family attempted to eat the leaves. These they found very bitter and determined to try another method of cooking; so they put them into a pan and fried them. This was no better. Other ways were tried, but unsuccessfully, so the tea was laid aside as useless.

Thomas Garway, who first sold and retailed tea in England, as early as 1660, recommended it for the cure of all disorders. Many nobles, physicians, and others sent to Garway for the article and his method of preparing it. When first introduced into England, it sold as high as 60s. per lb., but now a fairly good tea can be bought at 60c. per lb., thus enabling other than the rich to enjoy "the cup that cheers, but does not inebriate."

A REMARKABLE ORDER.

Editor CANADIAN GROCER, — Believing you to be interested in any item of news, particularly progressive business, we give the following which refers to "Salada" Ceylon tea:

We have just received an order for 3,500,000 labels, and 3,000,000 cardboard cards for the "Salada" tea packages. This we believe to be the largest order ever placed in Canada, at any one time, by any firm, either in, or out of, the tea business.

We are, your truly,
The Harris Lithographing Co.
Toronto, August 14, 1899.

Our Roasted Coffees

are attracting the attention of the trade just now, on account of their delicious drinking qualities and low prices. If your coffee trade is not satisfactory let us have your order for a tin. We guarantee satisfaction.

100, 200 AND 300 AT 16c., 22c. AND 28c.

JOHN SLOAN & CO.

Wholesale Grocers.

TORONTO

COLLECTING OLD ACCOUNTS.

IT appears that an unpaid bill of long standing keeps the debtor away from the creditor's store as effectively as though a plague were raging there, says The Dry-goodsman.

How unfortunate it is that debtors who may be unable to pay, have not got the gumption to tell a merchant plainly that they are unable to pay their bills, that they will do so just as soon as they are able, and that until they are able they will continue to trade with their creditor and pay cash for what they buy. Action of this nature would rob bad bills and losses of their sting.

When a person fails to meet his bills, and through this cause ceases to deal with his creditors, the creditor should not hesitate to speak to the debtor regarding the matter, and say: "Mr. Can't Pay, you know you owe me for some goods bought of me. I realize the fact that you cannot pay me just now, but I know that you will do so just as soon as you are able. Now, I want you to keep on trading with me. Your cash trade is just as good to me as anybody else, and I believe I am entitled to it. I won't bother you about that bill. I know it will be all right some time."

If you succeed in getting their trade back, just treat them as though they didn't

owe you a penny. You may find it profitable.

Business rivalry in a town should not prevent the merchants in a town from having a little credit bureau of their own. They should exchange confidential reports to each other regarding the accounts and standing of the people in the community, but the privilege should not be abused by anyone.

When mortgages on crops are taken as security for goods sold it can hardly be considered a credit transaction, although many losses are entailed when crops prove failures. It would be advisable when a doubt exists as to the quality of such security to have an extension clause in the mortgage covering crops for two or more successive years. In this way a merchant continues his protection at least a year longer.

Many merchants cannot afford to give credit even though they may feel disposed to do so, because of their limited capital.

The refusal of credit should always be made in such a way as to give no offence to the person asking it.

Refusing credit in a cold or harsh manner reacts strongly to the disadvantage of a merchant, as those who are refused may speak ill of a merchant who refuses them, and being spoken badly of is not conducive to the profit or progress of any man, be he a merchant or not.

A very safe plan for a merchant beginning business, or even an old established one, to pursue is to limit his credit to an amount that will approximate his net profit on cash sales. By closely following this rule, he will be always in a position to keep up very satisfactory communication with his own bases of supply, and, should his merchant's creditors press him hard occasionally, he will find it very convenient to be able to show a stock of goods equal or excessive in value to the amount of the claims. A merchant will find this to be a splendid implement to extend the patience of his creditors should it be necessary.

Summing up the credit question, it may be likened unto a business tonic, which, used according to the directions of prudence and wisdom, proves very healthy to business, but used without much consideration and in an incautious manner, proves very disastrous and destructive.

WHAT IS VINEGAR?

The word vinegar is derived from the French "vinaigre," which literally means sour wine. The vinegars of commerce are divided into two classes, says an exchange. In one class, the sugar of various substances is changed by fermentation into alcohol, and the latter is again changed into acetic acid by another ferment.

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mycoderma aceti. The vinegars from wine, malt, cider and sugar belong to this class. The other kind, pyroligneous acid, is obtained by the distillation of wood. When wood is heated in iron retorts, out of contact with air, gases are evolved, and water, tar and other products are collected in receivers, while the coke or charcoal remains behind. From the liquor, on rectifying, acetone, wood alcohol and acetic acid are separated and purified. The wood vinegar, or spurious vinegar of commerce, is made by diluting this acetic acid with water, and coloring it with caramel, to match the appearance of malt and other standard vinegars.

SNOBBERY IN TRADE.

A Boston daily recently asked: "Why is it the grocermen show undisguised contempt for each other in the presence of a customer?" This question might be capped by another, in the following form: Why do many grocers invite popular contempt for their business by showing symptoms of being ashamed of it?

The word "grosser," the original form of "grocer," explains New York Merchants' review, meant a dealer in gross lots—a

large dealer—and if any business ought to inspire pride in those belonging to it and respect in outsiders, surely it is a business with such an origin.

An elderly farmer of considerable means, having disposed of his farm and bought out a local grocer—because he thought the grocery business was easy and remunerative—was as successful as his most sanguine friends could expect, but still did not seem to be happy. One day, an old neighbor, meeting the ex-farmer in the street, asked him how he liked the grocery business. "Don't like it at all," was the reply. "When I had my farm, everybody in the place was glad to see me, and if I called upon them I was received at the front door and ushered in with welcome words. When I call now, I have to go to the back door, for a visit at the main entrance wouldn't be relished, and, moreover, would set all the necks acraning in the supposition that I was on a dunning trip."

The ex-farmer, indeed, could not be consoled; before, he had been somebody; now, he was only a grocer—the haunter of back doors and the butt of popular satire regarding the surreptitious uses of building material as an ingredient of sugar.

The ex-farmer, it has been seen, took too

gloomy a view of his position, and yet it must be admitted that in the newest circles of society the credentials of a grocer would not insure the applicant a very warm reception, unless he could point to a heavy bank balance.

For the existence of this feeling, however, the grocers themselves are answerable, because so many of them have shown a disposition to look contemptuously upon their means of livelihood and to leave it as soon as an opportunity in a more "genteel" occupation presents itself.

WINNIPEG'S JULY TRADE.

During July last Winnipeg exported goods to the value of \$167,859, as compared with \$112,015 in 1898, showing an increase of \$55,844, almost 50 per cent.

In the same month the imports of that city amounted to \$766,279, as compared with \$698,927 last year, showing an increase of \$67,352, or about 10 per cent.

PERSONAL MENTION.

—Mr. M. A. Ewing, of S. H. Ewing & Sons, Montreal, and R. Blechynden, Colombo, Ceylon, were in Toronto on business this week.



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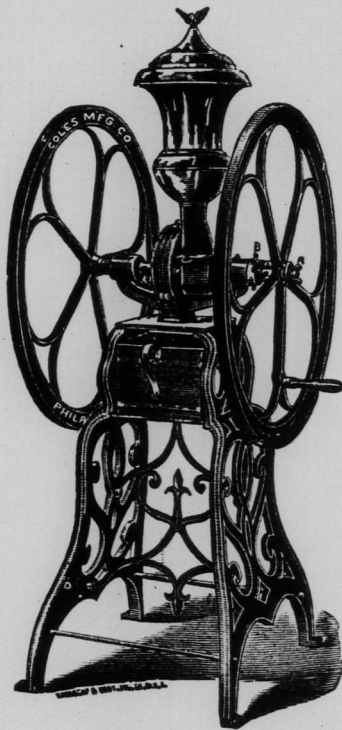
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SCOTCH HERRING FISHING.

ACCORDING to recent advices from Aberdeen, the Scotch herring fishing at the various stations on the coast of Scotland was prosecuted under very adverse conditions, and, as a consequence, the results are very discouraging to the fishermen, curers and all concerned. Indeed, the herring catch on the east coast so far is described as a failure, and not since the year of 1888 have matters been as bad as they are at present. The first week of the season only made a total of 6,000 crans for the east coast, exclusive of Orkney and Shetland. The second week was better, but the result came to the small total of 10,000 crans. It is estimated that the herring catch for the season will amount to over 250,000 crans. At the P.A.F. stations alone the decrease is estimated to be about 190,000 crans. It can hardly be said, however, that the failure is due to the scarcity of fish, for the conditions have never been the least favorable to overcome their scarcity or not. The calm weather alone is to blame for the disastrous

results, for, if the boats had got to the desired fishing ground, they would have never been able to return with their catches. For days, if not for weeks, the experience along the coast has practically been "no stir in the sea," and what the fishermen desiderate is not only wind for their sails, but that the sea itself should be stirred up.

While, as yet, things have not taken definite shape along the east coast, but have proved, so far, a failure, it must be tantalizing to fishermen and curers to see such good fishing being experienced at Stornoway and Shetland. The week's fishing in Shetland ran up to the splendid total of 21,700 crans, which now makes the catch to date 154,670. A large number of east coast boats, learning of the success which had attended the fishing in Shetland during the week, were induced to return to Lerwick, and have since been doing well. Peterhead and Wick curers have also commenced operations there. Since it has become known in Germany that the Shetland full herrings have been so plentiful, a reduction in price has followed, but mediums and matties are obtaining former rates, or nearly so. The latest quotations from Stettin and other important centres are: Fulls, 28 to 30 marks per barrel; mediums, 26 to 27, and matties, 24 to 26. At the end of the week, a considerable number of the east coast boats left for home, and they will make a start at the fishing during the present week.

As a result of this condition of affairs, the packers in Scotland look for high prices on Scotch fish delicacies, and some of them have advised their agents that offers will only be accepted subject to confirmation at the date of shipment.

A CANNED CORN SYNDICATE.

According to sales agents in Montreal, a syndicate has been formed in Western Ontario which now controls over 100,000 cases of this season's pack of canned corn, the latest purchases being on the basis of 72½c. per dozen. Of course, if they are successful in controlling the output, higher prices will rule, but buyers and jobbers generally say that the scheme has been tried before and that the effects were only temporary, the range of artificially stimulated prices being of short duration.

Accordingly, though willing to operate at a reasonable level, they will not concede extreme prices.

UNITED STATES BUTTER EXPORTS.

THE Agricultural Department of the United States has been devoting considerable attention to the export butter trade of that country. This trade has not developed; in fact, it has retrograded in the past three years.

In 1880 the United States, according to The New York Journal of Commerce, exported 39,000,000 lb. of butter. Since then these figures have never been equalled, and rarely approached. The highest figure of recent years was that of the fiscal year ending June 30, 1897, when 31,690,025 lb. were exported. This fell in 1898 to 25,690,025 lb., and in 1899 to 20,247,997 lb.

The British market is, of course, the greatest consumer of butter. That country, in 1897, the big export year of the United States, imported 3,217,801 cwt. of butter. Of this, 1,334,728 cwt. were brought from Denmark; 154,196 cwt. from the United States; 109,402 cwt. from Canada, and 1,619,475 cwt. from all other countries.

These figures are conclusive evidence that exports from this side of the Atlantic are a very small percentage of the total import of Great Britain, the United States sending but 5 per cent. and Canada but 3 per cent. of the whole importation in that year.

While the exports from the United States have fallen off over 30 per cent. in the two fiscal years since 1897, the exports from Canada have much increased. Last year we sent a few thousand dollars worth less than in 1897, but the exports from Montreal from the opening of navigation to August 9, have been 162,559 packages, as compared with 73,276 packages up to the same time last year, showing an increase of 121 per cent. for the period.

From the inquiry made by the United States Agricultural Department, the conclusion is drawn that the reason the United States export butter trade does not grow is that the butter producers are indifferent to the trade, and, as a consequence, there is neither a continuous supply for export nor good refrigerator service between United States ports and Great Britain.

BRIGHT TRADE CONDITIONS IN CANADA.

It is no exaggeration to say that never in the history of the Dominion were the trade conditions so good or the auguries for the future so promising.

The manufacturing industries have certainly never before reached such a high state of development, and they were certainly never so busy.

The difficulty with them now is not the securing of orders, but the filling of them. This is true of every branch of the manufacturing trades. Then merchants, wholesale and retail, have not much cause for complaint. They have, for some months, been experiencing a brisk trade, while payments have been as satisfactory as they have probably ever been.

The agricultural industry, which is after all the chief industry in the country, is in a better condition than for many years. The price of wheat is 1c. per bushel lower than it was a year ago, but cheese, butter, eggs and bacon are dearer than they have been in August during the last six years. In fact, one of the best evidences as to the condition of the farmer is the general manner in which he is repairing old buildings and constructing new.

The lumber industry is perhaps not as brisk relatively as most of the other staple industries of the country, but a good business, and one that is decidedly the best for some years, is being done. The demand, both at home and abroad, is better. Mail advices from Liverpool show that from January, up to July, the aggregate tonnage of lumber received from British North America was about 27,000 tons in excess of the same period last year. The exports of lumber the produce of Canada during the fiscal year ending June 30 last were \$28,025,487, compared with \$26,533,060 the preceding year, an increase of \$1,492,427, or nearly 5 1/4 per cent.

Turning to the mining industries, they are beyond all peradventure in a more active condition than ever. This is particularly true of the gold, coal and copper mines.

One of the best barometers as to the commercial condition of a country like Canada

is its railways. And in the reading of these we again find food for satisfaction.

The gross earnings of the two great systems in the country aggregated, for the seven months ending July 31, \$29,171,761, against \$26,887,880 for the same period in 1898. The earnings of the Grand Trunk were \$14,116,398, against \$13,240,498, and of the Canadian Pacific, \$15,055,363, against \$13,647,382.

Still another reliable trade barometer is the bank clearings. Leaving out of the comparison the cities of Victoria and Vancouver, which in 1898 had no clearing houses, we find that the aggregate clearings for the seven months ending July 31 were \$874,737,024, an increase of 9.5 per cent. over the same period in 1898, and of 26.5 per cent. over 1897.

Turning to the exports of goods, the product of the Dominion, for the fiscal year ending June 30 last, the aggregate figures are not as favorable as those of the preceding year, being \$6,726,588. But when one comes to analyze the figures there is more in them for congratulation than for commiseration. Here is a table showing the exports, for the two years, of home products, exclusive of bullion and coin:

	1898.	1899.
Mine.....	\$13,998,655	\$13,351,064
Fisheries.....	10,793,852	9,947,957
Forest.....	26,533,060	28,025,487
Animals and their products.....	44,242,825	46,688,229
Agricultural products.....	33,234,004	23,014,314
Manufactures.....	10,455,289	11,457,162
Miscellaneous.....	146,894	201,478
Total.....	\$139,402,279	\$132,675,691

The decrease, it will be noted, is more than accounted for by the falling off in "agricultural products." And the depreciation in the latter is neither due to the want of a market abroad or the want of the material to export: It was due to the activity of the home demand and to the fact that farmers were in a better position to hold their wheat and did so. And many of them are holding it yet. The increase of over \$2,400,000 in animals and their products, of \$1,500,000 in products of the forest, and of over \$1,000,000 in manufactured goods may be accounted pretty good salvage for the decrease in other particulars.

But if that should not be sufficient it might be pointed out that the total export trade of the United States also fell off during the past fiscal year. And yet we know that the commercial activity experienced by the country during the fiscal year 1899 was the greatest in its history.

AN UNBUSINESSLIKE HOUSE.

If the business transacted during the session of the Dominion Parliament just closed, was in proportion to the length of the session, the country would scarcely suffer if the House did not meet again for two or three years. But, unfortunately, there was no such proportion.

The House was in session five months, and the solid business transacted during that time could easily be crowded into five weeks.

The members were sent there to transact business, but business was the exception and party strife the rule. And in the party combats some of the members managed to keep their tongues going as many hours a day as a laborer is expected to wield his pickaxe.

The average member seems to have about as little concern for the business interests of the country as he has for the welfare of the party on the other side of the House.

The people of this country do not send representatives to Ottawa to rehash stump speeches which have already probably been rehashed a score or more of times. Neither do they send them to pass resolutions to prove the loyalty of this country to the Empire. The Empire is already possessed of the proof of this. Nor did they send them to the capital to libel each other in a way that would land them in goal if uttered outside the precincts of the House. They sent them there to do business. Because they did those things which they ought not to have done and left undone the things they ought to have done they are deserving of the strongest censure. And the business men in every constituency throughout the country should not hesitate to express to their respective representatives their displeasure at the unbusinesslike practices which were so characteristic of the last session of Parliament.

DECLINE IN RAW SUGAR.

HERE has been a heavy and abrupt decline in the price of raw beet sugar in London during the past ten days. On Wednesday, of last week, beet was quoted at 10s. 9 $\frac{3}{4}$ d. for August, and 10s. 6 $\frac{3}{4}$ d. for September delivery, these figures representing a decline of 1 $\frac{1}{2}$ d. to 2d. on the previous week. Since then prices have slumped off still further, cables on Tuesday quoting August 4 $\frac{1}{2}$ d., and September 3d. lower, at 10s. 5 $\frac{1}{4}$ d., and 10s. 3 $\frac{3}{4}$ d. respectively. The aggregate decline, therefore, since the easiness set in has been from 6d. to 6 $\frac{3}{4}$ d. This easiness has, however, been solely confined to beet stock, for raw cane sugar has ruled steady all along in London, while beet was falling. On Tuesday, Java was cabled at 12s 9d., and fair refining, 11s. 9d., the identical prices at which they stood ten days ago. The refined article, both in Canada and the United States, has as yet been unaffected by the easiness in beet at London. In fact, the Montreal refiners are holding prices firm at the former rise, and assert that if the demand is maintained in its present volume at any length, the trade need not be surprised if another advance in price is made. This independence on their part is due to the fact that their stock of refined is unusually low. The cutting between jobbers in Montreal has also been abandoned, and the market generally is in a more satisfactory condition than it was two weeks ago.

A SAFE VOTING MACHINE.

THE revelations at recent election trials have helped to bring into prominence the voting machine invented by John Addell, grocer, Harriston, Ont. This machine is a numerical recorder, the voter pulling out a handle under the designated name of whom he wishes to vote for. The pulling out of the handle moves a drum which displays one consecutive number for each time the handle is pulled out, and the drum will not move again or change its number, however often the handle may be pulled in or out, until the returning officer has moved a lever at the back or end of the machine. In fact, the returning officer has, by means of a lever, to set the mechanism of the box so that each vote recorded, and a voter can only operate one handle at a time, as the fact of

pulling out one handle, locks all the rest of the handles of the box.

Special committees of the House of Commons have examined this machine, but, though the reports were all favorable to it, the box has never been adopted, as it would necessitate a complete change in the mode of voting.

The number of those who believe it would be beneficial to change our mode of voting, if by so doing ballot-stuffing would be made impossible, has increased greatly of late.

BETTER THAN THE KLONDYKE.

Two years ago the wheat crop of Manitoba and the Northwest Territories was placed at 16,000,000 bushels. Last year it was about 25,000,000 bushels.

This year, it is estimated by competent authorities, such as W. W. Ogilvie, the Montreal flour miller, that the crop will be at least 40,000,000 bushels, and, if favorable weather continues throughout the next few weeks — the harvesting period, the production will be fully 50,000,000 bushels.

The wonderful wealth of the Klondyke has often been extolled of late. This year the clean-up is estimated at between \$12,000,000 and \$20,000,000.

It can be seen at a glance that the wealth of the wheat areas of the Northwest is still greater than the golden regions in the valley of the Yukon.

What this remarkable development of our wheat areas means to the business men of both Western and Eastern Canada will be harder to figure out. One of the first results of good crops is always increased demand for the necessities and luxuries of home life. And this case is not likely to be an exception.

LIVE HOGS DEARER.

In the past ten days the price of live hogs has advanced from \$5.25 per cwt. to \$5.62 $\frac{1}{2}$, an advance of 37 $\frac{1}{2}$ c. This advance has been made possible by the strengthening tone of the British provision market. The difficulty of securing sufficient supplies of hogs of the right size has also helped to cause prices to stiffen here.

The natural result of these advances will be a rising provision market. Hams are this week $\frac{1}{2}$ to 1c. per lb. dearer than they were a week ago.

A SILLY ARGUMENT PRICKED.

AS everyone who has at all studied the matter knows, the route to China and Japan is much shorter from Vancouver than from San Francisco.

This fact has made the Canadian route to the Orient so popular as to incur the displeasure of some of the newspapers in California. Naturally, they have been looking for arguments in favor of the route from their own country. And the conclusions the Seattle and San Francisco papers have arrived at are to the effect that, while the Canadian route is the shorter geographically, this is minimized by the fogs and storms which are alleged to prevail on the northern route.

If this were so, the time occupied by the steamers, in making the respective routes, would reflect it. But figures which have recently been published show that they do not. The following table gives the average time taken by the steamers on the Canadian route during the years 1895 to 1898:

	West-bound.		East-bound.	
	Hrs.	Min.	Hrs.	Min.
1895.....	303	41	285	10
1896.....	303	30	286	32
1897.....	298	30	287	44
1898.....	302	32	287	10

Now the schedule time of the boats running from San Francisco and Yokohama via Honolulu is as follows: West-bound, 439 hours; east-bound, 363 hours. On the basis of this time and the distance via Honolulu the schedule time between San Francisco and Yokohama direct would be; West-bound, 425 hours; eastbound, 351 hours. The speed of the San Francisco lines, according to their schedule is: West-bound, 12 $\frac{1}{2}$ knots; east-bound, 12.9 knots.

The boats running from Vancouver, which are of course owned by the C.P.R., easily maintain an average speed per annum of 14 $\frac{1}{2}$ knots west-bound and of 15 knots east-bound.

If the Seattle and San Francisco papers want to create arguments that will tell against the Canadian route to the Orient, it is obvious they will be compelled to construct it out of better material than they have hitherto.

Perhaps we may be able to help them. Everyone knows the air of the ocean is pure and bracing, and that, therefore, the longer you are on it the better. We merely suggest this as an outline. The San Francisco and Seattle papers can do the filling in.

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MARKETS AND MARKET NOTES

GROCERY QUOTATIONS BY WIRE.

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

ONTARIO MARKETS

TORONTO, August 17, 1899.

GROCERIES.

GENERALLY speaking, there is a lull in the wholesale grocery business just now, the withdrawal of western Ontario travelers from the road causing quite a reduction in orders. After the travelers start out again, on Monday, a lively trade is looked for. Sugars are comparatively quiet, as just now is between preserving seasons. Berries are nearly all preserved, and the larger fruits have not yet commenced to arrive freely enough for preserving. There is a stiffening feeling in the canned goods market. The general opinion seems to be that the salmon pack will be considerably smaller than that of last year. The dry weather is interfering with the growth of tomatoes and corn, and is causing a stronger feeling for these vegetables. There is no change in prices. The tea market continues strong with steady business doing. The Sultana raisin market opened in Smyrna rather higher than last year, but a subsequent cable states that prices will be lower than ruled last season. The first shipments of currants will be made at a lower basis than was the case last year. Californian prunes are beginning to move in carload lots. Prices are about the same as a year ago.

CANNED GOODS.

The feeling continues to strengthen. Reports from salmon-packers at the Coast are conflicting, but the general belief is that the pack will be considerably lighter than that of last season. The hot weather is deterring the growth of corn and tomatoes and causing a stiffening in the feeling regarding prunes. In many cases quotations for future delivery of tomatoes have been withdrawn, and it is doubtful if purchases could be made under 85c. Corn is unchanged, wholesalers all quoting 75 to 80c. for future and 95c. to 1 for present delivery. Peas are steady at 75 to 80c. There continues a good sale of canned meats, etc., at unchanged prices.

COFFEES.

A moderate, but steady, trade is being

done. The feeling regarding price continues steady.

SUGARS.

The demand is somewhat quieter than it has been, but a general improvement is looked for when the larger fruits, apples, pears, peaches, etc., are ready for preserving. The London market shows an easier feeling in raw beet sugar. This, however, is generally thought to be due to manipulation on the part of speculators. Locally the feeling is firm, but prices are unaltered. The Guild price is \$4.65 Toronto for St. Lawrence and Redpath refined sugars and \$4.60 for Acadia. Foreign granulated is quoted at \$4.60 Toronto.

TEAS.

A cable just received from Shanghai, states that the offerings of low-grade tea at that port are small, and that prices are higher than last year. Firsts and seconds are expected to sell at about the same price as was paid at the opening a year ago.

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

Japan tea is commencing to move in moderate quantities at prices 1c. above last season's. Supplies of Ceylon tea are coming to hand slowly, with a general firmness, especially in the lower grades.

FOREIGN DRIED FRUITS.

CURRENTS—Cable advices just received quote currants by shipment on first boats at prices rather lower than a year ago. Buyers, however, are holding off for still lower quotations.

SULTANA RAISINS — Samples of early arrivals of Sultana raisins, which are now arriving at Smyrna, have been received in Toronto. This fruit, being of the first arrivals, is somewhat immature, but was readily bought at comparatively high prices. Cable advices since received state that prices at the real "opening" of this season were just about the same as those of last year, but that lower quotations are looked for. Late advices state that recent rains and cool weather have greatly improved the crop prospects.

PRUNES — Buyers are commencing to freely operate in Californian prunes, and several carload orders have been passed at prices above last season's range.

GREEN FRUITS.

The heavy receipts of tomatoes are the feature of the market. It is estimated that between 4,000 and 5,000 baskets of tomatoes were received at the Scott street market on Tuesday. This has brought the price to 15 to 20c., a decline of 5c., which so increased sales that this large amount was well cleared out by Tuesday night. Some canners have commenced operations, and others are expected to begin in a few days. The present indications point towards a large crop this year, yet prices are likely to keep firm after the canners are purchasing freely. The dark variety of early peaches are done. The light earlies, known as "Rivers," are offering freely at 20 to 35c., a decline of 5c. from last week's quotations. Canadian Bartlett pears are starting to arrive in fair quantities, and sell readily at 40 to 50c. per basket. The most of those in are not fully ripened, however, and prices are likely to be dearer when the ripe stock arrives. Common early pears sell readily at 25 to 40c. Canadian plums are coming in large quantities, and are in good demand at 30 to 50c., a decline of 20c. The large receipts of poor bananas have brought the price of common grades to \$1, a decline of 25c. Bunches of this fruit that can be shipped safely are steady at \$1.50 to \$1.75. Red currants and gooseberries are done. Huckleberries are coming in very large quantities, and, though the demand is good, prices have been reduced 10 to 15c. There is a glut of inferior muskmelons, but good stock sells well. Watermelons are selling in good style at 15 to 25c., a decline of 5c.

COUNTRY PRODUCE.

EGGS—The decline noted last week was but temporary, lasting but a day or two. Prices have again advanced to 13 to 13½c., though some lots are still sold at 12½c. The home demand keeps pretty good, almost absorbing all arrivals. The export trade being done is light, because of the high prices here.

BEANS—Practically nothing doing. Prices are nominally \$1 to \$1.10 for hand-picked and 80 to 90c. for ordinary stock.

POTATOES—The feeling is slightly firmer, because of the arrival of better stocks. The demand is good and prices are 5c. dearer for best stock, the range now being 50 to 60c. per bushel.

VEGETABLES—Cauliflower is 25c. to 50c. dearer. Cucumbers are 5c. to 10c. cheaper. Butter beans have declined 25c. per bushel. There is a good demand throughout, with



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tomatoes, butter beans, green cucumbers, and corn arriving more freely. We quote: Cauliflower, \$1 to \$1.50 per doz.; Rhubarb, 15 to 20c.; radishes, 15c. per dozen bunches; corn, 8 to 10c. per doz.; vegetable marrow, 40 to 60c. per doz.; green onions, 5 to 10c. per doz.; celery, 50c. to 75c. per doz.; lettuce, 20 to 25c. per doz. bunches; cabbage, per doz., 30 to 50c.; parsley, 20 to 25c. per doz. bunches; green cucumbers, 5 to 10c. per doz.; new beets, 10 to 15c. per doz. bunches; parsnips, 40 to 60c. per dozen bunches; carrots, 20 to 30c. per doz. bunches; green peas, \$1 to \$1.10 per bag; butter beans, 75c. to \$1 per bushel; tomatoes, 20 to 25c. per basket.

BUTTER AND CHEESE.

BUTTER—There seems to be no let-up in the stiffening of butter values. A better feeling and prices on the British market this week has resulted in advances of 1c. in all grades of both creamery and dairy. Prices of all grades are now at a higher basis than they have been at any time during August in six years. The home demand keeps large, and local dealers compete energetically with exporters for supplies. Dairy pound prints are now quoted at 17 to 18c.; best tubs at 16 to 17c.; second grade tubs at 12 to 14c. Creamy tubs and boxes are worth 19 to 20c., and prints and squares, 21 to 22c.

CHEESE—The cheese market also shows a steadily stiffening tendency. An advance of ½ to 1c. is noted this week, the local prices being at present 10½ to 11c. per lb. On cheese boards, from 10½ to 10 3/16c. is commonly paid. Some exporters are talking of 12c. September cheese, and the outlook at present seems to favor such prices. The

local demand is good, considering the high prices ruling.

FISH.

The scarcity of the past few weeks is still interfering with sales. Trout and whitefish, which are especially scarce, are ½c. dearer this week. We quote: Trout, 8c.; whitefish, 7½ to 8c.; maskinonge, 8c.; pickerel, 7½c.; perch, 4c.; herrings, 4c.; halibut, 12½c.; steak cod, 7c.; haddock, 5c.; cod in 1-lb. blocks, 6½ to 7c. per lb.; boneless fish, 4 to 4½c. per lb.; boneless fish in 1-lb. blocks, 5½ to 6c.

PROVISIONS.

The price of live hogs continues to go higher, an advance of 12½c. bringing the price now up to \$5.62½ per cwt. This advance is a result of better feeling and prices in the British market, which is taking all Canadian offerings at steadily improving prices. As this clears up all surplus stock, the competition for home trade by packers is not keen, as it is difficult to secure sufficient hogs to supply demand. The price of all hog products, therefore, is firm, with an advance of ½ to 1c. in hams, which are now selling at 12½ to 13½c.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—There seems to be a rather easier feeling, yet prices are well maintained at 68c. outside for both red and white. A fair delivery is noted on the street market with prices steady. We quote as follows: Wheat, white and red, 71c.; goose, 68c.; peas, 62 to 65c.; oats, 34 to 35c.; barley, 43 to 44c.; rye, 51 to 53c. No. 1 hard Manitoba wheat is unchanged at 80c. Toronto.

FLOUR—There is a moderate business doing. Prices are unchanged. We quote as follows: Manitoba patents, \$3.90; Manitoba strong bakers', \$3.60; Ontario patents,

\$3.70; straight roller, \$3.35, Toronto freights.

BREAKFAST FOODS—There is no change. We quote as follows: Standard oatmeal and rolled oats, \$3.75 in bags and \$3.85 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL.

HIDES—There is a good demand at firm prices. We quote cowhides: No. 1, 8½c.; No. 2, 7½c.; No. 3, 6¼c. Steer hides are worth ½c. more. Cured hides are worth 9c.

SKINS—Prices are firm and unchanged, and a good demand absorbs all supplies. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 7c.; dekins, from 30 to 35c.; culls, 15 to 20c. Sheepskins are worth 90c. to \$1, and lambskins, 35 to 40c.

WOOL—The bulk of this season's clip seems to be in the hands of dealers. These find little inquiry. No sales are reported yet. We quote fleece at 14 to 14¼c., and unwashed at 8 to 9c.

SALT.

The demand continues good. Prices unchanged. We quote at Toronto: Canadian salt, carload lots, \$1 per bbl., and 65c. per sack of 200 lb.; less than carload lots, \$1.05 per bbl., and 70c. per sack. At the wells, we quote F.O.B., barrels, 70c.; sacks of 200 lb., 45c. English coarse salt 47 to 49c. Toronto per sack of 154 lb.

MARKET NOTES.

Hams are ½ to 1c. per lb. dearer.

Red peppers are now selling well, at 70 to 75c. per basket. Gooseberries and red currants are done.

All grades of butter have advanced 1c.

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per lb. this week. Cheese is $\frac{1}{2}$ to 1c. dearer, and eggs are $\frac{1}{2}$ c. higher.

Rutherford, Marshall & Co. state they have exported ten times as much butter already this season as they did last season.

QUEBEC MARKETS.

MONTREAL, August 17, 1899.

GROCERIES.

THE wholesale grocery market has exhibited a seasonable degree of activity during the week, but there are few striking features to report. Raw beet has been cabled much easier from London, but the fact has not affected refined here, and trade has been brisk in this staple. Molasses is firmly held, though offers to arrive are reported at a shading on prices asked for stock here. Canned goods of all sorts are firmly held. Valencia raisins are steady in tone and primary advices are of a firm nature. Rice, coffee and spices show no material change, while the tea market has exhibited a fair degree of activity.

SUGAR.

Business in sugar has been active since the recent rise in prices, and the prospects are that it will continue so, as stocks throughout the country are generally admitted to be down to a pretty low level. Cutting in prices between wholesalers is a thing of the past, making a more satisfactory condition of business. At the factory, granulated is now selling at \$4.55, and yellows at from \$3.65 to \$4.30 per 100 lb. In London, the market on beet has been weak, and declined from 6d. to 6 $\frac{3}{4}$ d. within the past 10 days, with trade extremely dull at the decline, August being cabled to-day at 10s. 5 $\frac{1}{4}$ d., and September 10s. 3 $\frac{3}{4}$ d. Cane, on the other hand, has ruled steady but quiet, with prices unchanged, Java being quoted at 12s. 9d., and fair refining at 11s. 9d. In New York, raw sugar has been easier this week and lower, fair refining selling at 4c., centrifugal, 96 test, 49-16c., and molasses sugar, 3 $\frac{7}{8}$ c. Refined sugar there is quiet, but about steady.

SYRUPS.

There is nothing new to note in syrups, business being exceedingly quiet, and prices unchanged at 1 $\frac{3}{4}$ to 2 $\frac{1}{4}$ c. per lb., as to quality, at the factory.

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MOLASSES.

The Barbadoes molasses market is firm in tone, but the volume of business is small, as buyers and sellers are somewhat apart in their ideas of value. Holders of goods on spot are firm at 34½c. in round lots, but it is claimed that this figure would be shaded for molasses to arrive. In a jobbing way, a fair trade is reported, and prices are unchanged at 35c. for carload lots and 36c. for single puncheons.

CANNED GOODS.

There has been nothing doing in new pack corn lately, because it is held too high for buyers' views. In new pack tomatoes, peas and beans there is nothing new to report, except that prices are very firmly held here. There is a fair demand for spot goods, and sales in a small way are reported at the following: Tomatoes, 75c.; corn, 90c., and peas and beans 75 to 77½c. per dozen.

A small sorting-up trade is noted this week in canned fruits, with values steady and unchanged. We quote: Apples, 3 lb., 75c.; preserved, \$1.40; 1 gal. tins, \$2; pears, 3 lb., \$1.80; plums, 3 lb., \$1.60; greengages, 3 lb., \$1.75; yellow peaches, 3 lb., \$2.25; pumpkins, 3 lb., \$3.65; strawberries, preserved, \$1.35; do., in syrup, \$1.15; raspberries, preserved, \$1.40; do., in syrup, \$1.15.

There is no new feature in new pack salmon. Buyers generally have placed their orders, and new business is nil for the reason that the majority of packers have withdrawn from the market with the exception of one cannery, who ask \$4.75 f.o.b. Coast, agents accepting orders subject to confirmation at the cannery. All estimates seem to agree that the pack will fall short of last year's, and for this reason values are firmly held. The demand for French sardines has been fair and some large orders have been booked of late at firm prices. Prices are unchanged: Small quarters, \$7.50 to \$8; ordinary, \$7.75 to \$8.25; full quarters, \$10.50 to \$11; American do., \$13.50 to \$14; boneless, high halves, \$22 to \$23; low do., \$18.50 to \$19.50; high quarters, \$16 to \$17, and low do., \$10.50 to \$11.50.

DRIED FRUITS.

There is no change in the position of this market, the tendency being strong as all fruit in first hands is completely exhausted, the last lot of 900 boxes Valencias being placed the other day at 4c. for fine off-stalk. Private cables from Denia state that the market there is strong, and quoted fine off-stalk at 16s. f.o.b. for first shipment via Liverpool, which figure is equal to a fraction over 5c. laid down here. By the first direct steamer the same quality of fruit is

offered at a price equal to 4½c. here in Montreal.

RICE.

A fairly active trade is reported in rice, and prices show no change. We quote: B standard, \$3.40 to \$3.50; Patnas, \$4.12½ to \$4.75; Japans, \$4.50 to \$5, and Caroline, \$6 to \$7.

COFFEES.

The demand for coffee is slow, and the market almost motionless. Maracaibo bean, in bags, is quoted at 8 to 14c.; Mocha, 18 to 19c.; Java, 16 to 20c.; Rio, 8 to 9½c., and Santos, 8 to 9½c.

SPICES.

Business in spices is quiet, but prices are firmly held. We quote as follows: Singapore black pepper, 12½ to 13c., and Singapore white, 19½ to 20c. Penang pepper, 17½ to 18c., and West Coast, 12 to 13c. Pimento, 11 to 12c. Nutmegs, 28 to 44c., as to quality. Cassia, 9 to 10c.; Jamaica ginger, 19½ to 20c.; Cochin tips ginger, 6 to 6½c.; Zanzibar cloves, 9 to 10c.; nutmegs, 40 to 55c., and mace, 45 to 50c.

TEAS.

A moderate amount of business is noted in teas. Inquiry for old crop Japan has been better, and several fair-sized lines have been placed around 12c. Some 400 packages gunpowder also changed hands at 11 to 12½c. Several moderate-sized lots of new Japans have been turned over at prices ranging from 15½ to 20c., and other sales of new crop Japans, amounting to 500 packages, were placed at 16 to 17c. Some small parcels of Ceylons sold at 17½c., and good low-grade old medium Japans are firm at 13 to 14c.

GREEN FRUITS.

There has been very little change in the green fruit business since last report. Raspberries are out of the market, and imported tomatoes have been put out of camp by the abundance of domestic stock offering. Bananas have been in more liberal receipt this week, but the supply is not more than equal to the demand. Sales range between \$1 and \$1.50 per bunch, as to quality. Oranges remain unchanged at \$3.25 to \$4 per box, with a very limited business doing. Lemons are quiet, and range all the way from \$2 to \$3, as to quality. Large quantities of Canadian seasonable fruits arrive daily, but, being of the early varieties, find a rather slow sale. Canadian peaches are commanding 35 to 50c. per basket, as to size; pears, 30 to 35c.; Lombard plums, 50 to 65c.; Lawtonberries, 5 to 7c. Musk-melons are very plentiful, and are offering at \$1 to \$1.50 per crate, as to size. The heavy arrivals of Californian fruit have made

prices easier. Although the receipts have been heavy, they have been readily bought up at the following prices: Pears, \$2.10 to \$2.40; peaches, \$1.25 to \$1.40, and plums, \$1.30 to \$1.60. Canadian apples have been arriving more plentifully, and are offering at \$2.50 to \$3 per bbl.

FISH.

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

COUNTRY PRODUCE.

EGGS—The market continues unchanged as to values, through supplies are rather liberal. We quote as follows: Choice candled stock at 15 to 15½c.; ordinary at 12½ to 13c.; and No. 2 at 10 to 12c. per dozen.

MAPLE PRODUCT—Continues quiet and unchanged. We quote: Syrup, in wood, 6½ to 7c. per lb., and at 85 to 90c. per tin. Sugar, at 8½ to 9c. per lb.

HONEY—Meets a fair inquiry at steady prices. We quote: White clover comb, in 1-lb. sections, 9 to 10c.; dark, 7 to 8c.; white extracted, 7½ to 8c., and dark at 4½ to 5c.

BEANS—Continue featureless. We quote: Choice hand-picked, 95c. to \$1 per bushel; primes, 85 to 90c.

POTATOES—Are quiet and steady at 35 to 40c. per bag, and 70 to 80c. per bbl.

ASHES—Are without change. We quote: First sorts, \$3.70 to \$3.75; seconds, \$3.50, and first pearls, \$5.25 to \$5.50 per 100 lb.

FLOUR AND GRAIN.

GRAIN—The local grain market did not exhibit any activity to-day. Afloat and Fort William, No. 1 hard Manitoba is quoted at 70½c., while there was nothing to report in regard to coarse grains.

FLOUR—The flour market rules steady and export is noted which may lead to business shortly. Prices are unchanged. We quote as follows: Winter wheat patents, \$3.75 to \$3.90; straight rollers, \$3.30 to \$3.40; in bags, \$1.60 to \$1.65; Manitoba patents, \$4 to \$4.20; strong bakers', \$3.60 to \$3.80.

MEAL—The oatmeal market ruled dull, but values were steady, at \$3.67½ per bbl., and \$1.72½ per bag.

FEED—There is a fair demand for feed and prices are well held. We quote as follows: Ontario bran, in bulk, \$13.50 to

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\$14. and shorts, \$15 to \$15.50 per ton; Manitoba bran, \$13.50 to \$14; shorts, \$16 to \$17; mouille, \$18 to \$25 per ton, including bags.

HAY—Arrivals of new crop hay, so far, have shown most excellent quality. The market is quiet and steady. We quote: Choice No. 1, \$8 to \$8.50; No. 2, \$6 to \$6.50, and clover, \$5.50 to \$6 per ton, on track.

PROVISIONS.

There was a fair trade in smoked meats to-day, prices ruling firm. Other provisions were quiet, but also ruled steady. We quote: Heavy Canadian short cut mess pork, \$16; short cut back, \$15.50; selected heavy short cut boneless mess, \$16.50; and heavy long cut mess, \$15 per barrel. Pure Canadian lard in pails, 7c. to 7 1/4 c. per lb.; and compound refined, 5 1/2 c. to 5 3/4 c. per lb. Bacon 12c. to 13 1/2 c., and bacon 11 1/2 c. to 12 c. per lb.

CHEESE AND BUTTER.

CHEESE—The firm tone of the market was fully demonstrated at the wharf Monday morning, when 8,000 Quebec cheese were rapidly bought up at a range of 9 3/8 to 10 1/4 c., the ruling price being 10 1/8 c., which shows an advance of 3/8 to 1/2 c. per lb. on the previous Monday's range. For trade over the tryer, holders asked very full prices to-day, and it is claimed that 10 1/2 c. was re-

fused for a fair line of Western stock. However, prices may be quoted at 10 3/8 to 10 5/8 c. for Western, and 10 to 10 1/4 c. for Eastern cheese.

BUTTER—The advancing tendency continues, and extreme prices have again been paid in the country, figures that entail a good advance on spot prices. For export trade here, 20 1/2 to 21 1/4 c. is a fair range for finest creamery to day, though a fraction more than the outside figure is known to have been made. Seconds are worth 19 1/2 c., and that figure is bid freely for them. Western dairy ranges from 15 1/2 to 16c., having stiffened in sympathy with creamery. Business in a local way remains quiet, prices being 1/2 c. higher than for export.

MONTREAL NOTES.

Receipts of Canadian apples are increasing at this market.

Raspberries are now off the market, no more being offered.

Butter and cheese have both advanced another 1/4 to 1/2 c. per lb. on last week.

Late cables from Denia quote Valencia raisins strong at 16s. f.o.b. for shipment via Liverpool.

It now seems to be generally conceded that the salmon pack will be much less than last season's.

Heavy receipts of local tomatoes have

completely driven imported and western stock off this market.

There has been a heavy and abrupt decline in raw beet sugar in London, but local prices for refined are, as yet, unaffected thereby.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., August 17, 1899.

THERE is still a quietness in business, but dealers look confidently forward to a good fall trade. There is a firmness in all lines, and many show a tendency to much higher figures. There are less idle men in the city than usual at this season, though it is usually a busy season for the workingman. At present, there is no excuse for any man being idle. China tea continues to arrive freely. It is practically all brought via C.P.R. Indian teas are again offered by London merchants, the matter of 1 lb. allowance having been settled. It is still allowed, so the victory is with the dealers. Spices tend lower, and tapioca has been marked down—it is still high, and buyers order in limited quantities. In spice, the demand for pickling is the feature of the trade.

OIL—The only active line is burning oil, and, while there is increased demand for

present consumption, the chief business is the taking of orders for future delivery. Paint oils are making a record in regard to high prices. There is but a fair demand. Lubricating oils are dull at low values. In cod oils there are freer arrivals, but prices are still low. In non-freezing oil for the drug trade the low prices tend to increased sale of the Norway oil, to the disadvantage of the Newfoundland product.

SALT—There is a good sale for Liverpool coarse, and with fairly regular arrivals. Stock held continues quite large, owing to the continued advance in freights. Price of salt is very firm and tending to higher figures. This is also true of factory-filled. In Canadian, there is no change in price, but there is good sale. A small quantity of rock salt was received this week. Demand for this grade is now very light. We quote as follows: Liverpool coarse, 45 to 48c.; English factory-filled, 90c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

CANNED GOODS—Our trade is quite well supplied. Practically all goods will come upon a bare market. This is chiefly true of salmon and corn, but for a car of the latter, which was sold here, from Montreal, there would be none here. New goods continue to arrive. Gallon apples were quoted very low by a Montreal packer this week, and also other lines. Peaches are the one active line in fruit here, and dealers are still open to buy. Prices are held firm, some packers not yet quoting. There is a fair sale for pears, but plums show very little business. Pineapple is marketed higher, and is very scarce. Oysters are firm and light stock, and higher figures are likely to rule before new goods arrive. New blue-

berries are being received. These goods are showing an improved demand. Sardines, clams, kippers and haddies move freely. The quality of New Brunswick sardines is steadily improving.

GREEN FRUITS—This is the season of sale. In Californian fruits, some particularly fine pears are being received. Price is still high. In peaches, there is now considerable competition from Ontario. Plums are fair sellers, Lemons still show a wide range in price, but good fruit tends to higher figures. But few oranges are being sold. Bananas have less sale and prices are unchanged. Melons show but a light business. Apples are a chief feature of the trade, and show both improved sale and quality. In berries, raspberries are getting scarce. Berries are much missed when season is over, as during the season they are a staple. The quantity of blueberries shipped to the American market is very large this year; they stand up the best of any berries.

DRIED FRUITS—Valencia raisins are being quoted. While there is some range in the figures, they are rather above those quoted last year. Buyers are backward. They have ordered small quantities for early shipment, and are inclined to wait and see if, for later shipment, lower prices will not rule. They are also anxious to see how Californians will open. This raisin is very popular here. In Valencias, layers are about the only grade now imported, except in early shipments. Malagas, it is expected, will open low. In currants, prices are to hand, and values are quite firm. Dealers are holding off. In prunes, firm figures are expected to be the order of the day, and Californians will hold the trade. Figs are well below last year's figures. In onions, Maltas and Spanish are to hand, and Americans likely to come to hand any day. They largely hold the trade till Californians are received. Nuts will be high. Peanuts are being imported that show an advance over the early spring prices of 100

per cent. The present outlook for evaporated apples is that prices will be lower than last fall, though firm. In peels, all orders are about in. The large bulk bought English peel.

SUGAR—There is a tendency to a further advance in price. There is a good sale particularly for granulated. Stocks are fair the arrivals during the week being quite free.

MOLASSES—There is a better sustained demand than was expected. Three small cargoes of Porto Rico have arrived within a short time, and another is daily expected. It has found a ready sale, so that present stock is not large. Barbadoes is scarce and there are but outside grades.

PRODUCE—Eggs are but a fair stock, and price is well maintained. Receipts are rather more free. Butter is very dull and low, and only the best will sell. Practically no creamery is being received. In cheese, our market advances slowly, and cheese are lower here than at the factories, where high prices rule for those that are fit for the English market. This leaves only the smaller cheese and the poorer grades for local trade, unless our dealers advance their offers.

FISH—This is but a fairly active line at this season, and perhaps it is well, as stock is hard to get. This is particularly true of fresh fish, very few kinds now being received. Some nice shad are on the market. Smoked shad are a particularly nice fish. Dry cod are still high; some very nice are being offered. Pollock are scarce and high. Pickled herring are becoming a feature of the trade. Owing to the liability of the pickle getting off, they are unsatisfactory to handle. Smoked herring have but a fair sale. Some nice kippers have been received, but, owing to the warm weather, the trade is largely local. We quote as follows: Large and medium dry cod, \$3.75 to \$4; small, \$2.50; pickled shad, \$3.50 to \$5, as to quality; haddies, 4½c. per lb.; smoked herring, 6½ to 7½c.; halibut, 10 to 12c. per lb.;

AMERICAN SUGAR.

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

Brockville, Berlin, Belleville, Brampton, Brantford, Chatham, Cobourg, Delhi, Guelph, Lindsay, Napanee, Peterboro', Prescott, Port Hope, Port Perry, Simcoe, Sarnia, Stratford, St. Catharines, St. Marys, St. Thomas Woodstock.—Standard Granulated, \$4.55 per hundred; Bright Yellow, \$3.65 per hundred.

Barrie, Collingwood, Goderich, Listowel, Meaford, Orillia, Owen Sound.—Standard Granulated, \$4.57½ per hundred; Bright Yellow, \$3.67½ per hundred.

Dundalk, Markdale, Orangeville, Pembroke, Renfrew, Shelburne, Sault Ste. Marie.—Standard Granulated, \$4.60 per hundred; Bright Yellow, \$3.70 per hundred.

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

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

57 Front St. E., Toronto.

A. H. CANNING & CO.

The Following Brands
Manufactured by
The American Tobacco Co.
OF CANADA, Limited.
Are sold by all the Leading Wholesale Houses
TOBACCO
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.
CIGARETTES
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE. DERBY

Toronto Salt Works
TORONTO, ONT.

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

The
DAWSON Commission
Co., Limited
FRUIT, PRODUCE AND
COMMISSION MERCHANTS,
Cor. Market and Colborne Sts.,
TORONTO.

We make a specialty of handling

Domestic Fruit

Consignments personally and promptly attended to.
All Foreign Fruits in season.

FRUIT AUCTION SALES

Write us for particulars of sales. We are making special efforts to make these sales mutually profitable. They are held every Wednesday.

McWILLIAM & EVERIST

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

SELL . . .

**GOOD
WILL
SOAP.**

35% profit at six for a quarter.

Vanluven & Co., Napanee, Ont.

Clark's Pork and Beans—Plain

cost less than with TOMATO,
please many customers as
well—some better.

Try Some.

You may Trap a **few** Rats or flatten out a **few**
Cockroaches and Bugs, but

Helpepper

clears out the whole lot at once without trouble.

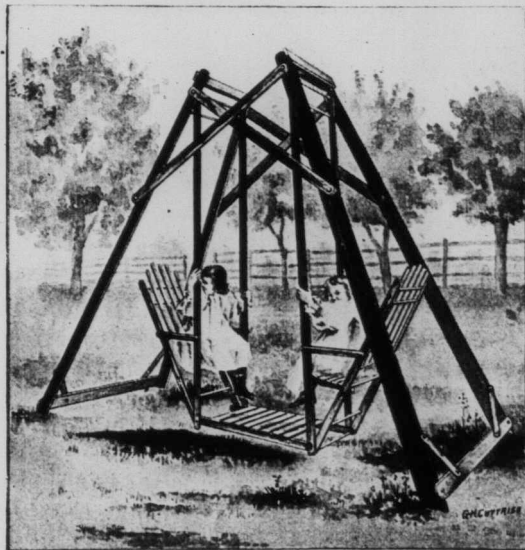
LEEMING, MILES & CO., General Agents for **MONTREAL.**
Canada,

SLEE, SLEE & CO., Limited
Tower Bridge Works, London, Eng.

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

Prices and samples on application to
CLARK, RAE & CO., 49 King Street West, **TORONTO, ONT.**

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



**The Leader
Lawn
Swing**

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

ORDER NOW.

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

Hugh Walker & Son Wholesale Fruit and
Commission Merchants

Consignments carefully handled.

GUELPH, ONT.

fresh haddock and cod, 2c.; shad, 10c.; boneless fish, 4 to 5c.; pollock, \$2.25 per 100; salmon, 15 to 16c.; pickled herring, \$2.25 per half bbl.

PROVISIONS—There is an increased quantity of local-packed pork and beef offered. Prices are firm. The sale is light, but shows improvement. In lard, quite low figures rule, but the feeling is towards higher values.

FLOUR, FEED AND MEAL—In flour, there is a tendency to higher values, but prices are still low. There is just a fair business. Manitobas have been rather lower. Oats are scarce in the West. There is but a light business here. Oatmeal is rather easier, but firm. In cornmeal, some American has been received, though costing higher than price asked by local mill, but the latter is not able to supply the demand. In beans, there is improved sale at even figures; the advance did not arrive. Hay is a good crop here, and better returns are expected than for some time, as it is thought there will be a demand from American market. We quote: Manitoba flour, \$4.65 to \$4.80; best Ontario, \$3.85 to \$4.10; medium, \$3.60 to \$3.75; oatmeal, \$4.00 to \$4.10; cornmeal, \$2.25 to \$2.30; middlings, \$21 to \$22; oats, 41 to 43c.; hand-picked beans, \$1.05 to \$1.10; prime, 95 to \$1.00; yellow-eye beans, \$1.90 to \$2; split peas, \$4.10 to \$4.15; round, \$3.25 to \$3.40; pot barley, \$4.10 to \$4.15; hay, \$7 to \$7.50; timothy seed, American, \$1.50 to \$1.75; do., Canadian, \$1.80 to \$2.25; mammoth clover, 7½ to 8c.; alsike, 7½ to 8c.; red, 7¼ to 7¾c.

ST. JOHN NOTES.

The new package used by The Canada Coconut Co., is proving very popular here.

Mr. W. G. Cloyes, representing The Boston Molasses Co., called on the trade here this week.

A new canned meat is seen on our market, packed by The Wm. Davies Co., Limited, of Toronto.

We would advise our western friends that our Exhibition opens on September 11, and trust that many will take advantage of it to advertise their goods.

There is much dissatisfaction over the new rule the railways are enforcing, that where a car is consigned to one party it can only be delivered to him, and not to others upon his order.

Mr. Frank L. Worden, a city retail grocer, has suspended payment. Mr. Worden has been a hard worker and has kept close to his business, and his difficulty is a matter of regret.

The Maritime Board of Trade met here during the past week, but too late for any

report in this number. The local board took advantage of this and got reduced rates for all dealers who would wish to visit the city, making a merchants' week. Quite a large number availed themselves of the opportunity.

CASTOR OIL AND ITS USES.

THE United States Consul-General at Calcutta writes as follows: The castor oil plant is cultivated throughout India, and the oil is frequently employed by the Indian dyers as an auxiliary in certain dye preparations. This oil has the reputation of being one of the best for dressing tanned hides and skins. The uses of the oil are many, it being the only suitable one for lubricating all sorts of machinery, clocks, watches, etc. It is the best lamp oil they have in India, and gives an excellent white light, with but little soot—almost an imperceptible amount—which quality no other oils possess. Its use as a medicine is too well known to require more than mere mention. Though of considerable value as a manure, from the high amount of phosphates it contains, the castor oil cake is regarded by European cattle breeders as highly injurious to cattle; but in India a decoction prepared from the cake is given to buffalo cows to increase the flow of milk. The oil is usually extracted from the seed in two ways—by decoction and expression. The process of decoction consists in bruising the seeds, previously deprived of the husks, and then boiling them in water; the oil, rising to the surface, is skimmed off, and is afterwards again boiled with a small quantity of water to dissipate the acrid principle. To increase the product the seeds are sometimes roasted, but this makes the oil brownish and acrid. By expression, the seeds, after being thoroughly cleansed from the dust and fragments of the capsules with which they are mixed, are conveyed into a shallow iron reservoir, where they are submitted to a gentle heat. The seeds are then subjected to long-continued pressure by hand screws. The oil is transferred to iron boilers containing a considerable quantity of water, and boiled for some time, the impurities being skimmed off as they rise to the surface. The clear oil is then carefully removed, and the process is completed by boiling it with a small quantity of water. There are two chief forms of the plant in India, of which there are many varieties.

"'Kolona' pure Ceylon tea more than ever satisfies the requirements of both dealer and consumer, who look for full value in the tea without added inducements in the shape of coupons and premiums, etc.," say The Eby, Blain Co., Limited.

HINTS TO BUYERS.

TKINNEAR & CO., have just to hand a shipment of fine Filia
• currants in cases and half

"N. & P." pure olive oil, in 1-gal. tin, is being offered by H. P. Eckardt & Co.

English malt vinegar in small packages is for sale by Lucas, Steele & Bristol.

Samples of early Sultana raisins have been received in Toronto from C. Whittall Co., Smyrna.

H. P. Eckardt & Co. are showing a fine line of whole mixed pickling spice at close prices.

A large sale of "Tanglefoot" fly paper is reported by Lucas, Steele & Bristol.

H. P. Eckardt & Co. report that they expect to make delivery of their "Victor" Japan tea next week.

In spices, Lucas, Steele & Bristol are offering exceptional values in pure goods.

Futures in salmon and vegetables are worthy of attention. James Turner & Co. are offering great values.

Lorimer's lemonade crystals are in stock with The Eby, Blain Co., Limited. They exactly reproduce the flavor of the fresh fruit.

A shipment of Californian fancy evaporated pears and some extra choice evaporated apricots is in store with The Eby, Blain Co., Limited.

W. G. A. Lambe, broker, Toronto, has received advices stating that the first direct steamer sailing from Madras to Montreal, will sail about August 25.

Now in store with W. H. Gillard & Co., ex ss. Cyprian Prince, a carload of exceptionally fine grades Rio coffee, which are offered at low figures in five-bag lots.

"Crushed Java and Mocha coffee steadily maintains its sale and reputation as the best low-priced coffee in the market," say The Eby, Blain Co., Limited.

"As a 'sign of the times,'" writes a correspondent, "many of the better class of hotels and restaurants in the large American cities now serve some special brand of Ceylon tea, and announce this on the bill of fare. 'Salada' appears to be one of the favorites."

City grocers should prepare for Exhibition trade. The Eby, Blain Co., Limited, carry a full line of staples and specialties to tickle the palates of country visitors.

Just arrived with W. H. Gillard & Co., a shipment of Libby, McNeill & Libby goods, comprising Vienna sausage ½'s, "Sauerkraut and Sausage," 1½ lb., potted ham and tongue ½'s, and devilled ham and tongue ½'s, all in cases of two dozen, very attractive goods.

CURRENT MARKET QUOTATIONS

August 17, 1899.

This list is corrected every Thursday, and the quotations herein given are for cities of Montreal, Toronto, Hamilton, London, St. John, N.B., Halifax, Winnipeg, Vancouver and Victoria.

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

BUTTER, CHEESE AND EGGS

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

GREEN GOODS

Table listing various green goods such as Apples, Asparagus, Blackberries, Beans, Corn, Cherries, Peas, Pears, Pineapple, Peaches, Plums, Pumpkins, Raspberries, Strawberries, Sautash, Tomatoes, Lobster, Mackerel, Salmon, Sardines, Sportsmen, Key opener, P. & C., American, Mustard, and Herring.

GREEN FRUITS

Table listing green fruits including Oranges, Lemons, Peaches, Apples, Plums, and various sizes and quantities.

SUGAR

Table listing various types of sugar such as Cane, Beet, and different grades and brands.

HARDWARE, PAINTS AND OILS

Table listing hardware, paints, and oils with columns for Montreal, Quebec, Toronto, Hamilton, St. John, Halifax, and Manitoba. Rows include Wire nails, Cut nails, Barbed wire, Smooth Steel Wire, White lead, Linseed oil, Turpentine.

SYRUPS AND MOLASSES

Table listing syrups and molasses such as Dark, Medium, Bright, Corn Syrup, Honey, and Molasses from New Orleans, Barbadoes, Porto Rico, Antigua, and St. Croix.

CANNED MEATS

Table listing canned meats including Corn beef, Minced callops, Lunch tongue, English brawn, Camp sausage, Soups, and Sliced smoked beef.

CANDIED PEELS

Table listing candied peels such as Lemon, Orange, and Citron.

FRUITS

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

PROVISIONS

Table listing various provisions such as Dry Salted Meats, Smoked Meats, Barrel Pork, and Shortening.

CONCERNING FOOD

PURITY is the first consideration.

Our Culinary Starches contain no chemicals, being refined with **Pure Spring Water** only.

"Crystal Maize" Corn Starch.
Challenge Prepared Corn.

The **Brantford Starch Co., Limited**
BRANTFORD, ONT.

COFFEE						PETROLEUM					
	Montreal, Quebec	Toronto	St. John, Halifax	Manitoba and B.C.		Montreal, Quebec	Toronto	St. John, Halifax	Manitoba and B.C.		
Green—											
Mocha	24	29	25	28	25	30	24	25			
Old Government Java	27	31	22	30	25	30	24	25			
Rio	10	11	7½	12	12	13	8¾	9½			
Plantation Ceylon	29	31	26	30	29	31					
Porto Rico			22	25	24	28					
Gautemala			22	25	24	26					
Jamaica	18	22	15	20	18	22					
Maracabo	13	15	13	16	13	15					
NUTS						TEAS					
Brazil	12	13	12½	13	12	12½					
Valencia shelled almonds	28	30	28	30							
Tarragona almonds	12	15	12	14	11	12					
Peanuts (roasted)	6½	9	9	10	9	10					
green	5	8	7	9							
Cocoanuts, per sack	3 00	3 50		3 75	3 50	4 00					
per doz				60	60	70					
Grenoble walnuts	12	12½	12	13	12	13					
Marbot walnuts		11		9	10						
Bordeaux walnuts		8		9	10						
Sicily filberts	7	8	8½	9	8	10					
Naples filberts	10	11	10	11	10	11					
Pecans	10	11	10	11	11	12					
Shelled Walnuts		25	25	28							
RICE, SAGO, TAPIOCA, MACARONI						WOODENWARE					
Rice—Standard B.	3 25	3 35	3¾	3¾	3 25	3 40	4½	4¾			
Patna, per lb.			4¾	5	5	6					
Japan			5½	6	5	6					
Imperial Seda			4½	5½	5	6					
Extra Burmah			4¾	4¾	4	5					
Java, extra			6	6½	6	7					
Sago	3¾	4¾	3½	4½	5	6					
Tapioca	3¾	4¾	4¾	4¾	5	6					
Macaroni, dom'ic, per lb., bulk			9	10							
" imp'd, 1-lb. pkg., French			11	12½							
Italian											
SODA						TEAS					
Bi-carb, standard, 100-lb. keg	2 25	2 50	1 85	2 25	1 85	2 00	2 00	2 50			
Sal soda, per bbl.	70	75	70	80	85	90		1¾			
Sal Soda, per keg	95	1 00	95	1 00	95	1 00					
SPICES						WOODENWARE					
Pepper, black, ground, in kegs,											
pails, boxes	13	15	12	14	14	15		15			
in 5-lb. cans	14	17	14	15	15	16					
whole	11	12	11	13	12	13		15			
Pepper, white, ground, in kegs,											
pails, boxes	20	23	18	24	24	26		35			
in 5-lb. cans	20	23	20	26	20	22					
whole	19	25	19	25	20	22					
Ginger, Jamaica	19	25	18	25	20	25					
Cloves, whole	12	30	14	35	18	20					
Pure mixed spice	25	30	25	30	25	30					
Cassia	20	40	20	40	16	20		25			
Cream tartar, French	25	27	24	25	20	22					
" best	28	30	25	30	25	30					
Allspice	13	17	13	16	16	18		20			
						Pails, No. 1, 2 hoop..... 1 55 1 55 " " 3 hoop..... 1 70 1 70 " half grained..... 1 40 1 40 " quarter, jam..... 90 90 " candy, and covers..... 2 25 2 25 Tubs, No. 0..... 8 50 8 50 " " 1..... 7 00 7 00 " " 2..... 6 00 6 00 " " 3..... 5 00 5 00					



Hudson's Soap

A FINE POWDER. IN PACKETS ONLY.

Will wash more clothes, and do more work in much less time than any other Soap.

SOAK YOUR CLOTHES

with HUDSON'S and the Dirt will slip out with about half the usual labour.

R. S. HUDSON,
30 Front St., East,
TORONTO.

Used in all the "Happy Homes of England."

The Standard
Stove Polish
for the World



Tiger Stove Polish

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

SOLD FROM

ATLANTIC TO PACIFIC

FAC SIMILE OF CASK LABEL.



PURNELL'S

PURE
PLAIN and SPICED
MALT VINEGARS

THE BEST FOR PICKLING.

Brewery, Bristol, England.

AGENTS:

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

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

THROUGH FAILURE TO SUCCESS.

THE following story, told by Brains, is true from beginning to end, and it tells how one man made a success out of a failure: "A young man being compelled to leave college because his father could not afford to keep him there, took a position as office boy in his father's office. By keeping his eyes and ears open and his mouth shut, he learned many things about the inside workings of the business of which he had never dreamt. He always supposed that his father's business was making money, but he soon found that, instead of making, the business was losing. His father was borrowing on the outside for the support of the business.

"A year or so after the son began his business career, his father failed for many thousands of dollars. The strain under which the 'old man' had been laboring was too much, and his health gave way. The support of the entire family fell upon the son, but instead of looking for employment in a line of business of which he knew nothing, he went to his father's creditors and requested that he be allowed to continue the business for a short time. So earnest was his appeal and so forcible was his talk on his father's failure, the previous conduct of the business, and what he believed he could do with it that the creditors agreed to let him try his hand for a short time. The worst period of the year was just approaching, but, undaunted by the outlook, he started the work of putting the business on a paying basis. He recognized one grand principle of success, and that was to make every one of his employes earn more than his salary for the business. He insisted on strict economy, and he carried out the latter principle to almost a miserly point. But the little savings in every quarter amounted to quite a large item at the end of the month. Some of the older employes in the establishment told him in a friendly way, that he would turn out to be a slave driver and a miser if he were not careful, to which he always replied that he was doing it then so that he would not have to do it later on.

"One month after the son had taken charge of the business he went to the creditors with a detailed statement. He had lost money, but not as much as his father had during the preceding month, which, by the way, was a better month for the business. He was allowed to continue for one more month, at the end of which time the creditors declared they would quit unless he came out at least even. By cutting and shaving and saving a little more here and there, he managed to come out even at the end of the month, much to the surprise of

his creditors. From that day on he made the business pay, not so much by increasing the volume of trade as by making that which he already had carry the business along.

"A small business, started in a small way, gradually pushed to the front, is far more apt to become a success than the one which is started with one grand blast of trumpets and beating drums and then left to fall back for business on the first great hurrah."

OUR TRADE WITH NEW ZEALAND.

Mr. J. S. Larke, Canadian commercial agent for Australasia, in his report to the Department of Trade and Commerce, on the trade between Canada and New Zealand, gives the exports for this colony to the Dominion for the year 1898 at \$18,550, an increase of \$13,400 on the previous year. The imports from Canada were \$357,556, an increase for the year of \$52,905.

Besides the increases, Mr. Larke says that the returns show "the introduction of small lots in many lines, showing activity and an interest in trade with Canada. Much of this was the result of the calling of the Canadian Australian steamers at Wellington. With the withdrawal of the line from that port this influence will cease, but if the Canadian manufacturers desire to continue the trade with New Zealand, what has been gained will be held and added to."

GOT AWAY WITH THE CASH.

A thief entered Hunter & Moore's general store at Clearwater, Man., about 5 o'clock Sunday morning. He took away the store's cash box containing about \$100 in cash and \$300 in notes. The junior clerk, who was sleeping on the premises, saw the thief leave the building through an upstairs window and down the roof of a back shed, and, although he followed as quickly as possible, he was unable to track him, owing to the bush coming up to within 75 yards of the building. Although every effort has been made, no trace of the burglar has been obtained.

A GOOD BALL GAME EXPECTED.

It is a question whether there ever was a warmer interest taken in the baseball games that have been played between the Toronto grocers and the Toronto travelers than is being taken in the game to be played at Hanlan's Point on Wednesday next.

The two teams have often met, but the grocers have always finished ahead. The game at Hamilton a few weeks ago was possibly the best-contested of any of these matches. It looked at one time as if the travelers were going to win out, but fate decreed otherwise before time was called.

Both teams are making a few changes, in the hope of strengthening their teams for

the game on Wednesday next, which is expected by all to prove the closest that has yet been played.

PRODUCTIVE ISLANDS.

"When I came here to Vancouver, years ago," said an old timer to The Province the other day, "our only source of supply for fruit, vegetables, poultry, eggs and produce generally, and even fish, was the little group of islands about Plumper's Pass, and all around that part of the Gulf. There were then and are now many settlers and small farmers living on those islands, and they had an abundance of produce of all kinds.

"There is no better fruit locality in the Province," continued the old-timer. "And the potatoes we used to get from there were far better than anything I ever see now. They were fine, well-grown, mealy potatoes, and there were always plenty of them. Chickens and turkeys, too, were easily raised and are yet."

The gentleman concluded with the suggestion that there would be a capital opening for a small vessel to establish itself on a regular run to the many small landings, as the produce would be liberally shipped to Vancouver to find a market and the ranchers would get their supplies in return.

HE KNEW HOW TO ADVERTISE.

An original form of advertisement comes from Russia, where a shopkeeper posted up the following announcement:

"The reason why I have hitherto been able to sell my goods so much cheaper than anybody else is that I am a bachelor, and do not need to make a profit for the maintenance of my wife and children. It is now my duty to inform the public that this advantage will shortly be withdrawn from them, as I am about to be married. They will, therefore, do well to make their purchases at once at the old rate."

The result was that there was such a run on the shop that in the course of a few days this shopkeeper had made enough money to pay the expenses of his wedding on a very lavish scale.—Sketch.

AN IMMENSE WHEAT FIELD.

A Brandon paper says: One can gain a good idea of the extensive grain fields of Manitoba by a drive from Brandon to Souris, a distance of about 30 miles. Wheat fields extend away as far as the eye can reach on either side of the trail the whole distance, and as there are no fences in this district it looks like one immense field. The crops, in this district, it is estimated, will yield at least 35 bushels per acre, if the present favorable conditions continue until harvest.

SITUATION VACANT.

WANTED—COMMISSION AGENT IN EVERY city in Ontario, excepting Ottawa and east to Kingston, to handle a well-advertised staple on commission. Must have a good connection and references. Address, E. Desbarats Advertising Agency, Montreal. (3)

COLUMBIA RIVER SALMON PACK.

THE Columbia river salmon-fishing season this year proved a great disappointment to the packers, who had expected a large run of fish and had made every preparation for it. The high stage of water which existed in the river for the greater part of the season, however, interfered with the fishing, and the catch was very far short of what had been expected. Had the season lasted a few days longer, it is possible that the shortage in the pack would have been largely, if not entirely, overcome, as the fish started to run freely at the time the season ended by law, on August 10. No extension of the season could be obtained, and we understand that a few individual packers made an attempt to secure an extension, knowing that such could only result through an Act of the State Legislature.

No official figures have yet been issued as to the extent of the Columbia river pack, but reliable authorities make it about 50 per cent. short, and representatives of packers here are endeavoring to get buyers to agree to the settlement of contracts on that basis.

The latest advices from Puget Sound indicate that the pack of sockeyes is about done, and that it may about equal that of last year, as, of late, the run of sockeyes has been a little better, though far from heavy, as some reports have had it. Up to August 1, the total pack on the Sound had reached 245,000 cases. Last year's spring pack was 272,000 cases, while that of 1897 amounted to 370,000. In a review of the situation, a prominent commission house says:

"The consumption of the world kept pace with the pack until 1897, then the tremendous increase demoralized the market. From the best information obtainable the world's consumption in 1897 was 2,500,000 cases, leaving a carry of almost 600,000. In 1898 the world's consumption increased to a very marked extent. It not only took

the pack of 1898, but the carry over from 1897 as well. In regard to stocks in England, trade report that, while they have fair stocks on hand, they have practically ten months of consumption ahead of them before the new pack arrives, and by that time their present stock will be lower than normal. According to Government reports of exports, the United Kingdom has taken over 1,000,000 cases per year for the past four years, which shows conclusively that the market must be in fair shape, as they would not have kept on buying had it been otherwise. Now, in addition to the exports of the United Kingdom, there are a number of other countries that are large consumers of our fish, namely, South America, Australia and the far East, such as India and China. If they take their usual amount, and we have every reason to believe they will, there is no question but what the present price of red fish will rule at least 10 to 20 per cent. higher before next year's pack comes on the market."—New York Journal of Commerce.

BUSINESS EXTENSIONS IN OTTAWA

J. Bambrick, grocer, Ottawa, has found it necessary to move to larger quarters, and has secured fine premises on George street, on which he has erected a large store, fitted with every convenience to handle a greater volume of business. Mr. Bambrick makes it a point to use every one right, whether they purchase or not.

The business of S. J. Major, wholesale grocer, Ottawa, has also been extending so rapidly that a move to larger quarters was found necessary. Mr. Major was fortunate enough to secure the premises known at one time as the Canadian Institute block on York street.

This block is a four-storey stone building, with cellar, making five floors with a total floor space of 25,000 square feet.

The front part of the first floor is reserved for the sample-room, salesroom and offices.

The building is elegantly finished through-

out, and is surpassed by very few wholesale houses in Canada. The entrance on York street has a fine-cut stone front.

BETTER PACKAGES NEEDED.

J. McLeod, of Port Haney, has the distinction of shipping in the first consignment of British Columbian peaches to the Vancouver market this season. They were received by The Parsons Produce Company one morning last week, and, while slightly on the green side, are well-grown fruit. They are of splendid color, the reddened side of each being worthy of a choice Californian grown Crawford.

But—Mr. McLeod shipped them in crates which, as one man remarked, looked like egg cases. They were far too deep, were nearly square instead of being narrow. The peaches were not wrapped in paper as they should have been if they were intended to make a good impression, and, to crown all, the boxes were not filled within two or three inches of the top.

Every jobber in the city who receives fruit from local ranchers would confer a distinct favor on the shipper and on the fruit industry generally if he would write to each shipper who sent in fruit packed improperly. Tell him where the faults were, and be careful to go into details, not forgetting proper labels and address tags. Every shipper would appreciate suggestions made with kindly intent. In the case mentioned here, it would be a good idea to send the shipper an empty peach crate for a sample.

—The Province, Vancouver.

THE DROUGHT IN ENGLAND.

Cable despatches from London state that this has been the driest summer on record there. Only 190 tons of water per acre have fallen, instead of the usual average of 610 tons. For 25 days the thermometer has registered a temperature of over 80 degrees.

It is not surprising that such a drought would reduce the English production of butter and cheese, and, as a consequence, cause a considerable increase in the importation of those products.

**A Natural
Tonic Wine**



**VIN
SAINT LEHON**

EVERYONE SHOULD HAVE IT.

gives strength to the human body. Adds zest to the whole constitution.

Laporte, Martin & Cie.

MONTREAL.

HAM-SMELLING AS A BUSINESS.

ONE of the curious businesses that men engage in is ham-smelling in packing-houses, says Kansas City Star. It is a business allied with that of tea-tasting, wine-testing and the like. The ham-smeller is technically known as ham-tester. It is his business to inspect meat products and judge of their soundness. This is done before the meats leave the house, or when they are bought from other concerns to fill a shortage.

The ham-smeller's only tools are a long steel trier and his nose. It is often necessary to test hams after they come out of the sweet pickle and before they go into the smokehouse. The ham-smeller stands in a barrel to keep his clothes from being soiled by the dripping brine, and the hams are brought to him by workmen. A ham is laid before him and he plunges his sharp-pointed trier into it, withdraws it and places it swiftly beneath his nose. The trier always goes down to the knuckle joint. In testing meat in that manner the man with the trier judges by the slightest shade of difference between the smell of one piece of meat and another. The smell of the meat is almost universally sweet and that is what he smells; the slightest taint or deviation from the sweet smell is, therefore, appreciable. It is not the degree of taintedness that he expects to find, but the slightest odor that is not sweet. When he detects an odor he throws the meat aside, and if it is not unwholesome it is sold as "rejected" meat, but, if it is tainted, it goes to the rendering tank. The ham-tester smells meat from 7 o'clock in the morning until 5 o'clock at night, and his sense must never become jaded or inexact, or his usefulness would be at an end.

Ham-testing is not a pursuit dangerous to the health, as tea-tasting is supposed to be, but the ham-smeller with a cold in his head is like a piano player who loses his arm in a railroad wreck.

THE DAIRY INDUSTRY IN P.E.I.

The cheese and butter-making industry in Prince Edward Island has made great progress in recent years. Last year 34 factories were making cheese, the product being 2,816,045 lb., and the value \$229,249. Sixteen of these factories operated butter plants during the winter, the product being 239,500 lb., valued at \$43,110. Seven factories operated butter plants only, the product being 487,942 lb., and the value \$88,537, while four cheese factories operated separating stations, the product being 49,102 lb., and the value \$7,661. The aggregate of cheese and butter produced in the smallest Province in the Dominion in the last year was there-

fore 3,562,589 lb. and the value was \$364,557. The exports of cheese from this Province have grown from \$39,720 in 1894 to \$212,194 in 1898, an increase of over 450 per cent. in four years. The exports of butter in the same period rose from \$5,607 to \$15,616, an increase of nearly 200 per cent. Though the population of Prince Edward Island is not large, there is still room for, and a likelihood of, still greater development of this industry in the next few years.

A DEMAND FOR GOOD GOODS.

There is no such thing as standing still in business, writes "Observer" in Grocery World. This is just as true of business as it is in all life. When vegetation stops growing it begins to decay and die. Advancement or retrogression, one of the two, is a law of business as much as a law of nature and morals. When the grocer fails to apply good business methods, neglects to keep himself thoroughly posted on the modern, approved ideas pertaining to his business, he starts on the toboggan that will eventually and quickly land him in that discredited class dubbed as chronic failures.

Of course, natural tact and adaptability have much to do with success in any enterprise, but other qualities can make up for these in the successful conduct of the grocery business. Tenacity of purpose, willingness to learn and to profit by the experience of

others and a rigid adherence to the principles of right and equity are qualities, in my mind, better calculated to bring success than tact and adaptability without sterling qualities.

I have in mind, at this writing, a young man who started in the grocery business in a large American city a few years ago, who was unusually tactful and possessed natural adaptability for the business. His trade rapidly increased, he married an estimable young lady, and had every prospect of a happy and prosperous career. But he was lacking in moral character, and the world has just reached me that his wife had left him, his customers were rapidly drifting to other stores, and now he is face to face with social and financial ruin.

Don't theorize; don't growl; don't abuse the manufacturer, friend grocer, but apply the remedy already in your possession, that of selecting goods with a view to merit and profit combined—then push them. Show a disposition to help yourself and your customers will give their support, while you will of necessity secure new trade.

... NEW IDEAS IN ...

Window Displays.

A new book arranged specially for Grocers. Contains fifty-two designs, with full instructions. Anyone can make an attractive window. Sent post paid, on receipt of price—\$1.00.

S. W. CARSON,

45 Hillside Avenue,

Sole Agent for Canada. VICTORIA, B.C.

FOR YOUNG CANADIANS.

*Don't wait until the iron's hot,
But make it hot by muscle.
Don't wait for the wealth your father's got,
Take off your coat and hustle.*

What a year 1900 is to be! What a time for the young Canadian hustler—the rapid stenographer, the expert bookkeeper and the nimble telegrapher! They will all be wanted just as surely as that bright year is coming around. A start now will put you with the successful ones, and we can start you aright. Will you send us your name and let us tell you how? It is no trouble to us, and will benefit you.

W. H. SHAW,
Pres.

CENTRAL BUSINESS COLLEGE, Toronto, Ont.

ADAMS'

Tutti Frutti

CHEWING GUM

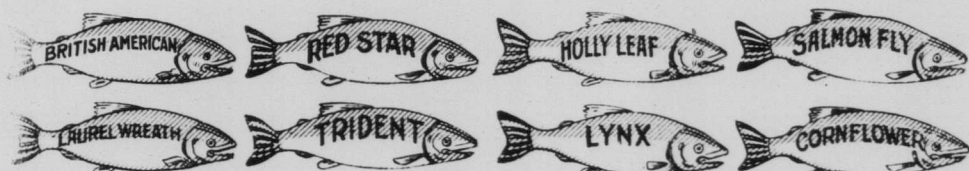
Send for Price List and Hanger Sign
for your window.

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

SOVEREIGN BRAND SALMON

— IS THE FINEST QUALITY. —

PRICES ON 1899 PACK NOW READY.



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



Anglo-British Columbia Packing Company

LIMITED

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

VANCOUVER, B.C.

100% PURE CEYLON.



It sells itself—no humbug—pure tea.

Wholesale by . . .

WARREN BROS. & CO.
TORONTO.

NEW SEASONS

Moning Congou
NOW IN STORE.

PERKINS, INCE & Co.
TORONTO.

NEW SEASON'S

"Golden Leaf"
JAPANS

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

GEORGE FOSTER & SONS

Wholesale Grocers,
BRANTFORD, ONT.

East India

**Pickle
Spice**

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

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

**Todhunter,
Mitchell & Co.**

— TORONTO.

Refrigerators

BUY
EUREKA

it is the best.

WHY?

1st. Because it is built on scientific principles, having insulated walls it is easy on Ice.

2nd. Because the system of circulation of air is perfect.

3rd. Because it is well built.

Further information can be obtained in catalogue which is free.

Address,

Eureka Refrigerator Co.

54 Noble St., Toronto



This cut represents No. 13.

MANITOBA MARKETS.

WINNIPEG, August 14, 1899.

THE caterer's picnic has gone into history as the most successful of the many delightful outings held under the auspices of that association. The first train left Winnipeg at 1 a.m. Thursday, and was composed of three sleepers and ten passenger coaches, all full. At 6.30 and 7.30, respectively, two other long trains left the C.P.R. depot all full to repletion. In all, some 4,000 Winnipeggers availed themselves of the opportunity afforded of visiting Rat Portage for the modest sum of \$1. The day at Rat Portage was spent in various ways, the regatta and short excursion on the Lake of the Woods being the most popular, and a tired but happy crowd landed at Winnipeg between 1 and 2 a.m. Friday.

Thursday, August 17, will be Civic Holiday in Winnipeg, and the employes of the Hudson's Bay Company intend celebrating by a picnic at Park View, about five miles from the city. As almost everybody in connection with the Hudson's Bay Company rides a wheel there will be a grand round up at the office at 1 p.m. and the start will be made from there. Invitations have also been extended to many friends outside the company's employes and a very good time is anticipated.

There is not a great deal of change to report for the week just ended, though business for the time of year is very good. Money is not plentiful just now and no one expects it to be in an agricultural Province in August. Prices are satisfactory and well sustained, and if there are any kickers abroad in the grocery trade your correspondent has not run across them.

CANNED GOODS—The salmon market from this point looks very firm, although it is very difficult to judge exactly as to whether the present advance will be sustained or not. Many packers have advanced 25c. per case, while others are quoting "subject to pack" at the old figures. Other canned goods are without change of situation. Vegetables are being offered freely, but prices are firm. Factories that would, as a rule, be considered second choice, appear to be doing the largest business, probably on account of stiffening prices. One sale of 1,000 cases of tomatoes for immediate delivery is reported for the week just closed. No other large sales are reported.

SUGAR — The advance of 5c. per cwt. quoted last week is maintained firmly, and, from the present price of the New York market, a further advance would not be a surprise. Local prices have not advanced in the meantime.

SYRUPS AND MOLASSES — Market is very

dull. The crop is said to be a fairly good one, and some believe that there will be a slight decline on this account, later in the year.

CURED MEATS — The price has now gone so high on hams that there is now no question but the consumption will be curtailed. The market for many years past has not been within one-third of its present price. Breakfast bellies have advanced steadily in sympathy with hams, and, it would appear as if they might reach the same figure before long. The latest price list quoted is: Hams, smoked, 14c.; American, 14½c.; breakfast bellies, 11½c.; backs, 11c.; shoulders, 10c.; spiced rolls, 10½c.; dry salt long clear, 8½c.; extra short clear, 7¾c.; backs, 9c.; shoulders, 8½c. Business is very good in all these lines.

LARD — Pure, 20-lb. pails (Manitoba rendered), \$1.70; Imported, ditto, \$1.60; in cases, 3, 5 and 10-lb., \$5.50; pure lard tierces, 7¾c.; pure lard, 50-lb. pails, 8c.

CEREALS — No change in this market. All houses at the present time are handling American goods, as both Manitoba and Ontario are unobtainable. This condition, however, is only temporary, as the oat crop promises to be heavy and of fine quality.

DRIED FRUITS — Evaporated apricots have again advanced ½c., and peaches have firmed up a little in sympathy. Prunes are reasonable and plentiful at last week's quotations, though many anticipate an advance in price. Nectarines are somewhat scarce, but are reasonable in price, and, in some cases, are being sent out for apricots.

TEAS — Total settlements in the Hankow market are slightly in advance of last year, to the extent of some 20,000 half chests. New China teas have arrived, but are not yet thoroughly examined, but are believed to be a very good sample. The demand for cheaper grades has been largely in excess of former years.

BUTTER — In creamery, the market has stiffened to the extent of 1c. per lb., and the quotation to-day is 16½c. factories. The supply is very fair and the quality good. Dairy butter has practically remained unchanged, the price at country points being 10 to 11c., with the bulk going into cold storage. There will, no doubt, be an improvement as creamery continues to advance, but there is no doubt buyers will hold off as long as possible, as there is a very evident desire to handle as little dairy butter as possible. All shipments of both creamery and dairy butter are going to the Coast.

CHEESE — This market has also stiffened during the week, and 9c. straight for all sizes is the quotation to-day. The demand is rather in excess of supply at present.

EGGS — This market has again advanced,

and 14c. at country points is quoted, with a brisk demand. Strictly new laid are retreating in the market at 30c. per dozen, which is rather a fancy price for August.

GREEN FRUITS — This market is active. There is no change in the price of staple lines, such as oranges, bananas, and lemons. The demand for plums, peaches and pears is increasing. Peaches are quoted at \$1.50, and plums, assorted varieties, at the same figures. Bartlett pears are \$3 to \$3.25 per box, according to size. Musk melons, \$1 per basket; grapes, 60c.; Ontario tomatoes, a very fine shipment, \$1 for 20-lb. basket. The watermelon season is practically over. The last shipment was sold at \$2.50 to \$2.75 per dozen. A large and choice stock of home-grown vegetables are on the market, the cauliflowers being especially fine.

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

BUSINESS CHANCE.

PROSPECTS OF A LARGE CROP—A GOOD Opportunity. — For sale, a General Business in a thriving town in the Northwest Territories. Turnover \$25,000 per year, with every prospect of doubling itself next year. Stock about \$5,500. Terms—About \$3,000 cash; balance could be arranged for. Present owner going into the Wholesale business. Apply, General Merchant, care Editor CANADIAN GROCER, Toronto. (34)

Tobacco That Sells

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

Our Plug Chewings are:

POMMERY, highest grade, bright, 3½'s.

SMILAX, bright pounds.

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

BLACK BASS, Navy, all styles.

Our Plug Smoking Brands are:

MONARCH, 3½'s.

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

CLOVER, Double Thick, 8's.

BANNER, SOLACE, 13's

Attractively packed in small boxes.

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

Quality and price are in their favor.

We want our Tobaccos handled by every grocer in Canada.

Dominion Tobacco Co.

80 to 94 Papineau Ave.,

MONTREAL



EDDY'S

HOUSE, HORSE, SCRUB AND STOVE

BRUSHES

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

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

The E. B. EDDY CO., Limited

HULL.

MONTREAL.

TORONTO.

Quebec,
Halifax,

Hamilton,
Winnipeg,

London,
Victoria,

Kingston,
Vancouver,

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

LOBSTERS IN GLASS JARS.

WE do not hear so much complaint nowadays as regards improperly packed lobsters, says The Maritime Merchant, and the reason, no doubt, is due to the closer inspection and oversight exercised at the various factories. It has become the custom among the chief exporters and buyers of lobsters in Halifax to send a man well versed in the requirements of the business, on periodical visits to the canneries which have contracted ahead. His duties are to see that the instructions of his principals are carried out as to bathing and the other necessary operations. When these are carried on in a satisfactory manner the packer receives a certificate to that effect which enables him to receive his payment for the goods as shipped. There is likely to be quite a change in the manner and style in which lobsters are packed in these Provinces in a short time.

The proposed improvement consists of a glass jar to hold about the same quantity as the ordinary 1-lb. can. There can be no room for doubt as to the superiority of such a package over that of metal which is brought into such close contact with the acids and animal and chemical ferments present in the cooked fish. The chief difficulty hitherto has been the problem of how to exhaust the air from a receptacle and secure a hermetically sealed package. This we understand has been overcome by means of an ingenious attachment of rubber. The new package will be of value to the trade on account of being more attractive to the consumer. Although the cost is somewhat higher, the advantages of the glass jar over the tin can are too many to permit the use of the older package to stand in the way of the newer and more satisfactory container being adopted. The increasing price of this preserved fish from year to year is slowly placing it among the luxuries and hence a more cleanly and safer package is doubly called for.

"NEWS" IN ADVERTISING.

The trouble with most advertisers and advertising writers, says Advertising Experience, is that they have not the newspaper sense of what is "news." Items of knowledge that would be of the highest interest to the persons they are talking to are so familiar to the advertiser himself as to seem commonplace and hardly worth speaking of; yet, it is probable that the average man knows nothing regarding it, and would be thankful for the information. One advertiser of wide experience, who has been very successful in the preparation of "newsy" advertisements, makes the practice of finding out just what his friends

and acquaintances know concerning his goods and their method of manufacture. Wherever he finds the slightest degree of ignorance, he promptly starts a "campaign of education."

TRADE CHAT.

THE GROCERS' JOURNAL, London, Eng., tells of a memorial tablet in St. Anne's churchyard, Manchester, in which there is much unconscious humor. The tablet reads thus: "Here lyeth the body of John Howard, who died January 2, 1800, aged 84 years; 50 years a respectable grocer, and an honest man."

A considerable quantity of smuggled cigarettes and cigars were confiscated by the Customs authorities at Kingston, Ont., the other day.

A Montreal firm is in communication with Mayor Woods, of Aylmer, Ont., with respect to the establishment in that town of a canning factory to employ 200 men.

The Summerside, P. E. I., grocers' picnic, held on August 1, netted quite a good sum of money. Half the proceeds go to the Indiantown, N. B., fire sufferers.

Thos. Jobin, retail grocer, Winnipeg, is, according to The Manitoba Free Press, considering the erection of a large warehouse on Market street east, of that city, and starting a wholesale grocery business.

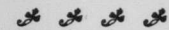
At a banquet in London, Eng., recently, every article of food and drink at the dinner was of colonial production. The olives came from South Australia, the beche de mer soup from the Bahama Islands, salmon from New Brunswick, mutton from New Zealand, whiskey from Ontario, and the cigars from British North Borneo.

G. D. Gopsill, an English gentleman, who, until recently, resided in Miles City, Montana, has purchased the Culdaffe dairy farm on the Eramosa road, belonging to the estate of the late Mrs. Parsons. He will continue to carry on the manufacture of the celebrated Stilton cheese and the dairy business conducted by Mrs. Parsons for 40 years previous to her death.—Guelph Herald.

WILL REPRESENT E. W. GILLETT.

T. T. Cartwright, who has for several years been manager of the Canadian business of The Warwick Bicycle Co., has accepted the position of the general eastern representative of The E. W. Gillett Chemical Works, Toronto and Chicago. Mr. Cartwright is at present making his first trip through his territory, which will include the Maritime Provinces, Newfoundland and the French islands, St. Pierre and Miquelon. He has not yet chosen his headquarters, but they will likely be located in Halifax or St. John, N. B.

Empire Smoking Tobacco



Ask your wholesaler for
a sample caddy of

EMPIRE

at

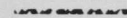
36 cents.

5, 10 and 15 cent Plugs.

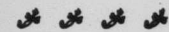
Big Plugs

FOR

Little Money



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



Made by the

**EMPIRE
TOBACCO
CO., Limited**

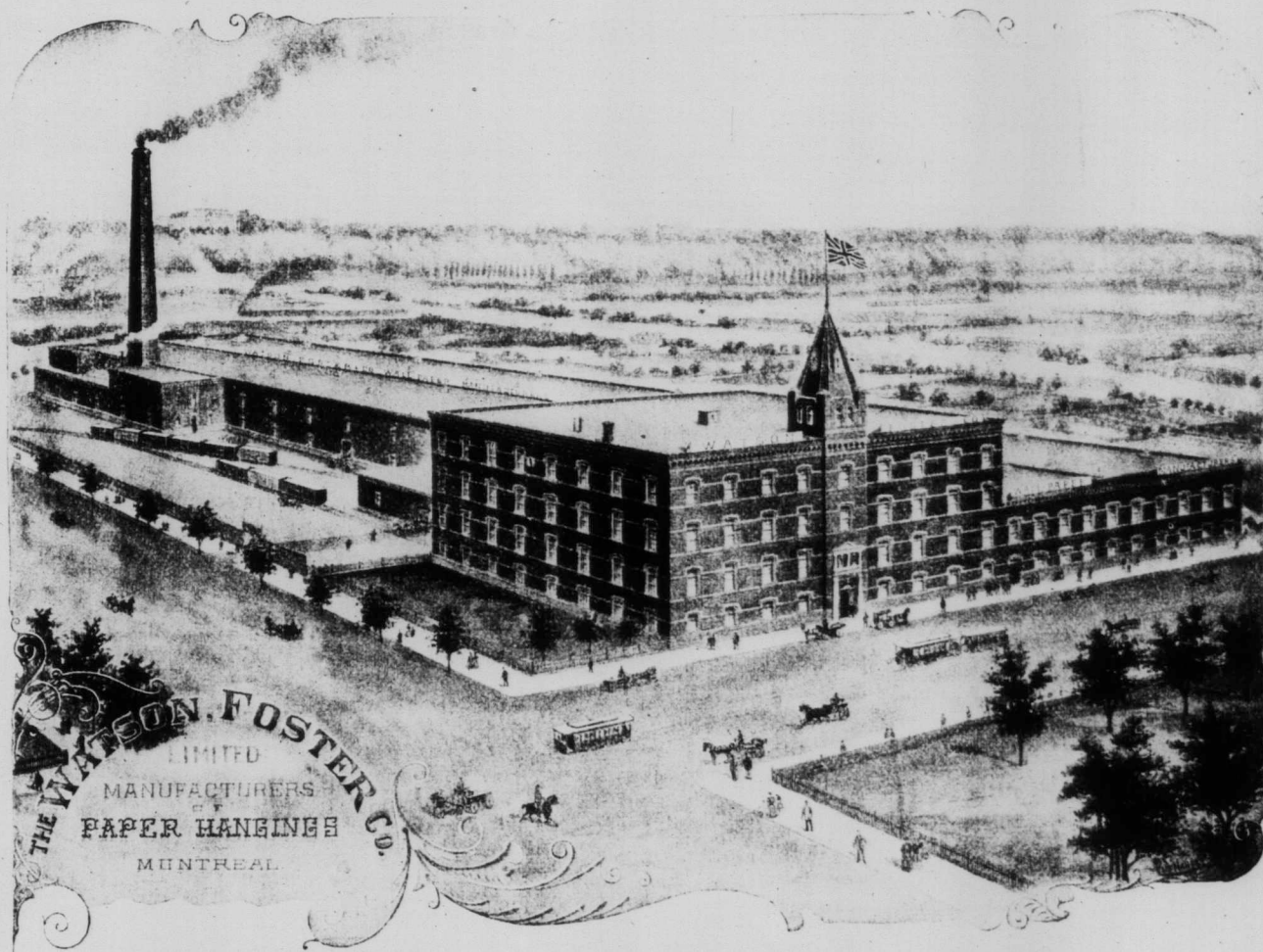
Granby, Que.

THE . . .
Watson, Foster Company

Limited

Manufacturers of
all grades of
WALL PAPERS

Montreal, Canada.



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

Largest Collection of Samples for Season 1899-1900 ever issued—136 Combinations, from the cheapest Blanks to the most fancy Gilt Papers, including Heavy Embossed Gilt on 24-oz. stock, 21 in. wide. EMBOSSED PULP EFFECTS—the newest specialty out.

NOTE.—In order to put all our Ontario customers on an equal footing as to freight, we have decided to equalize freight with Toronto for towns West of Belleville and West and North of Toronto.

TO DEALERS who bought too hastily in previous seasons we wish to tender a timely word of advice—
] WAIT till our representative calls on you in a few days with our interesting range of samples, or if YOU CAN-
NOT WAIT write or wire us, and we will arrange to give you an early opportunity to inspect our offering.

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

42 SCOTT ST. TORONTO. CELEBRATED

TORONTO RETAIL GROCERS' ASSOCIATION.

THE attendance at the Toronto Retail Grocers' Association's regular meeting, which was held in St. George's Hall on Monday, was fully up to the high average maintained this year. President Frank Johnson occupied the chair.

Two new members were admitted by ballot: Messrs. F. Mauthie, Queen street east, and J. Dempster, Dovercourt road.

The excursion committee's report regarding the Hamilton trip was read. It showed that, after all expenses were paid, a net profit of \$255 was left. This will be put into the special trust funds of the association. As several events were not run off at the picnic, it was decided to have these run off at Hanlan's Point on Wednesday next, August 23. The events are the lady clerks' race, the broad jump and the clerks' race. Besides these events, a game of baseball will be played between the association's team and the team representing the Toronto city travelers.

A letter was received from the metal Polishers, Buffalo, and Platers Union of Toronto, asking for the privilege of appearing before the association to state the grievances that exist between a firm of scale manufacturers and its employes. After a warm discussion whether it would be advisable to establish such a precedent, it was decided to hear the representatives of the union, and to ask the firm in question for their side of the case.

Just before the adjournment of the meeting, O. A. J. Anderson asked that at the next meeting he be allowed to speak for a short time regarding trading stamps. Mr. Anderson is firmly opposed to these stamps,

so, to make the meeting interesting, it was decided to make a debate of the matter, when at least one member will contend for the use of the much abused stamps.

VACATION TIME.

At this season of the year, grocers—except in summer resort places—expect a diminution in the volume of trade, remarks New England Grocer. Many of their regular customers are summering away from home—some, alas! leaving unpaid grocery bills to await their return in the fall. Clerk after clerk takes his vacation, and, as a result, many a grocer works harder and is more closely confined to his store than in other months. But, some time and somehow, he should take a week off—two weeks if he can. In olden times no one thought a vacation necessary, but the hurry and bustle and hurly-burly of modern business life makes these periodical respites from labor and business cares absolutely necessary. If the clerk—with no responsibility—finds a vacation essential to his wellbeing, how much more does the head of the firm need recuperation! Take your vacation now. It may save you from being compelled to take a long and enforced vacation by and bye—a vacation under the supervision of a physician. Health is more important than wealth—a trite saying, but a true one. Don't be like the man who lost his health getting wealthy, and then lost his wealth vainly trying to get healthy.

HE EXPECTS A BUSY SEASON.

Mr. Isaac Tuck, formerly of The Fruit Trade Journal, who has gone into the apple exporting trade, was in Montreal on business this week, and called on THE GROCER. He

expects a very busy season during the present fall.

HE TOOK NAILS.

The owner of a general store in a Western village got married. In this little town it is the custom for the happy bridegroom to set up the cigars for all the congratulating males who drop in to wish him joy. So the bridegroom in this instance had a box on the counter, and most of his patrons were regaled from it.

Pretty soon an ancient gentleman lounged in. The storekeeper, who felt friendly to all the world just then, pushed the box towards the new-comer.

"Have a cigar, Uncle Jim," he smilingly said.

Uncle Jim looked at the box and looked at the storekeeper.

"What's this for?" he asked.

The storekeeper slightly blushed.

"Been gettin' married."

"Who? You?"

"Yep. Me."

"An' you're standin' treat, eh?"

"Yep," said the storekeeper.

The old man picked up a cigar.

"How much did these seegars cost ye, Ab?" he inquired.

"Oh," replied the storekeeper, "cost me 'bout four cents. They're nickel cigars."

The old man dropped the cigar back into the box. Then his gaze wandered around the store.

"Well, Ab," he slowly drawled, "ef it's all the same to you, I'll take a pound o'nails."

And he got them.—Cleveland Plain-dealer.

Enameline

The Modern STOVE POLISH



LIQUID.

We present herewith cuts showing the three different forms of package in which Enameline is put on the market. The enormous amount of advertising being done to familiarize housekeepers with the name enables merchants to make quick sales. Don't load up with unknown brands—that's dead stock.

J. L. PRESCOTT & CO., New York

FOR SUMMER WEATHER

ROBINSON'S

PATENT

BARLEY

Is THE Infants' Food.

It pays a good profit all round.

With your next order---remember to add
Robinson's Patent Barley.

Current Market Quotations for Proprietary Articles

August 17, 1899.
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

BAKING POWDER.

PURE GOLD.	
3 oz. cans, 4 and 6 doz. in case	95
4 oz. cans, 4 and 6 doz. in case	1 40
6 oz. cans, 2 and 4 doz. in case	1 80
8 oz. cans, 2 and 4 doz. in case	2 70
12 oz. cans, 2 and 4 doz. in case	3 60
16 oz. cans, 2 and 4 doz. in case	9 00
2 1/2 lb. cans, 1 and 2 doz. in case	14 40
3 lb. cans, 1 doz. in case	18 00
QUEEN'S FRIEND—	
2 in 2 and 4 doz. boxes	\$ 2 40
2 in 4 doz. boxes	2 10
2 in 6 "	80
2 in 6 "	70
3 in 4 "	45
Round tins, 3 doz. in case	3 00
oz. tins, 3 "	2 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00
DIAMOND—	
1 lb. tins, 2 doz. in case	2 00
1/2 lb. tins, 3 "	1 25
1/4 lb. tins, 4 "	0 75
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 1/2 lb. jellies	2 25
1 1/2 lb. Crown sealers	2 25
JERSEY CREAM BAKING POWDER.	
1/2 size, 5 doz. in case	40
1/4 " 4 " "	75
1/2 " 3 " "	1 25
1 " 2 " "	2 25
SNOW DRIFT BAKING POWDER.	
1/4 lb. tins, 4 doz. in case	per doz. \$ 75
1/2 " 3 " "	1 20
3 " 1 " "	2 00
5 " 1/2 " "	6 50
10 lb. boxes	per lb. 16
35 lb. pails	16
WHITE SWAN BAKING POWDER.	
1/4 lb. tins, 3 doz. in case	per doz. 0 80
1/2 " 3 " "	1 20
1 " 3 " "	2 00
5 " 1 " "	9 00
CANADA MFG. CO.	
Queen Baking Powder, 1/2 lb. tins	1 20
1 lb. tins	2 15
OCEAN WAVE BAKING POWDER.	
per doz.	
No. 10, 5-ounce Cans, round or square, 4 doz. in case	80 75
1/2 lb. Cans, round only 3 doz. in case	1 20
14-oz. Cans, round only 2 doz. in case	1 80
16-oz. Cans, round only 2 doz. in case	2 00
3 lb. Cans, round only, 1/2 and 1 doz. cases	5 75
5-lb. Cans, round only, 1/2 and 1 doz. cases	9 00

BLACKING.	
P. G. FRENCH BLACKING	
No. 4, 1/4 grs. bxa.	\$4 00
" 6, 1/2 " "	4 50
" 8, 3/4 " "	7 25
" 10, 1 " "	8 25
" 10, Jet Enamel.	8 25
CARR & SONS.	
No. 2-1/4 gross boxes	2 70
No. 4-1/4 gross boxes	5 75
No. 5-1/4 gross boxes	8 00
THE F. F. DALLEY CO.	
English Army Blacking, 1/4 gross cases	\$9 00
No. 2 Spanish " "	3 80
No. 3 " "	4 50

THE ALPHA CHEMICAL CO.	
Stove Polish—	
Quickshine	per gross 9 00
Polish	9 00
Electric Crown Paste	8 00
Electric Crown Lead Bar	7 80
Patent Stove Polish—	
Sunlight Lead Bar 6's	per gross \$2 25
Packed in 1/2 gross cases	10 80
Sunlight Liquid, 1/2 gross cases	4 25
Moody's Black Lead 3's	1/2 gross case 14 40
Reliable Stove Pipe Varnish	6-oz. bottles 12 00
Quickshine Pipe Varnish	1/4 gross cases pressed top tins. 9 00
Alpha Metal Polish No. 2	
Shoe Dressing—	in 1/4 gross cases.
French Oil in 3 doz. cases	22 00
Reliable Shoe Dressing	9 00
Ecliptic Combination tan	12 00
Moody's Ox Blood	12 00
Chocolate	12 00
Alpha Chemical Co. French Castor Oil	9 00
Alpha Chemical Co. Refined Sweet Oil	9 00
Alpha Chemical Co. Turpentine	7 80
Moody's Non-Corrosive Inks	4 50
Shoe Blacking—	
Reliable French Blacking, No. 5	in 1/4 gross cases. 9 00
No. 2	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

UNITED SERVICE	
Blackening No. 4	8 00
UNITED SERVICE	
Blackening No. 1 1/2	4 25
PATENT LEATHER	
Polish No. 1 1/2	9 00
WATERPROOF	
Dubbin No. 4	9 00
BIRD SEEDS	
THE F. F. DALLEY CO.	
Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06 1/2
NICHOLSON & BROCK.	
Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05
Bird sea-gravel, 10c. pkts., 24 in case	0 06
" 5c. " 48 " "	0 03
BLUE.	
KEEN'S OXFORD.	
Per lb.	\$0 17
In 10 box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
BLACK LEAD.	
Reckitt's, per box	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	
CORN BROOMS	
ROECKH BROS & COMPANY	
Bamboo Handles, A, 4 strings	doz. net 3 25
" " B, 4 strings	3 05
" " C, 3 strings	2 9c
" " D, 3 strings	2 70
" " F, 3 strings	2 45
" " G, 3 strings	2 15
" " I, 3 strings	1 70
CHEWING GUM.	
ADAMS & SOKS CO.	
Tutti Frutti, 36 5c. bars	per box \$1 20
" (in cream pitcher) 3-5c. bars	1 20
" (in sugar bowl) 36 5c. bars	1 25
" (in glass jar) 115 5c. pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c. packages	3 75
Pepsin Tutti Frutti, 23 5c. packages	0 75
Round Pepsin, 30 5c. packages	1 00
Cash Register, 300 5c. bars and pkgs.	15 00
Cash Box, 160 5c. bars	6 00



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"Good Starch"

The word "good" has lost its meaning when applied to starch—it has become commonplace from frequent use. Pure Starch must be something more than simply "good" now-a-days to enable a grocer to hold his trade, and, because our oldest customers are the best ones we have to-day, we believe that Edwardsburg Starch can safely claim the right to use the word "best."

Look at it from any point of view—it is still best. The experience of over 40 years of Starch making counts when "quality" is at stake—it counts in your profits, your new business and your upward progress. It pays to sell the "best"—simply "good" won't do.

Edwardsburg Starch.

The Edwardsburg Starch Co., Limited
Cardinal, Ont.

- Benson's Prepared Corn.
- Silver Gloss Starch.
- Benson's Enamel Starch.

Tutti Frutti Show Case, 180 5c. bars and packages	6 00
Variety Gum (with book in each box) 150 c pieces	1 00
Banner Gum (English or French wrappers) 115 lc pieces	0 90
Fairat on gum (English or French wrappers) 115 lc pieces	1 20
Mexican Fruit, 36 5c bars	0 90
Sappota, 150 lc pieces	0 75
Orange Sappota, 150 lc pieces	0 75
Black Jack, 115 lc pieces	0 75
Red Rose, 115 lc pieces	0 75
Magic Trick, (English or French wrappers) 115 lc pieces	0 75

Cocoa—	per do
Concentrated, 1/4 s, 1 doz. in box	2 40
" " 1/2 s, " " "	4 50
" " 1 lbs, " " "	8 25
Homeopathic, 1/4 s, 14 lb. boxes	0 30
" " 1/2 s, 14 lb. boxes	0 30

WALTER BAKER & CO.

Cocoa, 1/2 s.	0 52
Premium Chocolate, 1/2 s.	0 45
Webb's Cocoa Powder, 1/4 s.	0 30

JOHN P. MOTT & CO.'S.

R. S. McIndoe Agent, Toronto.

CHOCOLATES & COCOAS.		
Cocoa—	EPPS'S.	per lb.
Case of 14 lbs. each		0 35
Smaller quantities		0 37 1/2
CADBURY'S.		
Frank Magor & Co., Agents.		per do
Cocoa essence, 3 oz. packages		\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.		0 40
Rock Chocolate, loose		0 40
1-lb. tins		0 42 1/2
Nibs, 11-lb. tins		0 35

TODHUNTER, MITCHELL & CO.'S.

CHOCOLATE—		
French, 1/4 s—6 and 12 lbs.		0 30
Caracas, 1/4 s—6 and 12 lbs.		0 35
Premium, 1/2 s—6 and 12 lbs.		0 30
Sante, 1/4 s—6 and 12 lbs.		0 26
Diamond, 1/4 s—6 and 12 lbs.		0 22
Sticks, gross boxes, each		1 00
Cocoa—		
Homeopathic, 1/4 s, 8 and 14 lbs.		0 30
Pearl, " " " " "		0 25
London Pearl, 12 and 18 " " "		0 22
Rock, " " " " "		0 30
Bulk in boxes		0 18
Royal Cocoa Essence, packages		per doz 40

FRY'S.

Chocolate—	per lb.
Caracas, 1/4 s, 6-lb. boxes	0 42
Vanilla, 1/4 s, " " "	0 42
"Gold Medal" Sweet, 1/4 s, 6 lb. bxs.	0 29
Pure, unsweetened, 1/2 s, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4 s, 14 lb. bxs.	0 24
Fry's "Monogram", 1/4 s, 14 lb. bxs.	0 24

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, 1/4 lb. cake, per lb.	0 30	
Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 35	

COCOANUT.

STANDARD COCOANUT MILLS.

Feather strips	18 21
Cream shredded	17 20
Standard	15 18
Macaroon	15 17
Desiccated	14 16
Shavings in packages	16 18
Cream shredded, 1/4 lbs.	29
" " 1/2 lbs.	28

CHEESE.



MacLaren's Imperial—	Per doz
Large size jars	\$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial Cheese Silver Holder—	
Large size	18 00
Medium size	15 00
Small size	12 00

COFFEE.

JAMES TURNER & CO.

Mecca	0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend	0 32
Jersey	0 29
Rajah	0 20
Old Government Java	0 28 0 30
Maracaibo	0 18 0 20
West India	0 16 0 18
Rio, choice	0 12

CLOTHES PINS.

ROECKH BROS. & CO.

Clothes Pins (full count), 5 gross in case, per case	0 65
4 doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	1 00

EXTRACTS.

Dalley's Pure Fruit Extracts, 2 1/2 oz. bottles, all flavors	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25
Crown Brand (Greig Mfg. Co.)—	
1 oz. Bottle, per doz.	0 90
2 " " " "	1 50
2 1/2 " " " "	2 00
4 " " " "	3 00
8 " " " "	6 00
4 " Glass Stop'r "	4 00
8 " " " "	6 00



P.G. FLAVORING EXTRACTS

8 oz. Glass Stopper bott.	\$6 00
4 oz. " " "	4 00
8 oz. Plain bottles	5 00
4 oz. " " "	3 00
2 1/2 oz. Cabinet bottles	2 00
2 oz. Bottles	1 50
1 oz. " "	1 20
Per gallon	7 00
Per pound	1 00

FOOD.

ROBINSON'S BARLEY AND GROATS.

Patent Barley, 1/2 lb. tins	per doz 1 25
" " 1 lb. tins	2 25
Groats, 1/2 lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RIISING FLOURS.

Buckwheat, 2 1/2-lb. pkgs. 3 doz. case	1 20
Pancake, 2 lb. pkgs. 3 doz. case	2 25
Tea Biscuit, 2-lb. pkgs. 3 doz. case	2 25
Graham Flour, 2-lb. pkgs. 3 doz. case	2 25
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

CANADA MFG. CO.

"Star" Self-Raising Flour, 3-lb. pkgs.	1 20
" " 6-lb. " "	2 00
Flexman " 3-lb. " "	1 20
" " 6-lb. " "	2 00

GELATINES.

COX'S	
2's	1 10
4's	1 10
doz. size,	2 25

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

"Daisy Fruit"

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

THE HOME CAKE CO.
GUELPH, ONT.

PAILS

"SUITABLE FOR"

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

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

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

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

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

DON'T PAY FREIGHT ON WATER

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

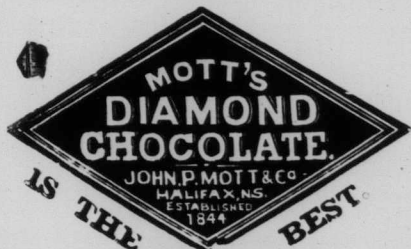
Agents—

W. H. SEYLER & CO.

118 King St. East, **TORONTO**

Agents for HEINRICH FRANCK SOHNE & CO.

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



IS THE **BEST**
ASK FOR
MOTT'S



Cow Brand Baking Soda

is making wonderful progress in regard to sales. The demand increases every month. Every farmer's wife in Ontario has our recipe book, which has been mailed at the rate of 5,000 per week for some months past.

GROCERS:—Do not let your stock run out; every wholesale house carries all sizes of packages.

JOHN DWIGHT & CO.
TORONTO AND MONTREAL.

Wheat Marrow! Wheat Marrow!

SATISFYING FULLY, RECUPERATING QUICKLY,
DIGESTING EASILY.

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

Manufactured by

THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor.

CORNWALL, ONT.

MONSOON

INDO-CEYLON TEA.

What Monsoon doesn't offer grocers in the shape of good tea isn't worth having.

There is no possible way of serving your customers as well as with Monsoon. We plant, grow and pack all our own teas, which enables us to give a high-class tea at a moderate price.

If you do not handle Monsoon order a trial case.

THE MONSOON TEA CO.

Toronto and Montreal.

MONSOON

INDO-CEYLON TEA.

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

INDURATED FIBRE WARE.

Table listing various fibre ware items such as Star Standard, Milk, Round-bottomed fire pail, and Fibre Butter Tubs with their respective prices.

JAMS AND JELLIES.

Table listing various jams and jellies including Orange Marmalade, Clear Jelly Marmalade, Strawberry W. F. Jam, and Rasperry.



Table listing various jellies and icings such as Raspberry, Strawberry, Pineapple, and Chocolate.

Table listing various licorice products including boxes, fancy boxes, and pellets.

Table listing various mince meat products including Wethley's and Nicholson's.

Table listing various mustard products including D. S. F. and Greig Mustard.

Table listing various beer mugs and tumblers.

Table listing various glass jars and tumblers.

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Table listing various glass jars and tumblers.

Advertisement for DWIGHT'S SODA featuring a cow illustration and product details.

Advertisement for SOAP by JOHN TAYLOR & CO. featuring Ivory Bar Soap.

Advertisement for SOAP by JOHN TAYLOR & CO. featuring Ivory Bar Soap.

Advertisement for SOAP by JOHN TAYLOR & CO. featuring Ivory Bar Soap.

Advertisement for SURPRISE Soap.

Advertisement for MAYPOLE SOAP.

Advertisement for EDWARDSBURG STARCH CO., LTD.

Advertisement for EDWARDSBURG STARCH CO., LTD.

Advertisement for EDWARDSBURG STARCH CO., LTD.

Advertisement for THE F. F. DALLEY CO.

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Advertisement for KINGSFORD'S OSWEGO STARCH.

Advertisement for KINGSFORD'S OSWEGO STARCH.

Advertisement for KINGSFORD'S OSWEGO STARCH.

Advertisement for ONTARIO STARCH.

Advertisement for THE BRANTFORD STARCH CO., LTD.

Advertisement for THE BRANTFORD STARCH CO., LTD.

Advertisement for CELLULOID STARCH.

Advertisement for CELLULOID STARCH.

Advertisement for CELLULOID STARCH.

Advertisement for ENAMELINE Stove Polish.

Advertisement for ENAMELINE Stove Polish.

Advertisement for RISING SUN Stove Polish.

Advertisement for RISING SUN Stove Polish.

Advertisement for SUN Stove Polish.

Advertisement for SUN Stove Polish.

Advertisement for TIGER STOVE POLISH.

Advertisement for TIGER STOVE POLISH.

Advertisement for TIGER STOVE POLISH.

Advertisement for SILVERINE STOVE POLISH.

Advertisement for SILVERINE STOVE POLISH.

Advertisement for SALADA TEA.

Advertisement for SALADA TEA.

Advertisement for RAM LAL'S PURE INDIAN TEA.

Advertisement for RAM LAL'S PURE INDIAN TEA.

Advertisement for RAM LAL'S PURE INDIAN TEA.

Advertisement for KOLONA PURE CEYLON TEA.

Advertisement for KOLONA PURE CEYLON TEA.

Advertisement for KOLONA PURE CEYLON TEA.

Advertisement for LUDELLA CEYLON TEA.

Advertisement for LUDELLA CEYLON TEA.

Advertisement for TOBACCOS.

Advertisement for TOBACCOS.

Advertisement for TOBACCOS.

Advertisement for TOBACCOS.

Advertisement for TOBACCOS.

Advertisement for TOBACCOS.

Advertisement for TOBACCOS.

THE MOST NUTRITIOUS COCOA.

EPPS'S
GRATEFUL
COMFORTING

COCOA

In labelled Tins.
14 lb. Boxes.

SPECIAL AGENTS

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

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TORONTO, ONT.

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We are Headquarters for

BASKETS

of all descriptions. When you want

Grain or Root Baskets,
Satchel Lunch Baskets,
Clothes Baskets,
Fruit Baskets,
Butcher Baskets.

or, in fact, anything at all in the basket line, drop
us a line. We will be pleased to quote you prices.

THE
Oakville Basket Co.
OAKVILLE, ONT.

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

COX'S GELATINE Always
Trustworthy.
ESTABLISHED 1728.

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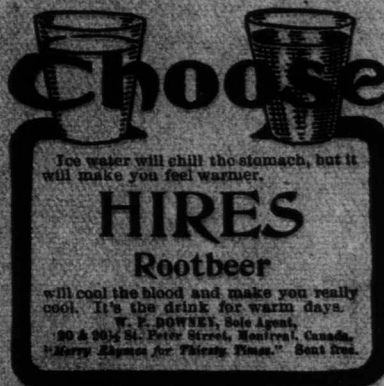
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