

**PAGES
MISSING**

PUBLISHED
EVERY
FRIDAY

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

CIRCULATES
IN EVERY
PROVINCE

**COLMAN'S
MUSTARD**



BEST ON EARTH

**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>• • •</p> <p>Always reliable and as repre- sented.</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>WHISKS</p>	<p>WHISKS</p>	<p>Corn Whisks</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>		



Heinz Tomato Chutney is a delicious tomato product that imparts an appetizing relish to meats of all kinds.

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

Canadian Agents:

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

Your Profit in Selling Salt

depends for its *real* value upon the length of time that you hold the trade of the customer who buys it of you. The permanent customer pays you the biggest profit in the end. Salt is a small item, but it is just one of these “small items” that holds a customer’s trade.

Windsor Salt

is absolutely free from all impurities—it is a free-running, white, perfectly crystalized Salt that never varies from the one high standard that has made it famous as the “Salt of Quality.” With it you can hold the trade of the most particular woman that ever lived. Leading wholesalers sell it.

THE WINDSOR SALT CO., Limited,
Windsor, Ont.

WHY PAY

double price
for . . .

BI-CARB. SODA


when you can buy the Purest
and Strongest English Soda

**HAND-IN-HAND
Brand?**

No Yankee humbug about **this** Soda.
Best dealers sell this brand.

Do you want to please your
customers?

SELL THEM**Moir, Wilson & Co.'s**

GENUINE SCOTCH 

Kippered Herring
Preserved Bloaters
Herring and Tomato Sauce
Herring in Mustard Sauce

FINEST QUALITY PACKED
BEST DEALERS SELL THEM

Two Articles Always in Season.**Lazenby's
Soup
Squares**

Used to the greatest extent
where the quality is best known.
Quick, convenient, delicious
little Soup Makers. 13 varieties.
Trade-winners for the store—
and trade-keepers, too.

**Lazenby's
Jelly
Tablets**

For the holiday feasting, for
the economical and particular
housewife, for more business,
these handy, highest quality,
absolutely pure-flavored Tablets
are unequalled. 13 varieties.
Used by the best families in Great
Britain and the Colonies. Quality
counts! "The purest that can be."

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

MUSHROOM BRUSHMAKERS.

It would be interesting to learn what has become of the number of **Mushroom Brushmakers** who have of late years come and gone like the "Ships that pass in the night." They make their appearance, flooding the market with a lot of **inferior goods, demoralizing trade**, and then disappear—usually sadder but wiser for their experience. Notwithstanding this they still spring up like the proverbial mushroom and with sublime assurance call themselves Brush Manufacturers.

Real Brushmaking requires a **technical knowledge** gained only by **years of experience**, and a safe rule to follow is to **buy your Brushes** from **old-established manufacturers** who are in the business to **stay**.

An idea of what real Brushmaking means may be gained from our catalogue of goods showing the large variety of qualities and sizes required to meet the demands of the public. Every dealer of experience knows that he must have a large assortment of brushes for his customers to choose from, as what will suit one will not suit another.

Our works have been established in Toronto for **over 43 years**, we have a **personal knowledge** of every detail of manufacturing Brushes, **our employees** are **thoroughly experienced** in their various departments, we have **ample capital for the requirements of our business**, and through **long years of practical buying** in the **world's best markets** we are in a position to secure the **highest possible value** in our **raw materials**.

We therefore **caution the trade** not to be **misled** by high-sounding claims of **Mushroom Brushmakers** and **accumulate a lot of stock** which is **not suited** to the **demands of the trade** and which they may have to dispose of at a loss later on.

Every Brush we turn out we **guarantee** to be **exactly as represented** and our name and brand is a **guarantee to all dealers** handling them.

Boeckh Bros. & Company

Manufacturers

Offices and Warerooms : 80 and 88 York St. and 12 Clarence St.
Factories : 158 to 168 Adelaide St. West.
Montreal Branch : 1 and 3 De Bresoles St.

Agencies at

Winnipeg, Man.; Vancouver, B.C.; St. John's, Nfld.;
London, England; Glasgow, Scotland.

 **TORONTO, ONT.**

Our goods are sold by all reliable dealers throughout the Dominion.

Dollars and Cents!

Sentiment doesn't go in business—it's the dollars and cents profit that you are after. You can't make a permanent profit unless you hold your trade—quality counts more than quantity. I believe that the fact that my oldest cigar customers are my best ones goes a long way in proving that they are making PERMANENT profits, because they are holding their trade and adding to it constantly.

When I speak of

Payne's Cigars

I refer particularly to my "Pharaoh" ten-cent cigar and my "Pebble" five-cent cigar, because I believe they are leaders in their lines. But I make many other brands, too—let me quote you prices or send you samples.

J. BRUCE PAYNE, MFR.,
Granby, Ont.

HONEST from
BEGINNING to
END

Crown Brand Extracts

The Greig Manufacturing Co.

456 St. Paul St., MONTREAL.

EXTENDED INSURANCE.

One of the many liberal features embodied in the
UNCONDITIONAL ACCUMULATIVE POLICY
issued by the

Confederation Life Association.

HEAD OFFICE--TORONTO.

the provision for Extended Insurance. After two full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director

MADE IN CANADA.

PLANNING AHEAD.

When there is no fishing the fisherman busies himself mending his nets. The wise business man utilizes time during the Summer months preparing for the busy Fall trade.

The grocer who aims to do a first-class trade will see to it that "Sterling" Brand Pickles stand among the first things on his list for sorting up for the early Fall. Remember that Exhibitions and Fall Fairs are ahead, when pickles are always wanted on the table.

—See that your best trade
—is made safe with "Ster-
—ling" brand Pickles.



T. A. LYTLE & CO.

124-128 Richmond St. W., TORONTO, CAN.

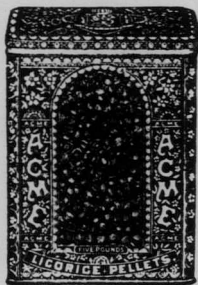


CLEAN, BRIGHT, WHOLE SPICES

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.

**Right Through
The Year.**

We call Tillson's Flake Barley a hot-weather cereal breakfast food, but there is a ready sale for it right through the year—in summer or winter, it matters not which. It doesn't heat the blood, but it stimulates naturally, giving increased power to body and brain.

You won't have to carry "Flake Barley" on your shelves until the **season** for it comes 'round again, because its "season" exists **all the time**. Light, delicate, wholesome, and **sold by the pound**.

From Manufacturer to
Retailer direct.

THE TILLSON CO., LIMITED,
Tilsonburg, Ont.

The Machine-Made Teas of

CEYLON

AND

INDIA

are absolutely free from adulteration of any kind.

They stand for what they are—Pure Tea and All Tea.

Why use teas weighted with coloring matter, seed pods, unidentified refuse, etc., when a pure article may be obtained?

Use less tea and infuse three to five minutes. Always use boiling water.

HOLIDAYS, Aug. 7th to 19th.

Our travellers will make merry and take a well-earned rest. Favor us with mail orders and you will have prompt attention.

SUGARS--- Our assortment is varied and complete with the best Canadian Refined Granulated and Yellows—all new goods. No delay in buying from us—we ship all orders promptly. Telegraph if in a hurry.

SALMON--- Selling to arrive: **MAPLE LEAF, CLOVER LEAF, LOWE INLET,** and other well-known brands.


W. H. GILLARD & CO., Wholesale Grocers and Tea Importers, 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 INVINCIBLES.



Rose & Laflamme

Agents 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.

Grocer Island THE

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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.

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VOL. XIII.

TORONTO AND MONTREAL, AUGUST 11, 1899.

NO. 32

THE BARGAIN COUNTER DELUSION.

A LOCAL organization, known as the Consumers' League of Chicago, has undertaken to show to the buying public the real conditions which exist in department stores.

Recently, Miss Annie Marion MacLean, of the University of Chicago, took a place as saleswoman in two such institutions, and her observations were published in the last number of The American Journal of Sociology.

Amongst other things said in this article, which speaks for itself, are these :

"The difficulty of finding employment was not so great as might be supposed. Owing to the holiday rush and the consequent need of large reinforcements to the original help, the employers were not insistent on experience as a requisite for the successful applicant. However, it was not until several visits had been made that I was promised a position at \$3 a week. Work was to begin the following Monday, which would give me just two weeks of the Christmas trade. Employment being promised, it seemed desirable to engage board in some home for workingwomen ; for the environment which such a place would provide gave promise of the best results. I was fortunate in finding a most satisfactory place not far from the heart of the city, and here I went as a workingwoman.

"This home is deserving of more than passing mention. It provides board and lodging, together with the use of pleasant parlors and library, to workingwomen under 30 years of age for \$2.50 per week, if they are content to occupy a single bed in a dormitory. These dormitories are thoughtfully planned and accommodate from 10 to 15 each. A large proportion of the 65

residents were saleswomen, and they, in the course of conversation, gave me much useful information. All classes of girls were there, and most of them received very low wages."

On beginning work Monday morning, Miss MacLean found that one of the difficult things was keeping track of the prices, which were frequently changed during the day. The penalty for selling under price was immediate discharge, while selling above price met with no disapproval.

"Every morning there were special sales. Sometimes articles that had sold for \$1 would be reduced to 98c., with much blowing of trumpets, while, again 25c. articles would be offered at a bargain for 40c. 'to-day only.'" But we soon learned what things were to be 'leaders' from day to day, and the manager's brief instructions each morning were sufficient to keep us posted on the bargains. The charms of the bargain counter vanish when one has been behind the scenes and learned something of its history. The humor of it seemed to impress the clerks, for often knowing winks would be exchanged when some unwary customer was being victimized."

In this store no seats were provided for the employes.

"Oh, the weariness of the first morning ! The hours seemed days. 'Can I possibly stand up all day ?' was the thought uppermost in my mind, for I soon learned from my companions that abusive language was the share of the one who was found sitting down. Later in the week I found this to be true. One of the girls who was well nigh exhausted sat a moment on a little table that was for sale—there was not a seat of any kind in the room, and the only way one

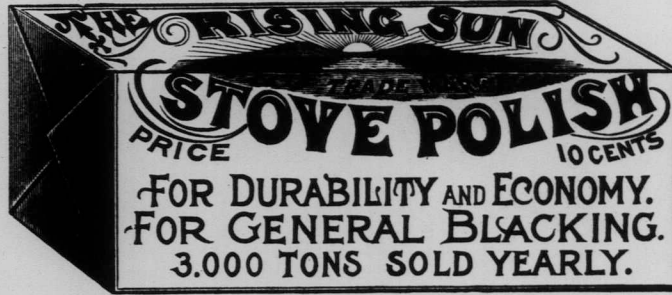
could get a moment's rest was to sit on the children's furniture that was for sale on one part of the floor. The manager came along and found the poor girl resting. The only sympathy he manifested was to call out in rough tones : 'Get up out of that, you lazy huzzy ! I don't pay you to sit around all day !' Under such circumstances it is small wonder that the stolen rests were few. By night, the men as well as women, were limping wearily across the floor, and many sales were made under positive physical agony.

"The days in the store were much the same, with their endless fatigue. At times the rush would be great ; then again we would have nothing to do but stand around and talk. Thus we became surprisingly well acquainted in a short time. We talked about our wages and compared index sheets on every possible occasion. Some sold very little, and at the end of the week had no more than \$3. The mental anguish of some of the girls, when they saw at night how small their sales had been, is impossible to describe. One may elect to become a worker, and endure the hardships of the toil, and live the life of the laborer, and receive the same starvation wages, but he can never experience the abject wretchedness of not knowing where to turn when the last dollar is gone. Three dollars a week to a girl alone in the city means starvation or shame."

Miss MacLean emphasizes the importance of bringing the saleswoman's wages "up to a point where she can live without the wages of sin."

"All the hardships of the shop girl's life fade into insignificance before this grave danger she has to face. Adequate support is the first necessity. Improved sanitary conditions and opportunity for rest may well

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.

take a second place. They can be secured by legislation; the other must come from united action on the part of the buyers and the organization of the saleswomen themselves. The trades' union spirit should be fostered and the workingwomen taught the power of united effort."

FISHERIES OF NORWAY.

AMONG the cod and herring fisheries in the Lofoden Islands, off the northwest coast of Norway, it is said that as many as 7,000 vessels and 35,000 or 40,000 men are frequently engaged during the busiest time, which is during the latter part of March. About \$175,000 or \$200,000 worth of fishing tackle of various kinds is lost or rendered useless each year in these fisheries. There are a number of very unusual practices followed among the Lofoden fishermen. One of these is their provision for medical care. There are generally seven doctors appointed each year to look after the men engaged in this trade. These physicians attend about 8,000 or 9,000 patients every year, and there are often between 500 and 600 in the hospitals. Medical attendance is supplied to these fishermen free of charge, the doctors being paid out of the medical fund, which is kept up by levying a tax on all fish and fish products exported. There are several clergymen stationed permanently in different parts of this district, and four State chaplains are in attendance during the fishing season. Five libraries have been established, as well as four night schools, and, during the last few years, many fishermen's homes have been opened in different places. There is an insurance company in the Lofoden Islands, and upon the payment of about 25 cents a year, a fisherman can have his life insured for \$53 or \$54 (200 kroner). The estimated number of fish caught among these islands every year is 15,000,000 to 18,000,000 cod, and 25,000,000 medium-sized fish, the value of which when bought from the fishermen, is \$1,500,000 to \$2,000,000.—Commerce.

CANNED TOMATOES IN THE U. S.

The Baltimore Trade says: "On account of the favorable prices now quoted for tomatoes, and the general belief among packers and brokers that the market is almost entirely cleaned up of spot goods, packers are making every effort to begin the canning of tomatoes, but we believe that the amount that they will thus secure will be very small and obtained at high cost. It is worthy of note that even with the offering of these new goods upon the market, the general tone of the quotations have strengthened for tomatoes; it has proven conclusively that the call for canned tomatoes is for consumption, which is depending upon an empty market. The anomaly in peaches apparently continues. While there is virtually no fruit upon the trees in the known peach regions there still come to town daily odds and ends of baskets of fruit to this market, which, on account of their small size and half ripe condition, bring only fair prices, but serve to make a quotation that would indicate that there is a peach crop in sight. Some of the packers have picked up what they could of these arrivals, and have been putting up seconds and pies with them. We would not be surprised if some ambitious dealers were willing to furnish labels and accept them as standards, when peeled and having a little syrup on them; but even in the years of the best peach yield the peaches that come to market in baskets in July, in this section of the world, are never fit for anything but very ordinary seconds."

AGREED ON ONE THING.

A representative of The "Salada" Tea Company, while on the way to Halifax by boat the other day, became acquainted with a commercial traveler representing a large hardware concern in the Maritime Provinces, and was asked what firm he was representing. He answered: "Salada."

"Well," his acquaintance said, "that tea is all right; we use it at home. Why I

know we use it is rather curious. Last summer, our family, with several other families, made up a party and went camping on one of the islands near Chester. When they came to unpack the provisions, was found that each family had brought a supply of 'Salada' tea. It caused much amusement at all of them making the same choice, and it was remarked that if they all agreed on everything else as they did in regard to 'Salada,' there would not be much quarreling."

STARTING IN VANCOUVER.

The advance of the season does not seem to lessen the procession of business men from other towns and cities of the Dominion and elsewhere who are making their way to Vancouver to establish themselves on the ground floor and grow up with the city. There will soon be no possibility of getting in on the third storey, much less on the ground floor.

Among the many new firms which have been announced during recent weeks as about to commence business in Vancouver in a short time are the wholesale firm of Gault Bros., of Montreal, and the British Columbia Stationery Co., Limited, a new wholesale firm. A number of other wholesale warehouses have opened this season including a branch of the house of G. F. & J. Galt, Winnipeg, one of the best wholesale firms not only in the West but in Canada.

New retail firms are numerous also and while it might be thought that business did not require any further increase, all seem to find room and to make things go.

The most recent announcement of an addition to the retail firms of the city is that of Geo. Clements, merchant tailor, Winnipeg, who will shortly establish a branch in this city, having secured premises in the new Johnston & Kerfoot block on Hastings street. The firm, which have a first-class reputation in Winnipeg where they have been in business for many years, will open in their newly acquired premises just as soon as they are completed.—The Province.

First Come First Served.

Some Teas "just as good as **Kiji**" have been offered on the market. They had to mention **Kiji** to sell their inferior stuff.

Well, our first lot will be here early in the week, need we say more?

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

The leaders of all English Tobaccos.

Established



1749



James Turner & Co.,

Sole Agents for
Canada,

Hamilton.

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.

NEW SEASON JAPAN TEA

First to
arrive in
this market.
1899 Crop.

OUR FAMOUS

GOAT BRAND JAPAN TEA

Now in store. All orders will be filled promptly.

T. KINNEAR & CO., 49 Front East, TORONTO

CUTTING PRICES IN VANCOUVER.

THE same old trouble agitates the retail grocers of the city just at present. Someone began to cut prices, and now the fat is in the fire again. All sorts of ridiculous prices are quoted, and the very worst trouble of the whole situation is that those who wish to continue the sensible policy of selling a fair article at a fair price are compelled to fall in line, or lose trade. For instance, 20 lb. of granulated sugar for \$1 is practically a current quotation by retailers, and customers are not slow to avail themselves of the price. The wholesale quotation by the sugar refinery is \$5.25 per cwt., so that a very simple operation of arithmetic will show how big a fool the grocer is who sells at the price quoted and pretends to try and do a fair business.

It may be asked unthinkingly why grocers should not cut prices or quote any price they choose, as dry goods merchants and those in other lines are in the habit of quoting and advertising slaughter sales at rates that would give the grocers fits. The explanation is simple. Prices on staple dry goods and similar lines are not nearly so subject to fluctuation as the goods sold by grocers and provision merchants. Then, too, it is popularly believed, whether true or not, that other lines

have a much better margin of profit than groceries. Many of the articles sold for food are subject to frequent market changes, and, as a consequence, a fixed price is difficult to obtain—the price must vary with the cost. The problem of living has no greater factor than the food supply, and its cost is, of course, a question of serious import to the masses of the people. Add to this the keen competition in the grocery and provision trade and it will readily be believed that there is not a princely fortune to be made as a retail grocer.

These considerations have made it necessary for grocers always to try and have uniform prices. In Vancouver, the Retail Grocers' Association has fought a hard battle in the struggle to have business conducted on a fair basis—no attempt has been made to put prices up, but merely to prevent the absurd and unbusinesslike practices that are now going on. The association is to meet again and see if it is possible, out of the present condition of wreck, to build a structure that will stand.—The Province, Vancouver.

AN IDEAL DRINK.

Under this heading, The West End states that barley water made with Robinson's

patent barley is obtainable at the leading London clubs gratuitously, and this authority argues that if aristocratic clubmen can call for barley water it is good enough for anyone. Hitherto barley water took hours to make, but by using Robinson's patent barley it is made in five minutes, hence its popularity. It has always been known as a splendid nutritious drink for invalids, but the great army of cyclists recognize it as the most cooling drink, hence it is equally acceptable for lawn tennis parties, golf meetings, cricket matches, etc. Keen, Robinson & Co. having ascertained that barley water made with Robinson's patent barley is a specific for stone have presented a quantity of their preparation to the Stone Hospital, which has been thankfully accepted. Considering that it is pleasant, nutritious and cooling, it should be the drink for general adoption in summer and after.

Samples of the Robinson's patent barley can be obtained of Frank Magor & Co., Montreal, sole agents for Canada.

The Kaslo correspondent of The Province, Vancouver, says: "S. McEachern and A. P. McDonald have gone to Moyle City with a general stock of merchandise, and will establish a store at that place in the expectation of doing considerable business."



The Cranks

amongst your customers—those people who are so hard to please—can find no fault with Imperial Cheese.

The greatest epicures of the world have pronounced it perfect, and its quality never varies.

A. F. MACLAREN & CO., TORONTO



DIFFICUL

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J. B. V

Jude, Qu

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Thornhil

Alex. B.

Rober

Burnstov

McNab.

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Charl

Niagara

E. Buch

has been

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IN STORE

See our samples.

NEW SEASON'S

Fine

Panyong, Moning, and
Pecco Congous.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

TORONTO

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. H. DIONNE, general merchant, Montreal, has compromised at 20c. on the dollar, cash.

J. B. V. Lemay, general merchant, St. Jude, Que., has assigned.

J. & P. Nadeau, general merchants, Grand Cascapedia, Que., have assigned.

A meeting of the creditors of Daniels & Tilson, Burk's Falls, Ont., has been held.

Matthew W. Ridley, general merchant, Wales, Ont., has assigned to John G. Hay.

J. B. McNulty, general merchant, Ange Gardien, Que., has compromised at 50c. on the dollar, cash.

A. A. Jacques, general merchant, etc., Garthby, Que., has compromised at 30c. on the dollar, cash.

Thomas A. Shaw, general merchant, Thornhill, Man., has assigned in trust to Alex. B. Bethune.

Robert Robertson, general merchant, Burnstown, Que., has assigned to R. C. McNab. His creditors meet on August 11 in Renfrew.

Charles Bowen, flour and feed dealer, Niagara Falls, Ont., has assigned to George E. Buckley, and a meeting of his creditors has been called for August 14.

PARTNERSHIPS FORMED AND DISSOLVED.

Laurin & Smith, general merchants, Point Gatineau, Que., are dissolving partnership.

Diplock & Lees, general agents, Vancouver, have dissolved, A. B. Diplock continuing.

Copartnership has been registered by E. V. Cowan and W. H. Cassaboom under the style of Cowan & Cassaboom, general merchants, Rossway, N.S.

SALES MADE AND PENDING.

A. G. Smith, grocer, Dundalk, Ont., is advertising his business for sale.

The stock of Z. Poirier, grocer, Montreal, has been sold at 45c. on the dollar.

Henry Gleiser, grocer, etc., Milverton, Ont., is advertising his business for sale.

N. Wilson, general merchant, Redwing, Ont., is advertising his business for sale.

The stock of C. A. Drolet, grocer, Quebec, has been sold at 37½c. on the dollar.

The stock of Bouchard & Turcotte, general merchants, Magog, Que., has been sold.

The business of E. W. Wright, pork dealer, Halifax, is advertised for sale by tender.

The stock, etc., of H. H. Cossitt, wholesale and retail confectioner and fruit dealer,

Brockville, Ont., is advertised to be sold out under chattel mortgage on August 14.

CHANGES.

J. P. Nolan, grocer, Deseronto, Ont., has sold out to Charles R. Oliver.

T. M. Barry, grocer, etc., Marmora, Ont., has been succeeded by T. J. Barrie.

Alfred Argue, grocer, Lifford, Ont., has been succeeded by W. R. Hawkins.

Normandy Bros., bakers, St. Catharines, Ont., have sold out to Gratton & Morris.

O. B. Koenig, general merchant, Welland, Ont., has been succeeded by Abram Taylor.

The Becquets Canning Co., St. Pierre les Becquets, Que., is applying for incorporation.

E. Brosseau, general merchant, St. Albert, N.W.T., has sold out to Herbert & Perron.

Marie H. A. Tetreault has registered as proprietress of the business of Pierre Dennis, general merchant, St. Cesaire, Que.

A. Cameron & Co., general merchants and furniture dealers, Oak Lake, Man., have sold their furniture stock to R. J. Grey.

FIRES.

Paul Mullins, general merchant, Basteston, N.S., has been burned out; loss estimated at \$3,000; no insurance.

The stock and buildings of The Winnipeg River Trading Co., dealers in general merchandise, Whitemouth, Man., have been destroyed by fire; insurance, \$9,400.

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

THE TEA PORT OF HANKOW.

HANKOW, so long the chief source of supply of British tea drinkers, with 15 or 20 tea steamers in port at a time loading for London, has undergone a change in this decade. As Chinese teas deteriorated in quality and tea farmers became more careless and dishonest, Indian and Ceylon teas began to win favor, and, with the enormous increase of production in those two British dependencies, Chinese tea has lost its place in the British market, furnishing only one-ninth of England's import in 1896. At that same time began the general awakening of Russia. At Hankow the Russian has come, and to stay, and the shadow of the Muscovite is over it all. The Russian is not only established at the gates of China, but also at its very heart, the invasion and absorption being as remarkable in this British settlement at Hankow as anywhere in Korea or Manchuria. Hankow is fast becoming a Russian city or outpost, a foothold soon to be a stronghold in the valley of the Yangtze, which China has given her word shall never be alienated to any power but England. Some alarmists may even view the Siberian merchants at Hankow as emissaries, like those armed Russian monks who first established themselves in Caucasus

and Asia Minor in stronghold monasteries. Although the Russians have their own concession at Hankow, they do not care to build upon it and live there, amenable then to Russian laws and consular jurisdiction, to Russian restrictions and espionage, and the consulate and a few warehouses were the only buildings on the Russian concession in 1896. The Russians prefer the laws and the order of the British concession, crowding in upon it at every opportunity, competing for any house that comes into the market, and building closely over former lawns and garden space. They compete with and outbid the few British tea merchants who remain in these days of active Russian trade aggression. Only one tea steamer took a cargo to London in 1896; two more British firms closed out and left Hankow that year; and, still more significant, only one pony showed the colors of the one British racing stable at the autumn races. In the retail shops prices are quoted and bills made out as often in rubles as in taels or dollars, and the Russians have gradually assumed an air of ownership, of seigniorial rights, as complete as if they held the lease or diplomatic deeds to the place for 99 years.

This great tea market of foreign Hankow is a city of six weeks, only the heads of the great hong, or their managers, occupying

their residences from May 1 to the middle of June each year. Leaf teas are fired and shipped until September, and even later, and brick tea is made until January, but the choice tea is all looked to in those few weeks. * * * With all the machines invented and used on tea plantations in India and Ceylon, a drier has only once been used in China. All attempts towards greater care and cleanliness in preparation have been as vain as attempts towards introducing machinery at the tea farms themselves. Not declining trade or prices—for the tea trade is not nearly what it was eight years ago—can stimulate the tea growers to any change, and only when the whole country is open to foreign trade and residence will each village or valley have its own tea factory to cure and pack the tea for final shipment on the spot.—Century.

TWO RED-HEADED GROCERS.

A couple of retail grocers in the West are quarreling in print over the point as to which one is entitled to the honor of being called the "Red-headed Grocer." There are red-haired grocers elsewhere, but they are not so proud of their auburn locks that they want to fight with people who are envious of the coloring of the locks.—New York Merchants' Review.

*Selected Quality.**Full Weight.***EVERY CAN GUARANTEED.****THE**

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Next week our travellers West and North will still be on their

HOLIDAYS.

If you need anything in **Groceries** write us or wire us, our expense.

WE PAY SPECIAL ATTENTION TO LETTER ORDERS.

Drop us a line for some addressed post cards—**FREE.**

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE IMPORTING AND
MANUFACTURING GROCERS.

TORONTO

THE PRESERVATION OF EGGS.

The results of a series of experiments on the preservation of eggs are published in The Berhner Markthallen Zeitung. Fresh eggs were treated by 20 different methods in June, and, after being allowed to remain eight months, were examined at the end of February. In only three of the methods employed did all the eggs remain sound. These were (1) covering with vaseline, (2) preserving in lime water, (3) preserving in a solution of silicate of potash. The treatment with vaseline, however, is a tedious business; submersion in lime water induces a disagreeable flavor, and the use of silicate of potash renders the shell extremely brittle, so that it is expedient to pierce it with a needle before putting it into boiling water for cooking. Whichever be the process employed, it is desirable that only non-fertile eggs should be subjected to the process of preservation. Twenty per cent. of the eggs went bad that had been (1) covered with lard, (2) preserved in wood ashes, (3) varnished with shellac, (4) put in a mixture of boric acid and silicate of potash, or (5) treated with permanganate of potash. Of eggs varnished with silicate of potash, or with collodion, 40 per cent. turned out bad. Of eggs that had

been plunged for 12 to 15 seconds in boiling water, or immersed in a solution of alum, or in a solution of salicylic acid, 50 per cent. were found to be bad. Of eggs rubbed with salt, or preserved in bran, or covered with paraffin, or treated with a mixture of salicylic acid and glycerine, 70 per cent. went bad. Of eggs wrapped in paper 80 per cent., and of eggs kept in salt water 100 per cent. were found to be bad.

CANADIAN BUTTER IN ENGLAND.

In an article in The Grocers' Journal, London, England, dealing with the importation of butter into Great Britain, appears the following: "Canada has put forth great efforts this season to establish a firm hold on British estimation, and, with prices on a paying basis, is placing herself in line with those clients who are among the giants of the trade. The market has been favorable to the seller for a little while now, but the disappearance of Australian is not so keenly felt as it might be had this country not so many other sources to go to."

A GOOD WASHING TABLET.

There are many washing compounds on the market—some good; some bad. One of the really good ones is the new "Queen

City" tablets, which The Queen City Oil Co., Limited, Toronto, is putting on the market. In addition to their labor and wear saving qualities, these tablets have the quality of imparting to the clothes a soft smooth finish that makes ironing easier.

Full directions for their use are given with all tablets, and dealers should make it a point to always impress buyers with the fact that the best results cannot be obtained unless these directions are followed to the letter.

PERSONAL MENTION.

Mr. W. G. A. Lambe is fishing at Belmont Lake.

Mr. Frank Sloan, sample-room manager for John Sloan & Co., returned on Tuesday from a holiday spent in Muskoka. His face has a genuine Muskoka tan.

Mr. W. E. Murray, Toronto representative of The Canada Sugar Refining Co., is taking a well-earned holiday, and Mr. Thompson is performing his duties in the meantime.

Mr. Stephen Hustwitt, Manitoba and Northwest representative for T. B. Greening & Co., Hamilton, who has been in Toronto for the past two or three weeks, returned to his field of labor on Saturday last.



**"IT TAKES THE BEST
TO MAKE THE BEST."**

That's the principle on which the manufacture of **UPTON'S MARMALADE** is based.

By using the very finest oranges and the best of sugar, Thos. Upton & Co. have succeeded in making their marmalade a standard for quality, by which other brands are judged.

HENRY WRIGHT & CO., TORONTO.

FOR SALE BY ALL JOBBERS.

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THE PUREST AND BEST.

RICHARD'S BRANDY

Distilled by Philippe Richard,
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SOMETHING NEW



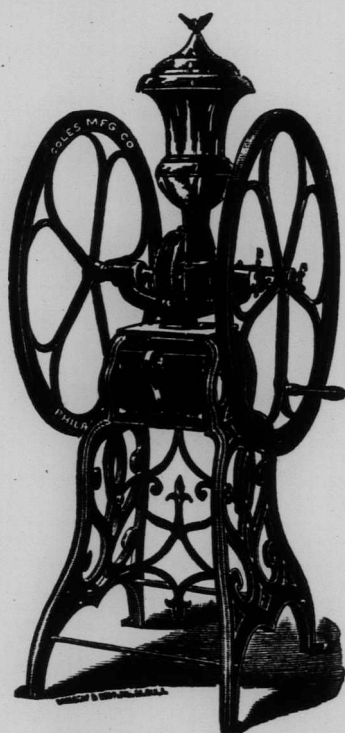
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TEA

It is attractive, a good seller,
and allows good profits.

Japan or Ceylon.

THE OZO CO., Limited
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Notice.

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

Your first consideration na-
turally is—to buy the best mill
at the lowest price.

We Claim to have the
easiest and quickest Grinders.

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

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

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

Agents: **TODHUNTER, MITCHELL & CO., Toronto.**
DEARBORN & CO., St. John, N. B.
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Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

Wool Soap

For Toilet and Bath

Pure, white Wool Soap is an
ideal soap for the toilet and
bath. It is high grade toilet
soap at the laundry soap price.

Swift and Company, Makers, Chicago

Canadian Representatives:

W. T. Strong & Co., London. E. A. Richards & Co., Hamilton.



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

TEN-CENT CHEESE.

THE advancing tendency in cheese has continued with increased strength during the past week, and at this writing prices are from $\frac{3}{8}$ to $\frac{1}{2}$ c. per lb. above where they were eight or ten days ago, 10c. having been paid at country points for cheese.

While the conservative ones admit that the situation warrants a higher price for cheese this year than last, they are inclined to doubt if the change in conditions is sufficient to warrant a difference of $2\frac{1}{2}$ c. per lb. between the two years, which is what the present cost price in the country represents.

The most bullish factor in the situation is the admitted shortage of the home production in Great Britain, which is estimated to be 5 per cent. shorter than last year. This would mean 240,000 boxes at the very least, and when it is considered that there is no stock of old imported cheese to be consumed in Great Britain, as was the case last year, the statistical position will be seen to be very strong. But whether the future course of the market will warrant the above advance

in the cost price this year is difficult to say.

It is worthy of note in this connection that the rate of consumption has been steady, for, despite higher prices and heavy shipments, there has been no accumulation of stock at leading centres in Great Britain. The stock declared in Liverpool on July 31 last makes this perfectly clear, the figure on that date being only 42,000 boxes, against 49,000 for the same date in 1898.

The exports to date from Canada are 880,912 boxes, against 693,297 for the same period in 1898, an increase of 187,615, or almost 25 per cent.

That, in the face of this enormous increase in imports, there should be less accumulation of stock at Liverpool and other leading points testifies that the movement into consumption has been steady and uninterrupted by the higher prices. Whether it will continue so with cheese costing 10c. and more at the factory in Canada is another matter, which only the future course of the market will demonstrate.

But, whether it will or not, the factorymen are so closely sold up that it will take strong reasons to make them let go of cheese at any material concession from current cost until more stock has gathered on their shelves.

This means that, unless they get their own figures, there will be a deadlock between buyers and sellers during the course of the next fortnight or three weeks.

CEYLON TEA SHIPMENTS TO AMERICA.

Direct shipments of tea from Ceylon to the American continent continue to increase.

From a tea circular dated Colombo, June 24, it is learned that the shipments to America from January 1 to that date aggregated 1,085,451 lb., against 800,010 for the same period last year.

The total to all countries was also larger, being 55,971,424 lb. for 1899, and 55,400,573 lb. for 1898. Of the total, 45,233,566 lb. went to Great Britain, against 44,604,546 lb. for the same period in 1898. Germany increased her purchases from 131,831 lb. in 1898 to 196,843 lb. in 1899; Russia, from 1,198,555 lb. to 1,700,164 lb.; China, from 402,112 lb. to 450,188 lb. Australia, Africa and "other countries" showed decreases.

THE PRICE-CUTTING EVIL.

IT is the height of folly for merchants, either wholesalers or retailers, to cut prices. When at stocktaking, or any other time, there is a line of goods or the balance of a line of goods which promises to remain on the shelves, a merchant is warranted in reducing his figures to a price which will induce its sale. Indeed, it is the wisest thing he can do. But that is not cutting prices. It is only putting the market price on the goods, for the market price of an article is the figure at which it can be sold, whether the reduction made to reach that condition be 10 or 50 per cent.

Cutting prices is marking the selling price below the market value.

Grocers sell sugar, hardwaremen nails, drygoodsmen cottons at or below cost when the condition of the market demands that they should do otherwise.

But the trouble is that it is not the condition of the market that is their chart or compass.

It is the selfish desire to do all the business themselves and compel their competitors to go out of business.

The result is not only bad feeling, but bad profits for all concerned. You cannot plant thorns and produce grapes.

Instead of cutting prices to get business it would be infinitely better if merchants, both wholesalers and retailers, would stand together for better prices.

It is not necessary to have elaborate machinery for doing this. All that is wanted is that there shall be an understanding as to the margin of the selling price above the buying price.

Such an agreement would not make competition any the less; but it would prevent or diminish illegitimate competition.

Competition proper is the life of trade, for it brightens and sharpens business and induces improved methods therein. It is competition improper, like cutting prices, which kills business.

THE CURRANT MARKET OPENS.

A cable advice received on Wednesday announced the opening of the currant market in Greece. The first shipment of new fruit, it was stated, would be made on August 18.

The price of new fruit is about $\frac{1}{2}$ c. per lb. above the 1898 product.

THE CANNED SALMON SITUATION UNCHANGED.

A MOST unsatisfactory condition of affairs still exists in regard to the salmon canning industry on the Fraser river.

Malcolm & Windsor, Limited, Steves' on, B.C., write *THE CANADIAN GROCER*, under date of August 2, as follows: "No change for the better in the salmon situation has taken place since we last addressed you. The run—if, indeed, the salmon may be said to be running at all, is still very poor, and the only item of encouraging news is the fact that the price has been reduced to 25c. per fish, by the canners utilizing the small amount of common sense seemingly left them still. The opinion is freely expressed on the American side, both in the papers and otherwise, that the sockeye run for this season is over. * * * Though the season is well advanced, there are not wanting both canners and fishermen who think a fair run is still within the range of possibility, though, even if this should turn out correct, the total pack of the river is bound to be a small one. There are only 17 days left in this season for fishing, and the chances of a really heavy run now are somewhat remote. Taking the present situation, buyers of Fraser river sockeye at anything like \$4.50 are to be congratulated on their purchases."

The Province, Vancouver, under date of August 3, is equally positive in regard to the failure of the salmon canning industry on the Fraser. It says:

"Up to this date, indications are that the sockeye salmon run of 1899 is to be recorded as another dismal failure. Last night's catch did not average over 20 to the boat and for some time the actual average all over the river has been very low, varying slightly day to day, but never rising to even a fairly good catch.

"Many fishermen, even old-timers, are thoroughly discouraged and are talking of throwing up the sponge in disgust, while some have already quit the river. These do not hesitate to say that the season is practically over and that there is no chance of any salmon run now. Even with a good run, say they, the catch would not be great for the fish would never get into the Fraser, the

salmon traps and seines in the Gulf just off the mouth of the river and south of the international boundary being an effective fence through which it is almost a physical impossibility for the fish to break."

A Puget Sound paper has the following to say in regard to the situation on the Fraser:

"The usually immense Fraser river pack is, this year, represented by a row of ciphers, and a cloud of bankruptcy and debt and discouragement hangs over the great canning establishments of British Columbia. Early in the season they hoped for the best, but their lawmakers had made war on the big industry in some respects and gave it a start down hill; labor was scarce and high-priced, and fishermen could not be found to attend the nets as in other years, and then the salmon refused to appear in any numbers, and the cup of financial woe of the Canadian cannerymen was running over. They sent steamers down here, one after another, offering 25 to 30c., and even more, for salmon, but there were none for sale. Their canneries were closed and the pack amounts to nothing."

A fisherman is authority for the statement that traps on the Gulf off Point Roberts number 300. One Seattle firm has so many traps that it employs five tugs to attend to them and take away the fish.

Some doubt has arisen, however, as to whether the traps on the United States side of the Gulf are the only cause of the poor catch on the Fraser, for it seems that the creeks tributary to the Fraser are teeming with salmon. In regard to this particular feature, it is worth while quoting from *The Province*, Vancouver, of August 5:

"Passengers arriving from the east on to-day's Imperial Limited," says *The Province*, "were very much surprised to hear that the mouth of the river was not teeming with millions of fish, for they say that all the small streams tributary to the Fraser are so full of salmon that a man could walk across them without wetting his feet. One passenger stated that on several of the streams crossed by the train the salmon were so numerous that hundreds of fish were forced out of the water and were lying on the banks. * * * Somehow

or other, the salmon have evaded the nets, and proceeded on their way rejoicing, much to the unfeigned sorrow of the fishermen, whose annual incomes depend, to a very large extent, upon their catches during the season, when the elusive salmon are seeking the creeks in which they were spawned. As it is now, those which have been sighted in the creeks along the line of the C.P.R. are perfectly safe from the nets and the canners."

On the Skeena river the fishing is said to be excellent, and mail advices state that up to July 28 the pack of salmon in British Columbia was as follows: Fraser river, 80,000 cases; Naas river, 6,500 cases; Skeena river, 35,000 cases; Lowe Inlet, 4,500 cases; Rivers Inlet, 29,500 cases, and Alert Bay, 1,500; a total of 157,000 cases.

According to the *New York Journal of Commerce*, there is now no question that the pack in the United States "will fall far short of the last year's output, some estimates placing the shortage at 200,000 cases, including both spring and fall packs."

That paper has also this to say regarding the Fraser river pack: "Later advices from the Fraser river indicate that conditions there are even worse than at first reported, the canneries in operation not being able to avail themselves of all even of the light run of salmon owing to the lack of fishing boats in commission this season, this being the result of the operation of a law passed last year, which makes residence in British Columbia necessary for the procuring of a license to fish, and thus excluding American fishermen."

ADVANCE IN SICILY FILBERTS.

Sicily filberts, according to advices received in Toronto on Wednesday, are expected to be only about one-half last year's yield.

In consequence of this, prices have advanced in the primary market and the tendency is still upwards.

In New York, there has been a sharp advance in the price of 1898 crop nuts, in sympathy with the appreciation of the value of the coming crop. As a result of this advance, it would cost $\frac{5}{8}$ c. per lb. more for old nuts in New York than it would to import new at to-day's figures.

A COMMISSION MAN'S SORROWS.

WHEN an oversupply of fruit brings prices away down the commission man earns all the profits he gets out of his sales.

An experience of one dealer last week will illustrate. He had received on consignment 10 baskets of red currants, and the supply and demand were such that no more than 35c. per basket could be got for the fruit. The commission charged is 10 per cent., which, on the 10 baskets, meant 35c. A carter had to be engaged to deliver them, at a cost of 25c. The postage and cost of sending the shipper his money brought the charges up to 31c., leaving 4c. to pay for handling and profit.

The price, however, was so low that he received soon after a hot letter from the shipper, who indignantly asked how he "dared" to sell his currants at such a price, and stating that he should have telephoned to inquire whether to sell or not at such a figure.

The idea of paying for telephone messages regarding a shipment that netted 4c. profit strikes this particular commission man as unsatisfactory, to say the least.

The commission man's troubles do not all come from this side, however. The peaches coming in just now are providing another source of annoyance. They are treacherous—very deceptive in appearance. Sometimes a basket sent out early in the morning in good shape arrives at some country point in bad condition. Then, the retailer will make a request for an allowance of perhaps 25 or even 50 per cent., because of the bad condition of his fruit, whereas the commission man only received 10 per cent. of the price.

Thus, placed between buyer and seller, the commission men deserve, at least, considerable treatment.

THE APPLE CROP.

The National Convention of the Apple-shippers of the United States, which met at Detroit on Friday and Saturday last, was well attended, there being over 250 delegates, many of them being from Canada. Every State of the Union was represented.

The number of crop reports given to the convention may be judged by the fact that

there were reports from 150 districts in Canada.

The gist of the reports is that the United States will have about double the number of apples for export that they had last year. The Canadian crop of fall apples is light, which is satisfactory to shippers, as the British crop is so good that the export demand will be light. Canada's crop of winter apples, however, is expected to be above the average, but prices are not expected to be high, on account of the anticipated large export from the United States.

AMONG TORONTO RETAILERS.

Displaying Bananas. There are many grocers in Toronto who handle bananas

as a convenience for their customers rather than as a source of profit for themselves. The competition of the itinerant Italian has resulted in such close prices, and the waste is so great that the profits from the sale of this fruit aggregate very little. And from indications there is little hope for a better condition of things. This season there has been a greater percentage of second-class fruit sold in Toronto than ever before. This has been imported by the Italians themselves. They, last season, commenced importing in a small way, but this season have gone into the business in earnest. And most of their importations have been second qualities. Yet, the average Italian cartload of bananas one sees compares favorably with the average bunch found in a grocery store. The reason is simply that the grocer presents to the public the worst side of the banana, while the Italian presents the best side. The grocer may take cold comfort that the buyer often makes a mistake in buying from the Italian, but the average buyer is not attracted to bad-looking fruit by the knowledge that it is better than it looks. I believe the Italian method of display is the best. He will take a bunch; cut from it all the bad and small stock, which he puts in one corner of his cart at 5c. or so per dozen; then he cuts off the moderately good stock, which he turns best side up, and tickets at 10c. a dozen. This leaves a small remnant of good stock for which he charges 15c. a dozen. The customer thus has a choice. Why should not the grocers follow this system? There cannot be the same objection to an outdoor display of bananas that there is to such displays of berries. On the other hand, there is something gained by showing bananas this way that cannot be claimed in the case of other fruit.

The privilege of choice is always a consideration, and where bananas are offered at

10, 15 and 20c., it is but fair that a customer should take risks in buying the 10c. article. Almost any manner of display, however, would be better than hanging them up in bunches with all the bad spots showing.

Another Base Ball Match. The city travelers were not satisfied with the result of the game of base ball they played with the retail grocers' team at the picnic two weeks ago. The grocers were ahead at the call of time, and so won the match, but the travelers had not by any means given up the match. The grocers intend, on Wednesday next, to run off at Toronto Island the events which were left over at the picnic because of lack of time, so it has been arranged to have then a full nine-innings' game. The teams to play will be almost the same as those which played at Hamilton.

THE RAMBLER.

BACK FROM A TRIP TO EUROPE.

Mr. Henry Wright, of A. F. MacLaren & Co., manufacturers of "Imperial" cheese, Toronto, returned on Sunday last from a trip to Great Britain and France. Mr. Wright had a most enjoyable trip, and, judging from his appearance, it was a healthy one too.

"I noticed, he said in reply to a question, "that the merchants in Great Britain are giving more attention to Canadian products; in fact, they are eager to get information in regard to the requirements of the Dominion. The great trouble in the past is that goods have been sent forward from Canada as first-class which were really not so. The English people will only take products on their merits."

Mr. Wright brought back with him the agency for Maconochie Bros., manufacturers of pickles, preserves, etc.

Mr. J. E. Ganong, of "Surprise" soap fame, was Mr. Wright's companion in his travels through Great Britain and France.

HAMILTON GROCERS' ASSOCIATION

At the regular monthly meeting of The Hamilton Retail Grocers' Association, held in the association's rooms, King street west, J. Fortin and Parkin Bros. were admitted to membership by President J. E. Boligan.

Various members of the association made reference during the meeting to the Toronto grocers' picnic which was held in Hamilton on July 26, and expressed pleasure at having met such a fine, orderly and pleasant crowd of people, and were much pleased that the trouble that occurred in Mountain-view Park was all after the last of the Toronto people and their Hamilton grocer friends had departed.

UPWARDS OF 100

Competitors have come into life since "WE LED THE WAY," but the public pin their faith to the "SUPERIOR ARTICLE"

"SALADA"

CEYLON TEA

The demand for which is so great as to make the World's Tea Trade Marvel:

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

Ivory Bar

IS PUT UP IN

1-lb. bars. }
2 6-16-lb. bars. } 60 bars in box.
3-lb. bars. }

Ivory Bar Twin Cake
12-oz., 100 cakes in box.

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

The BRANTFORD SOAP WORKS CO.
Limited

Seeded Raisins

Freshly done after you send in your order.

Quality guaranteed second to none.

Write for quotations to

The Acme Fruit Cleaning Co.

128 Queen Street, MONTREAL.

THE COWAN RAMSAY CO., LIMITED
IMPORTERS OF TEAS

RED CROSS TEA

in lead packets, and

CLUBHOUSE

in 2 lb. Cartons, 50 and 100-lb. Tins.

These brands are registered, and the quality guaranteed by us.

SEE OUR

BANNER

WASHBOARD

for the best 25 cent line made.

WALTER WOODS & CO.
HAMILTON

HORSE HAIR.

Have you any? We buy it.

GEO. ROSSITER & SONS

10-14 Pape Avenue TORONTO

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



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

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

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

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

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

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Grand Mogul ...Goods...

Consist of *Pure Ceylon Tea in Packages.*

Pure Coffee in Packages.

Pure Cream Tartar in Packages.

Pure Baking Powder in Packages.

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D. S. F. Mustard in Tins.

The sale of these goods shows the grocer over 42% profit averaged, a ready sale, splendid satisfaction. Can you get any other goods with so many advantages, so well advertised as Grand Mogul?

T. B. ESCOTT & CO.,

Tea Importers,
Wholesale Grocers
and Manufacturers,

London, Ont.

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 10, 1899.

GROCERIES.

NO strikingly new features have developed on the local market during the last week. The civic holiday somewhat interfered with local trade, and, generally speaking, business, while fair for this time of the year, is quiet. As per agreement, the different wholesale houses in the Guild have withdrawn their travelers from western Ontario for a couple of weeks, but those travelers whose territory lies east of Manitoulin Island and west of North Bay are still "on the road." Canned goods are quiet, but firm. The demand for sugar has fallen off a little, although there is still quite a little movement. The tone of the sugar market is decidedly firm. Teas are quiet and firm. Foreign dried fruits are firm. The most interesting feature in connection with this line is the opening of the currant and Sultana raisin market.

CANNED GOODS.

There is a decidedly all-round strong feeling in regard to canned goods, although the volume of business is not large. Advices from the Coast are still most unsatisfactory, as far as the salmon pack on the Fraser river is concerned, and practically none of the canneries are offering. On the Northern rivers the packing industry is more satisfactory than on the Fraser. Where quotations are named the idea is \$4.50 to \$4.75 f.o.b. the Coast for Fraser river fish. Local wholesalers are doing a little business in canned salmon for future delivery at \$1.20 to \$1.25 for Northern packs, and \$1.35 to \$1.40 for Fraser river packs. For prompt shipment a fair sorting-up trade is being done in sockeye at \$1.30 to \$1.50, and there is a good business being done in cohoes at \$1.05 to \$1.10.

The condition of the market for canned vegetables is in much the same position as it was a week ago. If there is any tendency to change, it is in the direction of greater firmness. This is particularly true of peas and corn, although the talk of damage to

the tomato vine by drought, etc., has a tendency to strengthen prices in canned tomatoes. There are not at the moment many transactions between packers and wholesalers, and those reported are at pretty firm figures. We hear of 500 cases of corn changing hands at 77½c. f.o.b. the factory. The purchaser was a Montreal firm. Wholesalers are, as a rule, quoting corn at 75 to 80c. for future delivery. For present delivery, 95c to \$1 is still the idea. The very lowest packer's quotation we hear of for canned peas is now 70c. Wholesalers are still quoting 70 to 75c. per dozen.

Canned meats of all kinds are still meeting with a fairly active sorting-up demand at firm and unchanged prices.

Lobsters are meeting with a ready sale, at \$1.65 to \$1.75 for ½-lb. flats; \$2.65 to \$2.75 for 1-lb. talls, and \$3 to \$3.25 for 1-lb. flats.

COFFEE.

Deliveries of Brazilian coffee continue heavy in the primary market, but prices are

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

firmer both in Europe and America. Locally, a quiet trade is being done at steady and unchanged prices.

SUGARS.

The sugar market is decidedly firm. In New York the buyers of raw exceed the sellers, and an advance of 1-16c. per lb. has been paid, while another 1-16c. is being asked. The statistical position is strong, stocks in Europe and America at the end of last week being 1,404,265 tons, against 1,664,040 tons the corresponding period of 1898. On the local market the demand is not as brisk as it was a week ago, but prices are firmer with an improved tendency. 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.

The situation of the tea market is strong. Cable advices from Colombo, Ceylon, say that supplies are coming in very slowly and that low-grade teas are ½d. per lb. higher. Samples of low grade Ceylon teas from London now being shown on this market are of poor quality, and the prices asked are

above the parity of prices quoted for teas on spot. Teas are coming forward a little more freely, and a little more business is being done by the brokers. Cables from Japan show a further upward tendency in the market there. Local brokers report a little more doing in Japan teas, but the volume of business is still light. The little business in Indian and Ceylon teas which has been done at the auctions in England is at firm prices. Pending the negotiations between the buyers and sellers in London, England, over the tea draft question, the Indian and Ceylon tea associations have withdrawn for a fortnight their new regulations refusing a continuance of the one-pound draft.

NUTS.

Cable advices received in Toronto on Wednesday stated that the crop of Sicily filberts will be one-half the average, and that prices are, in consequence, higher for the new crop.

FOREIGN DRIED FRUITS.

CURRENTS—Cable advices received in Toronto on Wednesday state that the currant market has opened in Greece. The quotations named are about ½c. above those now being asked for old fruit. The first shipment will be made about August 15.

SULTANA RAISINS—A Smyrna cable of Wednesday reports the opening of the market for Sultana raisins at prices slightly higher than the opening figures of last year.

VALENCIA RAISINS—Trade is quiet with prices firm.

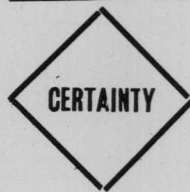
FIGS—The market has opened for Eleme figs, and layers in boxes will cost about 12½c. to import. The yield is estimated to be about 30,000 loads, against 12,000 loads last year.

CALIFORNIAN APRICOTS—Advices from California state that prices are high, with supplies scarce, the canners having taken a large part of the stock.

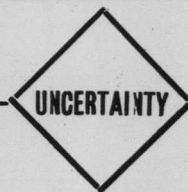
PRUNES—Small sizes of Californian prunes are scarce, according to advices received from the Coast. The crop is running to the larger sizes.

GREEN FRUITS.

A brisk trade is being done at the fruit market. There is a glut of muskmelons, and prices have been forced down to 25 to 50c. per basket. Early peaches and pears are offering in larger quantities than are wanted, and it is frequently necessary to cut prices to clear out accumulations. Harvest and red astrachan apples are about as plentiful as the demand would absorb.



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ST. JOHN'S, NEWFOUNDLAND.

Manufactured by

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

Plums are offering more liberally, and prices are 10c. lower than a week ago. Lawtonberries are still very plentiful, and move freely at 5 to 6c. The sale of native tomatoes is constantly increasing as prices are 5c. lower, and the supply is growing. Sales of bananas are very large. There has been a brisk demand for lemons lately. Last week a small boom was noted, but this week the demand has fallen somewhat, but is now active. There are very few oranges on the market, but there is enough, as the demand is very quiet.

COUNTRY PRODUCE.

EGGS—The receipts are larger than the demand, and to clear out accumulations it is often necessary to sell below the ruling price. A decline of ½c. has brought the price this week to 12 to 12½c. per doz.

BEANS—There is little doing. Prices are nominally \$1 to \$1.10 for hand-picked and 80 to 90c. for ordinary stock.

POTATOES—New potatoes are offering more freely, and what is coming is of better size than lately noted. Prices are steady at 50 to 55c. per bushel.

VEGETABLES—Cauliflower is 25c. cheaper. Tomatoes have declined 5c. We quote: Cauliflower, 75c. to \$1 per doz.; Rhubarb, 15 to 20c.; radishes, 15c. per dozen bunches; corn, 10 to 15c. 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, 10 to 20c. 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, \$1.25 per bushel; tomatoes, 20 to 25c. per basket.

BUTTER AND CHEESE.

BUTTER—The feeling throughout is decidedly firm. The export demand readily absorbs all surplus good creamery and dairy at advancing prices, and the local and shipping demand continues active. Dairy tubs are 1 to 1½c. and prints 1c. dearer. Creamery in packages is 1c. per lb. dearer. It is expected that the present high values will be maintained for some time.

CHEESE—The demand, both locally and for export, is brisk, but with prices at a basis lower than is being paid at country cheese boards this week. Though prices that are now being paid are of a speculative nature, it is not considered that a material decline can be looked for. A few weeks of rain to improve pastures, and, as a result, an increase in the supply of milk, would, however, have a tendency to check the speculative spirit which is manifesting itself. A continuance of dry weather, however, will likely cause prices to advance still further. Some dealers are talking of 12c. cheese.

PROVISIONS.

There is a brisk demand for all provisions, and, as packers' stocks are beginning to run short, prices are steadily strengthening. Canadian short and barrel pork is 50c. per cwt. dearer. There is a scarcity of suitable hogs, too, the majority offering being unfinished—too small. All suitable animals are readily picked up by exporters, who are paying \$5.50 per cwt.; an advance of 25c. in the past week. The prospects are that next season's pack will show fully as great an increase in quantity as any of the previous seasons have witnessed.

FISH.

There is a general scarcity. The demand is good. We quote: Trout, 7½ to 8c.; white-fish, 7 to 8c.; maskinonge, 8c.; pickerel, 7½c.; perch, 4c.; herrings, 4c.; halibut, 12½c.; steak cod, 7c.; haddock, 6c.; 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.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Wheat is moving moderately at 68c. outside for both red and white. The local street market is fairly busy, a fair amount of wheat and oats offering. Peas are 2 to 3c. cheaper; barley and oats are 1c. lower. We quote as follows: Wheat, white and red, 71c.; goose, 68c.; peas, 60 to 62c.; oats, 34 to 35c.; barley, 43 to 44c.; rye, 51 to 53c. No. 1 hard Manitoba wheat is unchanged at 80c. Toronto.

HIDES, SKINS AND WOOL.

HIDES—A good business is being done 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—Deliveries are large. Prices are unchanged. We quote as follows: 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—There is a good business still being done. Prices are unchanged. We quote fleece at 14 to 14¼c., and unwashed at 8 to 9c.

SALT.

There is a good demand. Prices are unchanged. We quote at Toronto: Canadian salt, carload lots, \$1 per bbl., and 65c. per sack of 200 lb.; less than carload lots,

Corona Golden Figs

are choice eating and cooking Figs. Put up in **1-LB. CAKES**—each wrapped and packed in special Caddies, containing 4-doz. cakes.

◆ Cost you 7½c. and sell from 10c. to 15c. No scraping goods out of bags or mats; no dust and dirt nor loss of weight, time and custom, but

CHOICE GOODS THAT SELL AT SIGHT.

Half size sample mailed on receipt of 5c. in stamps; or, to meet numerous requests, we will on receipt of value (\$3.60) ship and prepay freight on 1 caddy to any part of Ontario. State name of your wholesaler in ordering.

W. B. BAYLEY & CO., Ontario Agents, 59-63 Front St. East, TORONTO

Pearl Snaps.

A barrel of Fancy, Sweet Biscuits to retail at 25c. lb. Crisp, tender, and delicious. Perfect for picnics, unequalled for general use.

Put up in moisture-proof barrel package.

Biscuit Manufacturers

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Successor to W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

Established 1882.

16 years' experience.

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TORONTO, ONT.

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

COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

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Famous Blend Coffee

are the favorites with all grocers.

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QUALITY NOT QUANTITY.

OUR

HAMS and BACON

are unsurpassed for delicious flavor.

TRY THEM.

You will repeat your order.

The Wm. Ryan Co. Limited

70 and 72 Front St. East, TORONTO

Clemes Bros.

51 Front St. East

TORONTO.

Fruit Commission Merchants.

\$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.

Canadian short cut barrel pork is 50c. per cwt. dearer.

Canadian tomatoes are now selling at 20 to 25c., a decline of 5c.

The currant, Sultana raisin and Smyrna fig markets have opened.

Low-grade teas are cabled about 1/2d. dearer in Colombo, Ceylon.

All makes of both dairy and creamery butter are 1 to 1 1/2c. per lb. dearer. Eggs are 1/2c. per dozen cheaper.

QUEBEC MARKETS.

MONTREAL, August 10, 1899.

GROCERIES.

THE trade in general groceries has been fairly brisk, and prominent in this connection is the brisk demand for new pack canned goods of all sorts for forward delivery, values on these generally ruling firm. Sugar has been steady at the rise noted, and the cutting between houses has ceased, an agreement having been arrived at again. Syrups and molasses show no change, while coffee and spices furnish nothing noteworthy. Valencia raisins are not to be had here in any quantity, and advices in regard to new crop currants are rather bullish in character. Inquiry for new Japan tea is active, but old meets a dragging sale. Green teas are scarce and Ceylons are steady. Green fruits furnish nothing striking, and produce is generally strong in tone.

SUGAR.

The recent unsatisfactory position in refined sugar has been remedied by an agreement arrived at with the firms here, who have ceased to cut prices. Demand since the rise noted last week has been active, and prices are firm at \$4.55 for granulated and \$3 65 to \$4.30 for yellows per 100 lb., as to quality at the factory. Advices from New York note brisk business in refined, while in raw sugar there the feeling is firm. The European market for beet sugar is strong, and prices for nearby options are strong, August being quoted at 10s. 11 1/2d. The tendency, however, with regard to

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The **MAPLE LEAF** Brand combines all the qualities demanded by the highest class trade.

There is nothing better. If you are not already a customer of ours a sample order will convince you.

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants

76-78-80 Front St. E. - - - TORONTO.

Curers of the **MAPLE LEAF** Brand Smoked Meats and Pure Lard.

CONSIGNMENTS SOLICITED

Our specialties

POULTRY, BUTTER, EGGS, HONEY.

We buy Dried Apples. Send us samples and we will offer you.

Correspondence Invited.

Rutherford, Marshall & Co.

68 Front Street East, Toronto.

In Baking Powder

THREE STANDARDS ARE:

WHITE SWAN

1-lb. Tin, 25c.

ROYAL CANADIAN

1-lb. Tin, 15c.

QUEEN'S FAVORITE

1-lb. Tin, 10c.

Supplied through the trade.

SMITH & SCOTT, Mfrs.

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WILSON'S MONEY WEIGHT SCALES



Show you in figures the weight of the purchase, also the price and the amount paid.

Handsomely Finished. **AGATE BEARINGS**

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69 Esplanade St. E., TORONTO, ONT.

future options is downward, as the new crop will be offering by the end of September or beginning of October, so that September delivery is quoted easier at 10s. 9d.

SYRUPS.

Business in syrups continues very slow with prices nominally quoted at 1 3/4 to 2 1/4 c. per lb at the factory.

MOLASSES.

There has been some inquiry for round lots of Barbadoes molasses during the past few days, but little business has resulted because buyers and sellers are apart in their views. To arrive, round lots have been placed at 34 1/2 c., but, possibly, goods on spot could be had for less money. Demand in a jobbing way is active, and several car lots have been moved at 35c., and single puncheons at 36c. Offers of Porto Rico have been made at 31 1/2 to 32 1/2 c.

DRIED FRUITS.

The stock of Valencia raisins on spot is now completely exhausted, only a few small lots being held in first hands, and, as a result, holders are very firm, though no quotable change is to report. Sales of fine off-stalk are noted at 4c. and undergrades at 3 3/4 c. Mail advices in regard to currants state that the crop is estimated to be 20 per cent. short of last year, and that prices are firm in consequence at 11s. 6d. c.i.f. for provincials, Montreal.

CANNED GOODS.

An active inquiry is experienced for new pack vegetables, especially for corn, which is strong, packers in some cases asking an advance of 5c. per dozen, and nothing is obtainable under 75c. Fair-sized sales of tomatoes are noted at 75c., peas at 70c. and beans at 65 to 70c. These prices are, of course, to arrive in round lots. On spot, tomatoes sell at 75c., corn at 90c. and peas and beans at 75 to 77 1/2 c. per dozen, in a jobbing way.

There has been no change in new pack canned fruits. Business is fair, and prices are steady as follows: 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 nothing new to report in new pack canned salmon. A fair trade continues, and prices are firmly held at \$4.75 for "Clover Leaf" and \$4 for Lowe Inlet f.o.b. Coast. There has been some inquiry for new French sardines, and several good orders have been booked. Prices are: 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.

RICE.

There is a fair demand for rice, and prices are steady. We quote: B standard, \$3.40 to \$3.50; Patnas, \$4.12 1/2 to \$4.75; Japans, \$4.50 to \$5, and Caroline, \$6 to \$7.

COFFEES.

The market continues quiet, with a few sales reported of Maracaibo at prices ranging from 8 1/2 to 9 1/2 c., and some Santos at 7 1/4 c. for the green bean in bags.

SPICES.

There is a small jobbing trade reported in spices, and values are firm but unchanged. We quote: Singapore black pepper, 12 1/2 to 13c., and Singapore white, 19 1/2 to 20c. Penang pepper, 17 1/2 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, 19 1/2 to 20c.; Cochin tips ginger, 6 to 6 1/2 c.; Zanzibar cloves, 9 to 10c.; nutmegs, 40 to 55c., and mace, 45 to 50c.

TEAS.

The tendency with regard to new crop teas is very firm, in sympathy with the strong advices from abroad. Cables from Shanghai state that Congous are firmer, the advance since July 18 being 2c. per lb. Business is active in new crop Japans, and several 300 and 400 package lots have changed hands lately at 16 to 17c. The scarcity already noted in Pingsueys continues, and the lowest price at which they are obtainable is 11c. Old Japan tea meets with a rather slow sale, and round lots have been offered at 11 1/2 to 12c. here. Ceylons are quiet but steady.

GREEN FRUITS.

The green fruit business has been fairly active. Domestic fruits have been in limited supply and raspberries have been readily purchased at 7 1/2 to 8 1/2 c. Domestic tomatoes are now coming on the market and are offered at 50c. Western tomatoes command 35 to 40c. per basket. There have been few Mississippi tomatoes offering this week. Arrivals of bananas are light and there is a good demand at 90c. to \$1.50 per bunch, as to quality. The orange market is about the same as last week. Sales range all the way from \$3.25 to \$4. Lemons are quoted at \$2 to \$3 per box, as to quality. There is very little sale for Canadian pears, peaches, and plums, as they are of the early varieties, and traders do not care to handle them when there are lots of other fruits on the market. Prices range between 40 to 50c. per basket for pears, 35 to 50c. for peaches, and 50 to 60c. for plums. Receipts of Californian fruit have been heavy, but, as there is a good

demand, supplies are rapidly cleared at \$2.50 to \$2.75 for pears, \$1.10 to \$1.40 for peaches, and \$1.25 to \$2 for plums.

FISH.

The fish market is largely nominal at present. We quote: Fresh haddock and cod at 3 to 4c. for haddock, and 3 to 3 1/2 c. 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—There was a better local demand for small lots and a moderately active trade was done at firm prices. We quote: choice candled stock at 15 to 15 1/2 c.; ordinary at 12 1/2 to 13c.; and No. 2 at 10 to 11c. per dozen.

MAPLE PRODUCT—There was no change in maple product. Supplies are small and the tone is firm. We quote: Syrup, in wood, 6 1/2 to 7c. per lb., and at 85 to 90c. per tin. Sugar, at 8 1/2 to 9c. per lb.

HONEY—Business in honey continues very quiet and prices are unchanged. We quote: White clover comb, in 1-lb. sections, 9 to 10c.; dark, 7 to 8c.; white extracted, 7 1/2 to 8c., and dark, 4 1/2 to 5c.

BEANS—In beans the feeling is steady, but the demand is still slow. We quote: Choice hand-picked, 95c. to \$1 per bushel; primes, 85 to 90c.

POTATOES—Receipts of new potatoes are more liberal, and the tone of the market is easier. The demand is fair, and sales are reported at \$1 to \$1.05 per bbl.

ASHES—There were no changes in the market for ashes. The demand is slow and business quiet. 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.

FLOUR—A fair jobbing trade was transacted in flour on local and country account, but buyers show no disposition to lay in large stocks. The tone of the market is steady and prices show no change. 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.

GRAIN—There was nothing new in the situation of the local grain market to-day. Business in all lines was exceedingly quiet. A small trade was done in oats on local account at 33 1/4 to 33 1/2 c. ex store. The feeling in Manitoba wheat in Winnipeg was

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YOKOHAMA
- The Formosa Trading Co.,**
FORMOSA
- Whittall & Co.,**
COLOMBO, CEYLON
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CALCUTTA, INDIA
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MALAGA, SPAIN
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WHOLESALE ONLY OF

TOWER TEA, LIMITED

H. B. HUNGERFORD, Agent,

318, 320, 322 St. Paul Street, Montreal.

weaker and prices closed 1/2c. lower on the day.

MEAL—The demand for meal is slow and the market is featureless. Rolled oats are quoted at \$3.67 1/2 per bbl., and at \$1.72 1/2 per bag.

FEED—The tone of the feed market is firm for bran, and prices are fully maintained at the recent advance. The demand continues good, but the offerings are still light. We quote: Ontario bran, in bulk, \$13 to \$13.50, and shorts, \$14.50 per ton; Manitoba bran, \$12.50 to \$13; shorts, \$15 to \$16; mouille, \$18 to \$25 per ton, including bags.

HAY—In baled hay a fairly active trade continues to be done, and as supplies are just about equal to the demand prices are firmly held. We quote: Choice No. 1, \$8 to \$8.50; No. 2, \$5.50 to \$6, and clover, \$4.75 to \$5.25 per ton, on track.

PROVISIONS.

There is nothing new to note in this branch of the trade. The demand for all lines is somewhat limited at present; in consequence, the market is quiet, but the undertone is firm. We quote as follows: 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 1/4c. per lb.; and

compound refined 5 1/2c. to 5 3/4c. per lb. Hams 12c. to 13 1/2c., and bacon 11 1/4c. to 12 1/2c. per lb.

CHEESE AND BUTTER.

CHEESE—The market maintains its firm tone, and, naturally, with last week's high cost at country points, sellers want the advance to-day and will not hear of concession. In fact, nominally it was a 10 to 10 1/4c. market for finest Western, though buyers are reluctant to concede that range, while Eastern makes were 9 5/8 to 9 7/8c. At the wharf, this morning, between 6,000 and 7,000 boxes were sold, the ruling price being 9 3/4c., but a fraction more was realized in some cases. The public Liverpool cables was unchanged at 46s.

BUTTER—The butter market continues strong in tone, and buyers have to meet sellers if they want to secure supplies. Private cables are noted from Glasgow offering 94s. for a round lot of finest creamery, but the shipper could not work it as the limit was too low for this market. Finest creamery in round lots for export is quoted at 20 to 20 1/2c., and Western dairy, 14 1/2 to 15c. In a jobbing way finest creamery fetches 21c.; seconds, 20 to 20 1/2c., and Township dairy, 16 1/2c.

MONTREAL NOTES.

A denial has been received from headquarters of the report that "Clover Leaf"

canned salmon was sold in the West at \$4.50. They give \$4.75 as the inside price.

Domestic Canadian fruit of the early varieties meets a very slow sale here.

The cutting between jobbing houses on refined sugar has ceased in this market.

There has been another distinct advance this week both in the price of cheese and butter.

New Labrador salmon have been offered at \$11 to \$12 for No. 1, but, so far, we hear of no business.

There is an active inquiry experienced for new Japan tea, but old Japan stock has a dragging sale.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., August 10, 1899.

JULY and August are always considered two quiet months, and there is nothing happening to change this general opinion. There is no particular activity. In staples, markets are steady. Flour, after rather lower figures, seems to be in a firmer position. The condition of lumber rather makes the times here either good or bad, there being nothing that so affects the entire Province or brings as much money to the people, and it is of particular advantage,



See that you have this
on your

Chewing TOBACCO.

**It is always reliable, uniform in make and flavor
AND pays you a better profit than other Chewing Tobaccos.**

Put up 5s and 10s to the LB. Price, 41c. lb.

For Sale by
your wholesaler.]



THE JOLIETTE TOBACCO CO., Joliette, Que.

F. W. HUDSON & CO., Ontario Agents, TORONTO, ONT.

as the returns are distributed among such a large number in a direct way, to say nothing of those affected indirectly, which, it might be said, includes all. While there is a good price ruling in England, the high freight charged at present affects the export. In the American market, there is but a fair demand. Holders here are inclined to hold for higher figures. First shipments of China tea for this season have just been received via C.P.R.

OIL—In burning oil increased demand is noticed. There has been no change in price for some time, there being little competition. The new company is pushing forward its new warehouse, and promises to make it warm for the Imperial people. Cod oil is still very low, and the fishermen are inclined to hold back in hopes of better prices, so that, at present, receipts are light. Lubricating oils keep low, while in paint oil; unusually high prices continue to be the order of the day.

SALT—Expected arrivals of Liverpool coarse salt are not to hand this week, but are daily expected. Stocks are ample for present needs. The demand at this season continues quite active. There is increased demand noticed for Canadian fine salt. We quote as follows: Liverpool coarse,

45 to 48c.; English factory-filled, 90c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 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—The particular interest which has attached itself to this line for some weeks has somewhat fallen off. Considering the general condition of the market, retailers have bought at low prices, the wholesale trade being satisfied with very small margins. Corn has been resold at less than the packers' last price. I say last price, as it is about impossible at present to buy any. In spot corn, the market is very bare. A small quantity of old was received from the West this week, which somewhat relieved matters. New peas, strawberries and pumpkins continue to arrive. In spot goods, gallon apples and peaches are scarce. All lines seem pointing upwards. Meats are higher. Salmon is hard to buy, many packers having withdrawn quotations. Lobsters are so high as to be out of this market. Baltimore packers are short on

oysters. Prices are higher, and some packers are entirely out of stock. Pine-apples are in the same condition, and prices have been advanced.

GREEN FRUITS—The demand for bananas has kept up rather better than was expected, which has resulted in rather light stocks. California fruits are active, particularly pears. Prices are quite high. Grapes, so far, to hand are of but fair quality. In apples there is an improved demand, as the quality improves; price is still quite high. Oranges are quiet and of but fair quality. Lemons now here are also of but fair quality. With the receipt of new lots higher prices will rule. Melons are quiet, weather being too cool for active sales. Cherries about done. Raspberries and blueberries are quite plentiful. Shipments west continue large. Fair prices are being received, the dry season across the line helping the market. Market is now being supplied with native tomatoes and cucumbers.

DRIED FRUITS—Increased interest is shown, but few prices have yet been received. Raisins are a light stock. Prices are likely to rule about as last season. In Californians, it is thought they will be landed rather below last season's figures, the market there opening high. In prunes, the report

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
CUT TOBACCO
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.
CIGARETTES
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE, **DERBY**

APPLES. NOTICE to packers in
Maritime Provinces and
elsewhere: Brand all
barrels with the name of variety of apple, name of
shipper, etc., and remember that it will pay you to
write to us for prices of stencil brands.
HAMILTON STAMP AND STENCIL WORKS
Hamilton, Ont.

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

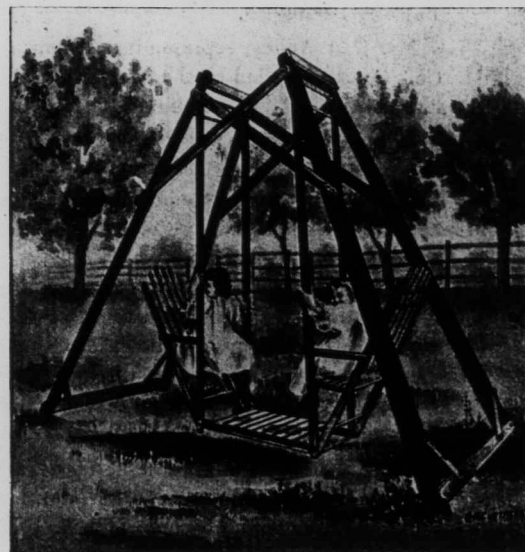
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Its searching pungency is too much for the bold Rat,
timid Mouse, or creeping Cockroach—they all quit.

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.**

from California is that there will be a good crop, and prices on new goods that have been received are quite low, but as foreign and Oregon prunes are expected to rule high, being a very short crop, it will likely mean a firm market throughout. Currants, it is thought, will open rather higher than last season. Evaporated apples are scarce, and higher figures are quoted. Onions have a good sale at even figures. All nuts are high, and full figures are likely to be asked for new goods. In figs, the outlook is firm. Few Californians are used here, last season seeing the first.

SUGAR—If there is any change values are higher. The sale of yellows is reported small, granulated being more largely used than ever. Local refinery has practically all the business.

MOLASSES—Just at present there is little doing. Conditions point to higher figures. Market is a very firm one, stocks being light, particularly Barbadoes. That chiefly held is Porto Rico.

PRODUCE—It is very satisfactory to see the prices our cheese factories are getting for their early cheese. In both June and July they are well cleaned up at good prices, though better results would have obtained had cheese been sold in open competition, as in the West. Prices here have ruled well under Western figures, but there is increased cost to get to point of shipment. The city market is dull. In eggs, the price is well maintained. Receipts are not large, and sales are fair. Butter is dull; receipts exceed the demand, and only best will bring fair returns.

FISH—Fresh fish continues scarce, but salmon, halibut, and mackerel are received in a retail way. Cod, haddock, and shad are rather more plentiful. In dry cod, firm figures rule. There is but a fair movement, either in receipts or sales. Quality is fair. It is difficult, if not impossible, to get extra price for extra quality. Smoked herring are slow sellers, the rather higher price affecting the demand. There have been some very nice kippers received. Pollock are firm at the price quoted. In pickled shad there is light business. We quote: 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.; 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—In pork, there is a fair sale at about even figures. The increased number of grades makes it the more difficult to gauge values. Beef is firm with sales light. Little is being done in smoked

meats. Lard has fair sale at rather firmer figures.

FLOUR, FEED AND MEAL—In flour, a rather improved business is noticed. While values have ruled low, a somewhat firmer feeling developed at the close of the week, and higher prices would not be altogether a surprise. Feed is still scarce and high. Beans seem to have gone back to old figures, the little flurry not being sustained. Oats are firm, and oatmeal shows no change, though tendency is lower. There is but a fair business doing. Hay is rather improved in value, and the outlook is for better figures. This will be most welcome and have a good effect throughout the country, as for some time price has been very low. We quote as follows: 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.

Thos. Gorman received some particularly fine dry cod this week.

Mr. A. L. Goodwin received a large shipment this week of "Diamond G" brand of peanuts shipped by The Gwatney-Bunkley Peanut Co.

Mr. J. M. Wiley, representing Armour & Co., Chicago, called on the trade this week. Armour & Co. are making Boston the headquarters for all eastern business, with Mr. Wiley as manager of the office there.

Mr. Robert Meighen, president of The Lake of the Woods Milling Co., called on the trade this week in company with the local representative, Mr. Hastings. This company is doing an increasing business in this section. Mr. Meighen's particular business east was to attend the annual meeting of the New Brunswick Railway Company, of which he is president.

Mr. J. Hunter White, representing Aram Hamparzum, Smyrna, has the following regarding the coming fig crop: "Our crop shows better results than that of last year, which was ruinous. Even the new one will not be considerable, as can now be seen more accurately. Quantity will be between 30,000 and 35,000 loads, or the half of a regular crop."

Mr. F. J. Blackburn, of H. P. Eckardt & Co.'s traveling staff, left on Thursday for a holiday trip to Atlantic City.

HINTS TO BUYERS.

LUCAS, STEELE & BRISTOL'S travelers have been off the road all week, and will also be off next week. They pay no business calls anywhere.

New pack pineapple is in store with The Eby, Blain Co., Limited.

Don't forget that "silent traveler" of Lucas, Steele & Bristol's.

John Sloan & Co. report a good demand for "Beaver" brand lobster.

The Eby, Blain Co., Limited, are offering a snap in Japan tea, and invite correspondence.

Don't forget that Lucas, Steele & Bristol control "Empire" brand of teas, coffees, spices, baking powders, etc.

The Eby, Blain Co., Limited, have passed another shipment of "Anglo-Saxon" condensed milk into stock.

Don't forget Lucas, Steele & Bristol's fast freight service when in a hurry. If you haven't a time table, write for one.

T. B. Escott & Co. have an assortment of fruit jars on hand, which they are offering to the trade at reasonable prices.

The Eby, Blain Co., Limited, report large sales of Hecker's Farina, Hill's Manioca and Fruit Puddine, with glass dish premiums.

"Grape Nuts and Postum Cereal have come to stay," say The Eby, Blain Co., Limited. "Every case brings a repeat order."

"We have any number of inquiries for gem jars," say The Eby, Blain Co., Limited, "and we strongly advise any who have not bought to send for quotations at once."

"Our travelers will take their holidays until August 21, and we shall be glad to hear from our customers by mail or wire. We have some special bargains for the next two weeks," write T. B. Escott & Co.

T. B. Escott & Co. write: "The demand for 'Grand Mogul' goods has been very large, the handsome profit reaped by the retail grocer in pushing the sale of these goods, together with the advertising, explains the immense sale. Our Mr. Hazard, now in British Columbia, is meeting with splendid success. Mr. McBain, late of Listowel, will represent us permanently in that territory."

Royal Snaps

Please ask for samples and price of best Ginger Snap in Canada.

THE HOME CAKE CO.
GUELPH, ONT.

CURRENT MARKET QUOTATIONS

August 10, 1899.

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

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors who call daily upon all the leading houses in the principal centres.

BUTTER, CHEESE AND EGGS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Dairy, choice, large rolls, per lb	.....	.....	14	16
" " pound prints.....	.....	16	17	18
" " tubs, best.....	.....	11	12	14
" " tubs, second grade.....	.....	20	18	19
Creamery, tubs and boxes.....	.....	19	21	19
" " prints and squares.....	.....	10	10	9
Cheese per lb.....	10 10 1/4	.....	10	9 1/2
Eggs, per doz.....	13 15	12	12 1/2	13 14

CANNED GOODS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Apples, 3's.....	\$0 90	\$0 85	\$0 90	\$1 00
" " gallons.....	2 10	2 00	2 20	2 25
Asparagus.....	.....	1 40	1 70	1 50
Blackberries, 2's.....	70	75	80	85
Blueberries, 2's.....	.....	77 1/2	80	85
Beans, 2's.....	.....	90	85	90
Corn, 2's.....	90	1 00	95	1 00
Cherries, red, pitted, 2's.....	.....	1 80	1 85	2 30
" " white, ".....	.....	1 75	1 80	.....
Peas, 2's.....	75	70	80	75
" " sifted.....	.....	85	1 00	1 10
" " extra sifted.....	.....	1 00	1 25	1 20
Pears, Bartlett, 2's.....	.....	1 25	1 50	1 65
" " 3's.....	2 00	2 00	2 40	2 25
Pineapple, 2's.....	2 40	2 25	2 50	2 15
" " 3's.....	2 60	2 50	2 60	2 60
Peaches, 2's.....	2 50	1 50	1 75	1 80
" " 3's.....	2 50	2 40	2 60	2 75
Plums, green gages, 2's.....	1 90	1 10	1 25	1 30
" " Lombard.....	.....	1 00	1 10	1 30
" " Damson, blue.....	.....	1 00	1 10	1 30
Pumpkins, 3's.....	65	75	90	1 00
" " gallon.....	2 10	2 25	2 10	2 25
Raspberries, 2's.....	1 85	1 50	1 45	1 55
Strawberries, 2's.....	.....	1 40	1 50	1 75
Succotash, 2's.....	.....	1 15	1 10	1 15
Tomatoes, 3's.....	75	78	80	85
Lobster, talls.....	2 50	2 65	2 75	2 50
" " 1-lb. flats.....	2 75	3 00	3 00	3 25
" " 1/2-lb. flats.....	.....	1 65	1 75	.....
Mackerel.....	1 30	1 35	1 30	1 35
Salmon, sockeye, talls.....	1 30	1 50	1 40	1 60
" " flats.....	1 40	1 60	1 50	1 30
" " Horseshoe.....	.....	1 50	1 60	1 80
" " Clover leaf flats.....	1 05	1 15	1 10	1 10
" " Cohoes.....	1 05	1 15	1 10	1 10
Sardines, Albert, 1/4's.....	.....	12	12 1/2	13
" " 1/2's.....	20	21	20	21
" " Sportsmen, 1/4's.....	.....	12 1/2	12 1/2	12
" " 1/2's.....	20	21	20	21
" " key opener, 1/4's.....	10	11	10 1/2	11
" " 1/2's.....	18	18 1/2	23	10
" " P. & C., 1/4's.....	.....	23	25	23
" " 1/2's.....	.....	33	36	33
" " American, 1/4's.....	.....	4	4 1/2	4
" " 1/2's.....	.....	9	11	10
" " Mustard, 1/2 size, cases.....	9 50	11 00	8 50	9 00
" " 50 tins, per 100.....	.....	1 00	1 15	1 00
Haddies.....	1 20	1 50	1 00	1 60
Kipperd Herrings.....	1 30	1 45	1 55	1 60
Herring In Tomato Sauce.....	.....	.....	.....	2 00

GREEN FRUITS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Oranges, Sorrento, boxes.....	\$3 25	\$4 00	\$4 75	\$5 00
" " 1/2 boxes.....	.....	2 50	3 25	2 00
Lemons, Messina, p. box.....	2 00	3 00	3 00	4 00
Bananas, per bunch.....	90	1 50	1 25	1 75
Cocoanuts, per 100.....	3 25	3 50	4 00	3 25
Tomatoes, Can., per basket.....	35	50	20	25
Red Currants, per basket.....	40	50	30	50
Black Currants, per basket.....	60	75	65	75
Gooseberries.....	35	40	30	50
Peaches, Cal., per crate.....	1 10	1 40	1 50	1 75
Plums.....	1 25	2 00	2 00	3 00
Watermelons, each.....	15	20	15	30
Raspberries, per quart.....	7 1/2	8 1/2	6 1/2	7 1/2
Lawtonberries, per quart.....	.....	5	6	.....
Huckleberries, per basket.....	.....	65	80	.....
Canadian Peaches, per basket.....	35	50	25	40
" " Pears, ".....	40	50	25	40
" " Plums, ".....	50	60	50	70

SUGAR

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Granulated (St. Lawrence, Redpath).....	\$4 65	\$4 64	\$4 65	4%
Granulated, Acadia.....	4 55	.....	4 60	4%
Granulated, foreign.....	.....	.....	4 60	.....
Paris lump, bbls. and 100-lb. bxs.....	5 65	.....	5 15	5%
" " in 50-lb. boxes.....	5 75	.....	5 25	.....
Extra Ground Cing, bbls.....	5 25	.....	5 35	.....
Powdered, bbls.....	5 10	.....	5 20	5%
Phoenix.....	4 30	.....	4 40	6%
Cream.....	4 30	.....	4 40	.....
Extra bright.....	4 15	.....	4 25	3%
Bright coffee.....	4 05	.....	4 15	3%
Bright yellow.....	.....	.....	4 05	.....
No. 2 yellow.....	3 80	.....	3 40	3%
No. 2 yellow.....	3 75	.....	3 35	.....
No. 1 yellow.....	3 65	.....	3 75	.....
Foreign, yellow.....	.....	.....	3 80	.....
Trinidad.....	3%	.....	.....	.....

HARDWARE, PAINTS AND OILS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Wire nails, base.....	2 65	.....	2 65	.....
Cut nails, base.....	2 15	.....	2 15	.....
Barbed wire, per 100 lb.....	3 30	.....	3 30	.....
Smooth Steel Wire (oiled and annealed, etc.), base.....	2 60	.....	2 60	.....
White lead, No. 1.....	5 62 1/2	.....	5 75	.....
Linseed oil, raw.....	57	.....	57	.....
" " boiled.....	60	.....	60	.....
Turpentine.....	63	64	64	.....

SYRUPS AND MOLASSES

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Syrups.....	.....	.....	.....	.....
Dark.....	1 1/4	.....	.....	.....
Medium.....	2 30	.....	32	.....
Bright.....	2 1/4	35	37	34
Corn Syrup, barrels per lb.....	.....	.....	2 1/2	.....
" " kegs.....	.....	.....	2 1/2	.....
" " 3 gal. pails, each.....	.....	1 20	.....	.....
" " 2 gal. ".....	.....	90	.....	.....
Honey.....	.....	40	.....	.....
" " 25-lb. pails.....	90	1 00	.....	.....
" " 38-lb. pails.....	1 20	1 40	.....	.....
Molasses.....	.....	.....	.....	.....
New Orleans.....	.....	26	45	28
Barbadoes.....	36	.....	30	32
Porto Rico.....	.....	38	42	32
Antigua.....	.....	.....	25	28
St. Croix.....	.....	.....	27	28

CANNED MEATS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Comp. corn beef, 1-lb. cans.....	\$1 50	\$1 50	\$1 60	\$1 60
" " 2-lb. cans.....	2 65	2 65	2 75	2 50
" " 4-lb. cans.....	5 25	5 50	.....	.....
" " 6-lb. cans.....	8 25	8 25	8 75	9 25
" " 14-lb. cans.....	18 00	18 50	19 50	20 00
Minced callops, 2-lb. can.....	2 60	.....	2 60	2 75
Lunch tongue, 1-lb. can.....	3 30	2 90	3 25	2 80
" " 2-lb. can.....	6 70	6 75	7 00	6 80
English brawn, 2-lb. can.....	2 40	2 50	2 50	2 75
Camp sausage, 1-lb. can.....	.....	.....	4 00	4 00
" " 2-lb. can.....	.....	.....	1 50	1 40
Soups, assorted, 1-lb. can.....	.....	2 20	2 25	2 30
" " 2-lb. can.....	.....	1 80	1 75	1 80
Soups and Boull., 2-lb. can.....	.....	4 50	4 25	4 50
" " 6-lb. can.....	1 70	1 65	1 70	2 00
Sliced smoked beef, 1/2's.....	2 75	2 80	2 95	3 25

CANDIED PEELS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Lemon, per lb.....	10 1/2	.....	.....
Orange, ".....	12 1/2	.....	.....
Citron, ".....	17	19	.....

FRUITS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Foreign.....	.....	.....	.....	.....
Currants, Provincials, bbls.....	4 1/4	4 1/4	4 1/4	5
" " 1/2-bbls.....	4 1/4	4 1/4	4 1/4	5 1/4
" " Filiatras, bbls.....	4 1/4	4 1/4	4 1/4	5 1/4
" " 1/2-bbls.....	4 1/4	4 1/4	4 1/4	5 1/4
" " cases.....	4 1/4	4 1/4	4 1/4	5 1/4
" " 1/2-cases.....	4 1/4	4 1/4	4 1/4	5 1/4
" " Patras, bbls.....	.....	.....	6	7
" " 1/2-bbls.....	.....	.....	6	7 1/4
" " cases.....	.....	.....	6	7 1/4
" " 1/2-cases.....	.....	.....	6	7 1/4
Vostizzas, cases.....	5 1/2	6 1/2	6 1/2	7
Dates, boxes.....	5 1/2	6	5 1/2	6
Figs, 10-lb. boxes, per lb.....	.....	18	20	14
" " 25-lb. boxes, ".....	.....	28	.....	.....
" " Mats, per lb.....	.....	3 1/2	3 1/4	.....
" " Naturals, per lb.....	.....	8	8 1/2	.....
" " Naturals, boxes.....	.....	12	.....	.....
Prunes, California, 40's.....	.....	8 1/2	11	10
" " 50's.....	.....	8	9 1/4	8 1/2
" " 60's.....	.....	7 1/2	8 1/2	8
" " 70's.....	.....	7 1/2	7 1/4	7 1/2
" " 80's.....	.....	6 1/4	7	7 1/2
" " 90's.....	.....	6	6 1/2	7
" " Bosnia, B.....	.....	.....	7	.....
" " C.....	.....	.....	6 1/2	.....
" " D.....	.....	.....	6	.....
" " U.....	.....	.....	4 1/2	.....
Raisins, Valencia, off stalk.....	4	.....	4 1/2	5
" " Fine off stalk.....	4 1/4	4 1/2	5	5 1/4
" " Selected.....	5	5 1/2	6 1/4	6
" " Layers.....	5 1/4	6 1/2	7	6
" " Sultanas.....	.....	10	15	10
" " California 3-crown.....	6 1/4	7	7 1/2	7 1/4
" " 4-crown.....	7 1/4	7 1/4	8	8 1/4
Domestic—Apples, dried.....	6	6 1/2	6	5 1/2
" " evaporated.....	9	9 1/2	9 1/2	10
Cal. Evaporated Fruits.....	.....	.....	.....	.....
Apricots, 25-lb. boxes.....	.....	17	16	18

PROVISIONS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Dry Salted Meats.....	.....	.....	.....	.....
Long clear bacon.....	.....	7 1/2	8	.....
Smoked Meats.....	.....	.....	.....	.....
Breakfast bacon.....	10 1/2	12	12	12 1/2
Rolls.....	.....	9	9	10
Hams.....	10 1/2	12	12 1/2	11
Shoulder hams.....	10	11 1/4	8 1/2	9
Backs.....	.....	11	11 1/2	9 1/4
Barrel Pork.....	.....	.....	.....	.....
Canadian heavy mess.....	15 00	15 50	14 00	14 00
" " short cut.....	15 00	16 00	16 50	15 50
Clear shoulder mess.....	.....	12 50	14 00	14 50
Plate beef.....	.....	11 50	18 50	14 50
Lard, tierces, per lb.....	.....	6 1/2	6 1/2	9
Tubs.....	6 1/4	7	7	7 1/4
Falls.....	.....	7 1/4		

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	23 28	25 30	24 25	Canadian	12 13	14 15	16 16½	17½		
Old Government Java	27 31	22 30	25 30	24 25	Sarnia water white	12 13	14 15	16 16½	17½		
Rio	10 11	7½ 12	12 13	8¾ 9½	Carbon safety	17	16½	17	18½		
Plantation Ceylon	29 31	26 30	29 31		American water white	17 17½	16½	17	18½		
Porto Rico		22 25	24 28		Pratt's Astral	18 19	18				
Gautemala		22 25	24 26								
Jamaica	18 22	15 20	18 22								
Maracaibo	13 15	13 16	13 15								
NUTS						TEAS					
Brazil	12 13	12½ 13	12 12½		Black—						
Valencia shelled almonds	28 30	28 30			Congou—Half-chests Kaisow,						
Tarragona almonds	12 15	12 14	11 12		Moning Paking	12½ 60	12 60	11 40			
Peanuts (roasted)	6½ 9½	9 10	9 10		Caddies Paking, Kaisow	17 40	18 50	15 40			
" (green)	3 6½	8 7	9 9		Indian—Darjeelings	35 55	35 55	30 50			
Cocanuts, per sack	3 6	3 50	3 75	3 50 4 00	Assam Pekoes	20 40	20 40	18 40			
" per doz		60	60	70	Pekoe Souchong	18 25	18 25	17 24			
Grenoble walnuts	12 12½	12 13	12 13		Ceylon—Broken Pekoes	35 42	35 42	34 40			
Marbot walnuts	11		9 10		Pekoes	20 30	20 30	20 30			
Bordeaux walnuts	7 8		9 10		Pekoe Souchong	17½ 40	17 35	17 35			
Sicily filberts	7¾ 8½	8½ 9	8 10		China Greens—						
Naples filberts	10 11	10 11	10 11		Gunpowder—Cases, extra first	42 50	42 50				
Pecans	10 11	10 11	11 12		Half-chests, ordinary firsts	22 28	22 28				
Shelled Walnuts	25	25	28		Young Hyson—Cases, sifted						
					extra firsts	42 50	42 50				
					Cases, small leaf, firsts	35 40	35 40				
					Half-chests, ordinary firsts	22 38	22 38				
					Half-chests, seconds	17 19	17 19				
					" thirds	15 17	15 17				
					" common	13 14	13 14				
					Pingsueys—						
					Young Hyson—½-chests, firsts	28 32	28 32	30 40			
					" seconds	16 19	16 19				
					Half-boxes, firsts	28 32	28 32				
					" seconds	16 19	16 19				
					Japan—						
					½-chests, finest May pickings	38 40	38 40				
					Choice	32 36	32 36				
					Finest	28 30	28 30				
					Fine	25 27	25 27				
					Good Medium	22 24	22 24				
					Medium	19 20	19 20				
					Good common	16 18	16 18				
					Common	13 15	13½ 15				
					Nagasaki, ½-chests Pekoe	16 22	16 22				
					" Oolong	14 15	14 15				
					" Gunpowder	16 19	16 19				
					" Siftings	7½ 11	7½ 11				
RICE, SAGO, TAPIOCA, MACARONI						WOODENWARE					
Rice—Standard B.	3 25	3 35	3¾ 3¾	3 25 3 40	4¾ 4¾	Pails, No. 1, 2-hoop		1 55		1 55	
Patna, per lb.			4¾ 5	5 6	6	" 3-hoop		1 70		1 70	
Japan			5½ 6	5 6	5	" half grained		1 40		1 40	
Imperial Seta			4¾ 5½	5 6	6	" quarter, jam		90 1 08	90	1 08	
Extra Burmah			4¾ 4¾	4 5	6	" candy, and covers		2 25 2 65	2 25	2 65	
Java, extra			6 6	6 7	5	Tubs, No. 0		8 50		8 50	
Sago	3¾	4½	6½ 6½	5 6	5	" 1		7 00		7 00	
Tapioca	3¾	4½	4¾ 4¾	5 6	5	" 2		6 00		6 00	
Macaroni, dom'ic, per lb., bulk			7½			" 3		5 00		5 00	
" imp'd, 1-lb. pkg., French			9 10								
" " Italian			11 12½								
SODA											
Bi-carb, standard, 100-lb. keg	2 25	2 50	1 85	2 25	1 85 2 00 2 50						
Sal soda, per bbl.	70	75	70	80	85 90						
Sal Soda, per keg	95	1 00	95	1 00	95 1 00						
SPICES											
Pepper, black, ground, in kegs,											
pails, boxes	13 15	12 14	14 14	15	15						
" in 5-lb. cans	14 17	14 15	15 15	16	16						
" whole	11 12	11 13	12 13	13	13						
Pepper, white, ground, in kegs,											
pails, boxes	20 23	18 24	24 24	26	35						
" " 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	18 20								
Cream tartar, French	25 27	24 25	20 22								
" best	28 30	25 30	25 30								
Allspice	18 17	13 16	16 18								

TRAINING STORE ASSISTANTS.

HERE is no way of procuring competent successors of the present generation of grocers except by practical training of the present generation of clerks under the eyes of their present employers, says New York Grocers' Review. Thus it is that the methods usually employed for that purpose ought to assume considerable importance in the eyes of the public, for it is useless to expect good service from people insufficiently prepared for their duties.

It is the badly-trained and ill-informed class of dealers who are responsible for much of the reckless cutting and the pushing of inferior goods that are so common, and also for many of the failures that threaten the entire business edifice, and which could have been prevented if the victims had been properly equipped for the arduous struggle. It is the well-trained class of grocers whom the public may thank for improvements of stores, methods and service, and for the maintenance of the standard of quality.

If the latter class are less numerous than the other, who can wonder? There is not much inducement for grocers to instruct their employes very carefully, when the clerks are liable to leave at a few hours' notice. The rudiments, and perhaps a little more, he will impart for his own sake, in order to make the newcomers of some use, but further than that the grocer cannot always afford to go. Exceptionally bright and ambitious young men may make their own way with very little assistance, but the more ordinary clerks, who greatly outnumber the others, require a good deal of boosting—and seldom get it.

In most of the countries of Europe the grocers are regarded as tradesmen, like cabinetmakers, tanners, builders, smiths, jewelers, etc., and a certain apprenticeship is served, a cash premium being paid by the boy's legal guardians. The grocer binds himself to teach the trade to his apprentice, and the latter pledges himself to abide with the master grocer until the legal term has expired.

This system may ultimately be adopted here, and then the problem of how to make grocers will find a solution.

BRIGHT OUTLOOK IN BRITAIN.

Wm. J. Marshall, of Rutherford, Marshall & Co., produce and commission merchants, Toronto, returned from his trip to Great Britain on Monday.

"The trip has been a satisfactory one, said Mr. Marshall to THE CANADIAN GROCER, "I visited London, Liverpool, Bristol, Glasgow, and the principal intermediate

points. This practically covers Great Britain."

"What is the outlook for produce prices?"

"There is every reason for looking for a general firmness in prices until Christmas. In most of the industrial centres the men are working at night as well in the daytime. In the agricultural sections, too, there is a bright outlook. From what I could see and gather I believe that Canadian cheese and butter will be in excellent demand for the rest of the year, with prices as high or higher than they are to-day."

INQUIRIES AND ANSWERS.**SLOT MACHINES WANTED.**

A well-known firm in Canada write: "Can you, or any of your readers, tell us where in Canada we can get slot machines made. We know where they can be bought of foreign make, but we prefer those made in Canada?"

[Can any of our readers supply the desired information?—The EDITOR.]

BAMBOO FURNITURE.

In reply to a recent request in this column for the names of the manufacturers of bamboo furniture, A. E. Richard, Breslau, Ont., writes that he has been making furniture of this description since October, 1898.

It was inadvertently stated in a former issue that the American Rattan Co. was situated at Walkerville. It should have read Walkerton.

TRADE CHAT.

Inland revenue officers seized about 13 lb. of smuggled American tobacco at Magog, Que., the other day.

The E. Girardot Wine Co., Limited, has been incorporated with headquarters and works in Sandwich, Ont.

L. Gross, of Toronto, has moved to Preston, Ont., where he has purchased the bakery, etc., of J. Soutar.

The Toronto Fruit Vinegar Company, Limited, has been granted power to increase its capital stock from \$25,000 to \$50,000.

Shippagan, N.B., has been declared a Customs port, and a port warden has been appointed by the Dominion Government.

At the monthly meeting of the St. John, N.B., Board of Trade, it was advocated that the board should make an effort to have Mediterranean steamers with spring fruit cargoes make St. John their port.

Two burglars entered the grocery store of Shoebottom & Co., London, on Tuesday night, leaving a pal outside on guard. On the appearance of the patrolling policeman the guard decamped, but the thieves inside were caught.

GOOD STATIONERY IN BUSINESS.

IT is wonderful what good stationery will do, remarks The Keystone. A man may wear a ragged coat, have his toe kissing mother earth each time he steps, conduct his business in a "rusty" looking office, but if the letterheads and envelopes he sends to his correspondents are of excellent quality and workmanship, they immediately transform all the "realities" into broadcloth and mahogany. It cannot be otherwise.

Good stationery is sure to make good impressions. It is sure to make the man that receives it think that the man who sent it is about the right thing. Elegance in stationery means influence in business. Half the world would have confidence in the man without a cent of capital upon which to conduct business if his correspondence was done on the right kind of letterheads. The other half of the world, if they lacked confidence, would nevertheless think that there was something behind the man using such stationery.

Stationery of correct style and quality will never cover up ignorance when displayed in spelling or writing. It will, however, discount these imperfections to this extent: Bad writing or spelling on good stationery will gain attention, and that promptly. Bad spelling and writing on bad stationery give the immediate impression that the writer is a "curious boy," and, 10 to 1, the letter is turned down. Not always, but I'd dislike to count the times such is the case. You will lose by cheap stationery.

A GREAT HELP TO RETAILERS.

Nowadays, it is only those institutions in business life which have the capability of devising something out of the ordinary run of things, that achieve any pronounced success, remarks an exchange. The firm that runs along year after year, following the beaten tracks worn deep by the routine of business is reasonably sure to find its balance sheet showing an increasing deficit as time goes on, instead of a healthy growth. In other words, it is brains that move.

KEEP FLOUR OUT OF THE SUN.

Flour that has been exposed to the sun will not make good bread. It has been proved by numerous experiments that flour cannot bear the action of the sun, even when not exposed directly to its rays. When flour is exposed to the heat of the sun an alteration takes place in the gluten similar to that produced by the heating of the stones. For this reason it is advisable that the transportation of flour should take place, if possible, on cool days, or by night, as well as that flour should be stored in a cool place, says a milling paper.

A SPECIAL NUMBER



which it will pay every manufacturer and wholesale dealer to go into, and every retail dealer to read.

The Special Autumn Number of THE CANADIAN GROCER will be issued Friday, October 20. We will eclipse all past efforts in the production of this number. Those acquainted with our record will know what this means and the high standard we have set.

It will be handsomely and artistically gotten up and beautifully printed in colors. A special feature this year will be "Canada, from Ocean to Ocean," a well-written descriptive article, illustrated with a score or more engravings printed in colors, showing pastoral and industrial life in every Province.

The cover design is a beautiful pastoral scene, printed by the new three-color process, and will be by all odds the finest piece of color work ever attempted by any newspaper published in the Dominion.

It will contain valuable special articles, the usual budget of interesting trade news, and will deal fully with the products and trade of the Dominion; articles on the Milling, Canning, Provision, Fruit and Tobacco businesses, illustrated with fine half-tone cuts of mills, factories, fruit and tobacco farms. The Dominion Government will distribute a number of copies through the High Commissioner's office in London and Emigration offices abroad, and, as we will send a large number through our own office in London to grocers and provision dealers in all the large centres of Great Britain, every product, trade and industry of Canada should be represented in the advertising pages of this progressive and representative Canadian trade paper.

ORDERS FOR ADVERTISING SPACE AND EXTRA COPIES
SHOULD REACH US WITHOUT DELAY.

26 Front Street West, TORONTO.
Board of Trade, MONTREAL.
109 Fleet Street, LONDON, ENG.
23 Park Row, NEW YORK.

THE MACLEAN PUB. CO.,
Limited.

BAD DEBTS.

THE losses by bad debts in the retail branches of business can only be roughly estimated, and we do not mean to attempt even that, although we will hazard the suggestion that they must amount annually to a total of many millions of dollars, remarks New York Merchants' Review. For nine-tenths of these losses the retailers themselves are chiefly responsible. We admit that the collection laws are bad, that many consumers are dishonest in their dealings with retail merchants, and that the dealers, or the retail grocers at least, are generally so hard-worked that they can hardly give the time to the credit department which its importance demands.

But, admitting all these things, there remains a large burden of blame which the retailer himself must shoulder.

Notice the different treatment of the credit question by wholesaler and retailer. When a new applicant for credit approaches a jobbing firm, the latter will want some information regarding his ability to pay, before granting the credit desired. And when the retailer applies to a second wholesale firm, the second firm will resort to the first for information and get it. Thus the wholesalers are protected against the worst features of the credit system, and yet have no such protective organizations as the retailers.

Now, how is it with the retailers, in a great many cases? Let an empty house be taken in any city, and, at the first signs of occupancy, the local dealers will begin to call in quest of the patronage of the newcomer. They don't wait for him to call upon them and ask for credit. They go to

him and offer it, and, if, as quite frequently happens, the first grocer gets bitten, the next one will be just as confiding, and go through a similar experience. Even a third dealer has been known to share the same fate without the thing getting out, for, incredible as it may appear to the uninitiated, the habit of the class of dealers who so frequently are victimized by dead beats is to keep quiet as to past experiences and never dream of asking for information of other dealers.

If the wholesale trade followed such a policy, there would either soon be an end to the credit system, or else the wholesale branch would have to be dispensed with as a distributing agency.

Why cannot the non-associated grocers help each other as the wholesalers do? Why must every member of the retail trade, in the spirit of the countryman who has been deceived by a traveling show, rather welcome the financial embarrassment of his fellow-dealer than protect him by volunteering information?

It is a question worthy of serious consideration whether the "dead beat" in his fullest efflorescence is not in a great measure the creation of his creditors—a Frankenstein which owes existence to the grocer, butcher and baker, and which pursues them to their ruin. The pressing offers of credit which come to the new arrival in a neighborhood from the local dealers, tend to loosen the fibre of the most rigid honesty, and to soften the resolutions of those to whom integrity and economy are novelties tending to become irksome. Who can be surprised if the crop of dead beats increases?

BALL-BEARING DRAWERS.

The best things are very often the simple ones. Retailers all know how much trouble is often caused by drawers which stick, and when they don't stick they squeak, which means swearing and sweating—if not a church member. Sweating and swearing mean loss of energy, which may be avoided, says a contemporary, in the matter under consideration in the following simple way: "Secure a half-dozen good-sized marbles—just common playing marbles. Make three round holes in the end strip of wood supporting the drawer, one hole at each end of the strip and one in the middle. Drop your marbles into these holes. Tack a grooved strip of hardwood on the lower part of the drawer just above the marbles. You may then load your drawers down with cast iron and you will need only one handle on your drawer and two fingers on your hand to work the drawer back and forth. In fact, with ball-bearing drawers, as here described, the heavier and larger the drawer the easier it works.

THE LITTLE THINGS.

See to the little things and the big things will take care of themselves, remarks a contemporary. The only way it is really possible to attend to little things properly, that is, if one desires to attend to them, is not to trust to the memory in doing the work, no matter how good it may be. A pad should be carried in the pocket; on this mark down whatever you may think of as soon as it occurs to you. One by one attend to the things recorded, and whenever something on the list has been attended to run a pencil through the memorandum.

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



Choose

Ice water will chill the stomach, but it will make you feel warmer.

HIRES
Rootbeer

will cool the blood and make you really cool. It's the drink for warm days.

W. P. DOWNEY, Sole Agent,
20 & 20½ St. Peter Street, Montreal, Canada.
"Merry Rhymes for Thirsty Times." Sent free.

Bottled Fun

PULL THE CORK AND LET IT RUN.
NOTHING LIKE IT UNDER THE SUN.

HIRES' ROOTBEER

Order one gross Rootbeer and get a present of 24 bottles Carbonated.

W. P. DOWNEY, 20 and 22 St. Peter St.
Sole Canadian Agent MONTREAL

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.

"QUEEN CITY" TABLETS

WASHING
MADE
EASY...

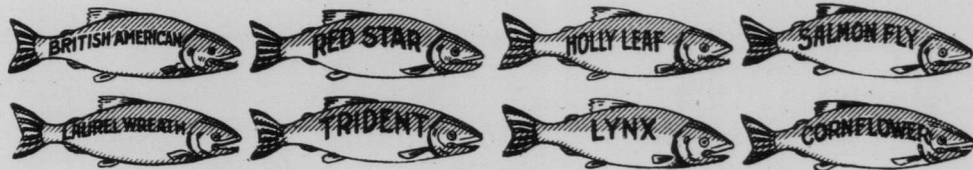
Half the labor in half the time, and no rubbing to wear out the clothes, better and cleaner washing with a soft smooth finish that makes ironing easier, and the articles keep clean and wear longer.

For sale by Grocers, Druggists, and General Stores.

QUEEN CITY OIL COMPANY, Limited
SAMUEL ROGERS, President. TORONTO, ONT.

Anglo-British Columbia Packing Co.'s Blood-Red Sockeye Salmon are Best 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.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite
This celebrated Refrigerator took Prize and Diploma
at Montreal and Ottawa Exhibitions 1897. Send
for Catalogue and Price List.

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

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.

Blue Ribbon Tea is not put on the market at your expense - It pays the grocer a good profit and gives better satisfaction than any other packet tea in Canada.
Blue Ribbon Tea Co. - 47 Scott St. Toronto

TRADE IN OTHER COUNTRIES THAN OUR OWN.

MAIL advices from London state that the crop of Persian dates is large, estimated at about 650,000 boxes.

Advices from Portland state that the French Consul at that city is seeking information as to the prospect for securing supplies of Oregon French prunes this year for shipment to Berdeaux, France.

Letters just received from the other side state that the crop of Naples walnuts will be about one third smaller than last year and that the Grenoble crop will be very short. Marbots and Cornes promise to be abundant and of fine quality.

CALIFORNIAN DRIED FRUITS.

The San Francisco Trade Journal of July 28, reviews the situation in dried fruits thus: "Fruit drying of all kinds, except prunes, is well under way, with that of apricots well advanced and peaches coming on quite fast. It is quite generally conceded that the apricot pack will be around 500 carloads; but no one has, as yet, ventured to estimate on peaches, but it seems quite reasonable to assert that it will be fully twice as much as any former season, and with reasonable figures it will all go out. The pack of apples will be from 20 to 30 per cent. more than in 1898, while that of pears will be away behind. The prune pack will be about 10 per cent. more than 1898, with the fruit running mostly to large sizes. This will naturally cause small sizes to bring, proportionately, better prices."

THE COFFEE SITUATION.

The market for Brazil grades of coffee has been quiet and unsettled. The crop movement has been large, and estimates for the entries during August at Rio and Santos were large—1,550,000 bags. Some business has been transacted with Brazil on a lower basis; still, there has been no pronounced pressure to sell, and no pronounced weakness has developed. The spot market for invoices has been dull, as there has been nothing in the situation to stimulate a demand from jobbers; prices have been without decided changes, closing at 5¼c. for

Rio No. 7 and 6½ to 6¼c. for No. 4. Mild grades have been steady, and a moderate volume of business has been transacted at unchanged prices, closing at 7 to 7¼c. for fair Cucuta and 7¼ to 8c. for good ditto. East Indian growths have been dull and unchanged.—New York Journal of Commerce, August 5.

CALIFORNIAN RAISINS 25 PER CENT. SHORT.

Fresno advices to July 27 to The California Fruit World are as follows: "The clearing of decks for handling the coming raisin crop is in progress. The outlook is for good prices, and growers and packers are not bothering themselves with this problem just yet. T. C. White said to-day that, from reports received at the association headquarters, the raisin crop will be about 25 per cent. short this year, and this is considered to be about the status of the crop."

[Telegraphic advices have since confirmed the above reference to the shortness of the crop.—Editor GROCER.]

TEA IN NEW YORK.

The tone of the market has held steady. There has been a limited amount of activity to the line business, the country trade in some instances showing more of a disposition to anticipate their wants. The market for invoices has been steady and some business has been transacted at fair prices. The offerings for next week's auction sale are small.—New York Journal of Commerce.

CURRENTS IN GREAT BRITAIN.

Business in currants on the spot has been confined to very narrow limits, but there are not lacking signs that stocks in both dealers' and retailers' hands are as light as they can conveniently be, and, in face of the well authenticated reports of a good crop, both as regards quality and quantity, it would obviously be bad policy to overstock even at the present very moderate prices. Under the circumstances, it is somewhat difficult to understand the object the holders of 1898 crop of provincial fruit in Greece have in view in advancing their prices, unless they hope by approximating rates more nearly to

those asked for new fruit to create a demand for the latter. Up to the present, no sales of 1899 crop have been reported in London, but merchants show some disposition to slightly modify their ideas of value, and, instead of a difference of 3s. per cwt. between old and new Provincial, there is now only about 1s. 6d. to 2s.—Produce Markets' Review, London, July 29.

SALMON AND LOBSTERS IN LONDON.

There is very little change to report in the salmon market, and trade has been quite of a hand-to-mouth character. This is so far satisfactory, as it shows that retailers are working with very small stocks, and sooner or later an improvement in the demand may be looked for. Prices in first hands are very firm, and few parcels are to be found under market value. From advices just to hand the pack of lobsters is estimated to be about half what it was in 1898, and talls are exceptionally scarce; flat and ½-lb. tins are in fair supply, but holders are not at all anxious sellers, as they feel assured that sooner or later higher prices will be realized. The unsatisfactory part about this trade is that the goods in many instances are badly packed, and it behoves buyers to be very careful in selecting, and to look with distrust on any parcels that are offered below market rates.—Produce Markets' Review, July 29.

THE PRICE OF SALMON.

The great scarcity of salmon so far this season has been marked by unprecedented high prices paid to fishermen for fish. But, as in all things, there is a limit, and with salmon it seems to be 25c. per fish. Beyond that, it would seem as if it were impossible for canners to go. Not that even that price can be paid and money made. As a matter of fact, the canners have lost money on every case of fish that have been put up this year. The attitude of the canners is very well illustrated by an incident which occurred recently at one cannery on the Fraser. Some of the men who are operating under the licenses held by the cannery in question, and who also use boats and nets belonging to the cannery, came to their employers and said that there were other canneries paying 30 and 35c. a fish, and that they would like to get the same. "All right," was the reply, "take the fish where you can get most for them." When it was to their own men the canners were forced to speak, it can readily be seen that canning salmon at 35c. is not at all profitable.



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

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TORONTO.

Quebec,

Hamilton,

London,

Kingston,

St. John, N.B..

Halifax,

Winnipeg,

Victoria,

Vancouver,

St. John's, Nfld.

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MANITOBA MARKETS.

WINNIPEG, August 7, 1899.

GREAT preparations are going forward for the annual picnic of the Caterers' Association, which will be held on Thursday next, to Rat Portage. No less than five trains will leave Winnipeg at hours between midnight on Wednesday and 8 o'clock on Thursday morning. The town of Rat Portage has offered very special inducements to the association, and all are looking forward to a delightful outing. As the distance is a long one, sleepers are provided, so that, for a small additional cost, those who wish can go to bed in Rat Portage and wake up in Winnipeg, ready for the next day's work. This is the only holiday of the year for many of the trades—such as bakers, milkmen, fruiterers and the like. The president of the association this year is Mr. W. H. Stone, one of the most progressive of the retail grocers of the city. Mr. Stone is a Somerset man, and learned his business thoroughly in England; he has been some 12 years in Winnipeg, and is a man who believes firmly in advertising, is in favor of union among men of like business, and is strongly opposed to trading stamps and like inventions. His election was a unanimous one, in his absence from the meeting.

Business is steady. Retail trade is somewhat quiet owing to the absence from the city of many households. There are a few changes for the week, but very few.

Mr. David Brown English, representative of Jos. Tetley & Sons' package teas, left for home Friday evening, after a three weeks' visit to the West. He expressed himself as highly satisfied with the general conditions of things in the West.

Sugar has advanced 5c. per cwt. during the week. It is questionable, however, whether jobbers will realize that addition. The market is fairly active at the present time.

CANNED GOODS—This situation has not altered in the least during the week. The whole question is unsatisfactory in the extreme, and salmon seems to have joined the fruit and vegetables in that particular. Some factories are quoting an advance on salmon and inability to fill orders, while others have lowered the price 25c. per case. No one, at present, seems to know "where they are at."

CURED MEATS—This market has been a rapidly-advancing one. Within the last week small meats have advanced 1c. per lb. and it appears as though there would be a still further advance in breakfast bacon. This article, in the eyes of those who should

know, is too low for the price of hams. Some appear to think that hams have reached their limit, and, although scarce, the demand will not be so great at the higher price as it was at the lower. Side meat is very firm and slightly advanced. Taking everything into consideration, it is not likely there will be any decline before November at earliest, and many consider the advance likely to be permanent. Lard, owing to the low price of dairy butter, is low and fluctuating. Latest quotations are \$1.50 to \$1.60 for 20-lb. pails.

TEAS—New China teas will arrive next week. The crops appear to be exceedingly good and the price will probably be about the same as last year for opening.

EVAPORATED FRUITS—Apricots have advanced from $\frac{1}{4}$ to $\frac{1}{2}$ c., according to quality, but it is not certain that this advance will be maintained. Peaches, on the other hand, are comparatively cheap, and the offerings are heavy. Peeled peaches are not yet offering. Prunes are at about the same figure as they have been for the last six weeks, prices ranging from 5 to $9\frac{1}{2}$ c.; for instance, 110's are worth 5c. and 40 to 50's, $9\frac{1}{2}$ c.

BUTTER—The position of dairy butter has not altered during the week. The bulk is still going into cold storage, and the price ranges from 10 to 12c. at country points; 12c. has been paid for occasional lots of choice dairy for immediate resale. In creamery butter the market has improved. There has been an advance of $\frac{1}{2}$ c., and the tone of the market is firmer. The quotations are now 16c. factories, with $16\frac{1}{4}$ c. for small lots in 28-lb. packages.

CHEESE—This market is good. The price has advanced $\frac{1}{2}$ c., and there would appear a good demand for the make, which is larger than in former years. The quality, on the whole, is improving, although some of the factories are still putting cheese on the market before it is cured.

EGGS—This market dropped during the week to $12\frac{1}{2}$ per doz., but has again stiffened, and 13c. is being paid to-day. The supply is abundant.

GREEN FRUITS—This market has been short during the week, but is again fully supplied. New Ontario apples will arrive about Tuesday. Californian plums and peaches are quoted at from \$1.45 to \$1.50. Bananas are scarce and the quality not up to the mark. Price ranges from \$2.25 to \$2.50, according to size of bunch. Apples are \$4.25 per barrel; muskmelons, 75c. per basket; watermelons, \$2.75 per dozen; grapes, 75c. per basket; blueberries, 6c. per lb.; tomatoes, 75c. per crate. Lemons and oranges are without change.

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.

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

... 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.

BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

The Canadian Press Clipping Bureau,

505 Board of Trade Bldg.
 TELEPHONE Main 1255. MONTREAL

MONSOON

INDO-CEYLON TEA.

There are other ways to retain people as steady customers besides giving them good tea, but you will agree with us that there is no way so easy.

Monsoon pleases in a way that no other tea can--absolutely pure, wholesome and delicious.

We grow all our own teas.

THE MONSOON TEA CO.

Toronto and Montreal.

MONSOON

INDO-CEYLON TEA.

Good Brushes.

Many housekeepers are "finicky" about their brushes—please that class of women on **quality**, and you are safe with the class that don't care. We are particular that every brush we make shall conform to one ideal standard in its class. You may know in advance just what to expect when you sell Boeckh's Brushes and Brooms—satisfied customers.

We also depend upon obtaining your Good-will.
 Illustrated Catalogue—148 pages. Send for it.

Boeckh Bros. & Company

Mfrs.

Toronto.

Montreal Branch: 1 and 3 De Bresoles Street.
 Agencies at Winnipeg, Vancouver,
 St. John's Nfld., Glasgow, Scot.

A FRONTIER GROCER.

Mr. G. R. Morden, representing The John Calder Co., Hamilton, has given THE GROCER the interesting cut herewith shown, which gives an idea of a successful frontier store. The proprietor, Old John Black, is a regular reader of THE CANADIAN GROCER, and, in short, an up-to-date business man. The sign itself is a bright idea, and the successful dealer in "groceries and guff" stands in the picture between the North-West Mounted Policeman and his horse.

Old John has given the following interesting facts regarding his career. He has

self-made man, has a steadily increasing business, and THE GROCER sincerely wishes that it may continue to grow.

HOW A TRADE PAPER HELPS.

Some time ago one of our successful business men in the supply line, when asked why he patronized trade papers so largely, to the neglect of other methods, made the following reply: "Men who do not read their trade papers are usually poor customers. If I sell them a lot of machinery they do not know how to use it, and report

SPOILING A GOOD FARMER.

A Chicago business man, according to an exchange, recently utilized a rather unique method of dismissing an employe. His bookkeeper had formerly been a farmer and had come to Chicago to enter the business world. His employer had thought him promising, but after a month's trial discovered his mistake. Then he wondered how he could get rid of him.

"John," said he one day, "you never let anyone beat you at plowing while you were on the farm, did you?"

"No, sir," replied John.



lived in the Northwest for 42 years, and is now well-known through that vast tract of country. For a number of years he was in the employ of the Hudson's Bay Co., but in 1885 he decided to start store for himself in Fort Macleod.

With a self-satisfied smile on his face, John remarked that he himself had hewed and placed the logs of his first little store, with a frontage of 12 feet. "Now," he said, "our store extends just seven times as far along the street, and our business has grown in proportion." Indeed Old John Black's store is one of the prominent features of Fort Macleod to-day. He is a

failure, or we have to run after them, lose time and money to get them agoing, and make the sale stick. But those who read and are posted know how and succeed. Such men would not read circulars, if I were to mail circulars to them. They see my ad. regularly in the trade paper, and know I have an established business, and when they want anything in my line write me, and don't whine about prices, or what time they can get from others, buy, try, and have no trouble and pay the bill. Give me such a class of customers as I get by such judicious advertising all the time."—National Baker.

"And no one ever got ahead of you at hoeing potatoes?"

"No, sir."

"Well, I think my conscience won't let me keep you here, John. I'm afraid I am spoiling a mighty good farmer."

CANNED SALMON ON A DOG'S TAIL.

Cheap advertisement is not always effective, and the salmon canner who hoped to bring his pack into demand by tying a labeled can to a spaniel's tail for coursing purposes on Cordova, Abbott and Water streets has learned his mistake. The canine traveled too fast to allow passers-by to catch the brand.—World, Vancouver.

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Enameline

The Modern STOVE POLISH



PASTE.



LIQUID.



CAKE.

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.

New Season's Jams.

OUR ORDERS ARE NOW ON THE WAY.

SOUTHWELL'S Kentish Whole Fruit JAMS and JELLIES also MARMALADES.

GIVE EVERY SATISFACTION TO DEALER AND CUSTOMER.



FRANK MAGOR & CO., 16 St John Street, MONTREAL. Sole Agents for Canada.

Current Market Quotations for Proprietary Articles

August 10, 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.

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
1 lb. cans, 1 doz. in case	18 00
1 lb. cans, 1 doz. in case	18 00
Cook's Friend—	
3 in 2 and 4 doz. boxes	2 40
3 in 4 doz. boxes	2 10
3 in 6 " "	80
3 in 12 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 lb. tins, 3 " "	1 25
1/2 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
3/4 " 4 " "	75
1 " 3 " "	1 25
1 1/2 " 2 " "	2 25

SNOW DRIFT BAKING POWDER.

1/2 lb. tins, 4 doz. in case	per doz. \$ 75
3/4 " 3 " "	1 20
1 " 2 " "	2 00
1 1/2 " 1 " "	6 50
5 " 1/2 " "	10 00
1 lb. boxes	per lb. 16
35 lb. pails	16

WHITE SWAN BAKING POWDER.

1/2 lb. tins, 3 doz. in case	per doz. 0 80
3/4 " 3 " "	1 20
1 " 3 " "	2 00
1 1/2 " 3 " "	9 00

CANADA MFG. CO.

Queen Baking Powder, 1/2-lb. tins	1 20
1-lb. tins	2 15

OCEAN WAVE BAKING POWDER.

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. bxs.	\$4 00
" 6, 1/4 " "	4 50
" 8, 1/4 " "	7 25
" 10, 1/4 " "	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

No. 5 Spanish Blacking, 1/4 gross cases	per doz 7 20
No. 10 " " "	9 00
Yucca 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

THE ALPHA CHEMICAL CO.

Stove Polish—

Quickshine	per gross 9 00
Polish	9 00
Electric Crown	8 00
Paste	8 00
Electric Crown	7 80
Lead Bar	7 80

Patent Stove Polish—

Sunlight Lead Bar's	Per Gross \$2 25
Packed in 1/2 gross cases	
Sunlight Liquid, 1/2 gross cases	10 80
Moody's Black	4 25
Lead 3's	4 25
Reliable Stove	1/2 gross case
Pipe Varnish	1/4 gross cases
6-oz. bottles	14 40
Quickshine Pipe Varnish	12 00
1/4 gross cases pressed top tins	

Alpha Metal Polish No. 2

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

Shoe Blacking— in 1/4 gross cases.

Reliable French Blacking, No. 5	9 00
No. 2	4 50

United Service	
Blacking No. 4	8 00
United Service	
Blacking No. 1 1/2	4 25
Patent Leather	
Polish No. 1 1/2	9 00
Waterproof	
Dublin No. 4	9 00

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
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

BOECKH BROS & COMPANY	doz. net
Bamboo Handles, A, 4 strings	3 25
" " B, 4 strings	3 05
" " C, 3 strings	2 9
" " D, 3 strings	2 70
" " F, 3 strings	2 45
" " G, 3 strings	2 15
" " I, 3 strings	1 70

CHEWING GUM.

ADAMS & SONS CO.	per box
Tutti Frutti, 36 5c. bars	\$1 21
" (in cream pitcher) 36 5c. bars	1 20
" (in sugar bowl) 36 5c. bars	1 25
" (in glass jar) 115 5c. pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c. packages	3 75
Pepsin Tutti Frutti, 23 5c. packages	0 75
Round Pepsin, 30 5c. packages	1 00
Cash Register, 330 5c. bars and pkgs.	15 00
Cash Box, 160 5c. bars	6 00

Quality Wins Trade

Price is an argument with some people, but "quality" wins trade and keeps it. Edwardsburg Starch proves its right to be called the Starch of quality by the unequalled test of time—time tests all things. Suppose you sell a customer a Starch that is yet in the experimental stage—you take more chances in **selling** it than the customer does in **buying** it. If a customer's trade is worth having, it is worth keeping. It is a poor way to keep it by running the chances of shaking their confidence in the quality of goods you sell—truly "quality wins trade." Edwardsburg Starch is pure starch! Edwardsburg Starch keeps trade! It pays to buy (and to sell)—

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 1c. pieces	1 00
Banner Gum (English or French wrappers) 115 1c. pieces	
Flirtation gum (English or French wrappers) 115 1c. pieces	
Mexican Fruit, 36 5c. bars	1 20
Sappota, 150 1c. pieces	0 90
Orange Sappota, 150 1c. pieces	0 75
Black Jack, 115 1c. pieces	0 75
Red Rose, 115 1c. pieces	0 75
Magic Trick, (English or French wrappers) 115 1c. pieces	0 75

CHOCOLATES & COCOAS.

Cocoa—	EPPS'S.	per lb.
Case of 14 lbs. each		0 35
Smaller quantities		0 37½
CADBURY'S.		
Frank Magor & Co., Agents.		per doz.
Cocoa essence, 3 oz. packages		\$1 65
Mexican chocolate, ¼ and ½ lb. pkgs.		0 40
Rock Chocolate, loose		0 40
" " 1-lb. tins		0 42½
Nibs, 11-lb. tins		0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb.
French, ¼'s—6 and 12 lbs.	0 30
Caracas, ¼'s—6 and 12 lbs.	0 35
Premium, ½'s—6 and 12 lbs.	0 30
Sante, ¼'s—6 and 12 lbs.	0 26
Diamond, ¼'s—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00

Cocoa—		
Homeopathic, ¼'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, ¼'s, 6-lb. boxes		0 42
Vanilla, ¼'s, " "		0 42
"Gold Medal" Sweet, ¼'s, 6 lb. bxs.		0 29
Pure, unsweetened, ¼'s, 6 lb. bxs.		0 42
Fry's "Diamond," ¼'s, 14 lb. bxs.		0 24
Fry's "Monogram," ¼'s, 14 lb. bxs.		0 24

Cocoa—	per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" " ½'s, " "	4 50
" " 1 lbs., " "	8 25
Homeopathic, ¼'s, 14 lb. boxes	
" " ½ lbs., 12 lb. boxes	

WALTER BAKER & CO.

Cocoa, ¼'s	0 52
Premium Chocolate, ½'s	0 45
Webb's Cocoa Powder, ¼'s	0 30

JOHN P. MOTT & CO.'S.

R. S. McIndoe Agent, Toronto.	
Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 35
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	\$3 75
Cocoa Essence, ½ lb. bulk, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 25
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

COCOANUT.

STANDARD COCOANUT MILLS.	
Feather strips	18 21
Cream shredded	17 20
Standard	15 18
Macaroon	15 17
Dessicated	14 16
Shavings, in packages	16 18
Cream shredded, ¼ lbs.	29 29
" " ½ lbs.	28 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.		per lb.
Mecca		0 32
Damascus		0 28
Cairo		0 20
Sirdar		0 17
Old Dutch Rio		0 12½
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
d oz. packages (12 to a case)	1 00

EXTRACTS.

Dalley's Pure Fruit Extracts, 2½ 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
2½ " " " "	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
2½ oz. Cabinet bottles	2 00
2 oz. Bottles	1 80
1 oz. " "	1 20
Per gallon	7 00
Per pound	1 60

FOOD.

ROBINSON'S BARLEY AND GROATS.	
Patent Barley, ½ lb. tins	per doz. 1 25
" " 1 lb. tins	2 25
" Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25
DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.	
Buckwheat, 2½-lb. pkgs, 3 doz. case	1 25
Pancake, 2 lb. pkgs, 3 doz. case	1 25
Tea Biscuit, 2-lb. pkgs, 3 doz. case	1 25
Graham Flour, 2-lb. pkgs, 3 doz. case	1 25
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 25
CANADA MFG. CO.	
"Star" Self-Raising Flour, 3-lb. pkgs	1 25
Flexman " 6-lb. " "	2 25
" " 3-lb. " "	1 25
" " 6-lb. " "	2 25

GELATINES.

COX'S	
2's	1 25
4's	2 25
Quart size,	2 25

Fine JAPAN RICES

JAPAN GLACE,
JAPAN MIKADO,
POLISHED CRYSTAL,
SNOW JAPAN,
JAPAN ICE DRIPS.

MOUNT ROYAL MILLS BRANDS

D. W. ROSS CO'Y., AGENTS,
MONTREAL

PAILS

"SUITABLE FOR"

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

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The Wm. Cane & Sons Mfg. Co., Limited
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Toronto, Ont.

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Mercantile Broker,
Manufacturers' Agent,

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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.

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Agents for **HEINRICH FRANCK SOHNE & CO.**

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



IS THE **MOTT'S** BEST.
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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.

GROGERS:—Do not let your stock run
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Automatic Selling Machine for the
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Wheat Marrow! Wheat Marrow!

SATISFYING FULLY, RECUPERATING QUICKLY,
DIGESTING EASILY.

The best properties of Choice Winter Wheat are given in
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Noted for their

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Strength
and Flavor*

THE LONDON COFFEE & SPICE CO.

London, Ont.

Limited.

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

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

JAMS AND JELLIES.

OUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

Orange Marmalade.	1 50
Clear Jelly Marmalade.	1 80
Strawberry W. F. Jam.	2 00
Raspberry " " "	2 00
Apricot " " "	1 75
Black Currant " " "	1 85
Other Jams, W. F.	1 55
Red Currant Jelly.	2 75

All the above in 1 lb. clear glass pots

P. G. JELLY POWDER.

Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 90c. per doz.

P. G. ICINGS.

Chocolate 2 doz. cases \$1.25 per doz.

Lemon, white, pink, canary and Kerneline 2 doz. cases, \$1.00 per doz.

T. UPTON & CO.

Raspberry, Strawberry, Red Currant, Pineapple.

1-lb. glass jars, 2 doz. in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb.	0 66
7-lb. wood pails, 6	0 06
14-lb. wood pails, per lb.	0 06
30-lb.	0 06

LICORICE.

YOUNG & SMYLLIE'S LIST.

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box.	1 25
" Ringed" 5 lb. boxes, per lb.	0 40
"Acme" Pellets, 5 lb. cans, per can.	0 00
"Acme" Pellets, fancy boxes (40) per box.	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can.	2 00
Licorice Lozenges, 5 lb. glass jars.	1 75
" " 5 lb. cans.	1 50
Purity Licorice, 200 sticks.	1 45
" " 100 sticks.	0 73
Dulce, large cent sticks, 100 in box.	0 75

MINCE MEAT.

We'hey's Condensed, per gross, net \$10 80

Nicholson's, per gross, net 10 80

per 1/4 gross case, 2 70

MUSTARD.

COLMAN'S OR KEEN'S.

D. S. F., 1/4 lb. tins, per doz.	\$1 40
" " 1/2 lb. tins, " "	2 50
" " 1 lb. tins, " "	5 00

In Jars—

Durham, 4 lb. jars, per jar.	0 75
" " 1 lb.	0 25

F. D., 1/4 lb. tins, 0 85

" " 1/2 lb. tins, 1 45

FRENCH MUSTARD

Crown Brand—(Greig Mig. Co.)

per gross.	
Pony size.	\$7 50
Small Med.	7 50
Medium.	10 80
Large.	12 00
Spoon.	18 00

THE F. F. DALLEY CO.

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

ORANGE MARMALADE.

T. UPTON & CO.


1-lb. glass jars, 2 doz. case, per doz.	\$1 00
7-lb. pails, 6 pails in crate, per lb.	0 07 1/2
Silver Pan, 1-lb. fancy glass jars, 2 doz. in case, per doz.	1 31

PICKLES---STEPHENS'

A. P. TIPPET & CO., AGENTS.

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

SODA.—COW BRAND.



DWIGHT'S SODA

Case of 1 lbs. (containing 60 pkgs.), per box, \$3.00

Case of 1/2 lbs. (containing 120 pkgs.), per box, \$3.00

Case of lbs. and 1/2 lbs. (containing 30 packages) per box, \$3.00

Case of 5c. pkgs (containing 96 pkgs), per box, \$3.00


SOAP.

JOHN TAYLOR & CO.

Eclipse (Twin-bar), per box lots. \$4 00

Freight prepaid 5 box lots. Special discount for larger quantities.

BRANTFORD SOAP WORKS CO.



"Ivory Bar" Soap is put up in Twin Cakes, 12 oz. each, and in Bars, 1 lb., 2 6-16 lb. and 1 lb. Quotations furnished for "Ivory Bar" and other grades of soap on application.

1 box and less than 5 per grs. \$12.00

Maypole Soap, colors black 5 boxes and upward, 4 00

per grs. \$18.00

10 per cent. discount on gross lots.

Freight prepaid on 5 box lots.



SURPRISE SOAP



MAYPOLE SOAP

WASHES & DYES

A. P. TIPPET & CO., AGENTS.

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	per b.
No. 1 White or Blue, 4-lb. cartons	0 05-4
No. 2 " " 3-lb.	0 05 1/2
Canada Laundry	0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canisters.	0 07
Edwards'g Silver Gloss, 1-lb. pkg.	0 06
Kegs Silver Gloss, large crystals	0 07 1/2
Benson's Satin, 1-lb. cartons.	0 04 1/2
No. 1 White, bbls. and kegs.	0 07 1/2
Benson's Enamel, per box.	3 00

Culinary Starch—

W. T. Benson & Co.'s Prep. Corn 0 06

Canada Pure Corn 0 04 1/2

Rice Starch—

Edwardsburg No. 1 white, 1-lb. cart. 0 09

Edwardsburg No. 1 White or Blue, 4-lb. lumps. 7 1/2


THE F. F. DALLEY CO.

Boston—Laundry, 40 pkgs. to box, per package 0 07 1/2

Culinary—Toledo Corn Starch, 40 pkgs. to box, per lb. 6 1/2c.



KINGSFORD'S OSWEGO STARCH



SILVER GLOSS

For puddings, custards, etc.

OSWEGO } 40-lb. boxes, 1-lb. pkgs., 0 08

CORN STARCH } (12-lb. boxes each crate) 0 08 1/2

PURE—40-lb. boxes 1-lb. pack. 0 07

" " 16 3-lb. boxes. 0 07

ONTARIO } 38-lb. to 45-lb. boxes, 6 bundles 0 06

STARCH IN } Silver Gloss 0 7 1/2

BARRELS } Pure 0 6 1/2

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—

Canada Laundry, boxes of 40 lbs.	0 4 1/2
Acme Gloss, 1-lb. cart., 40 lb. box	0 4 3/4
Finest Quality White Laundry—	
3 lb. canisters, cases 36 lbs.	0 05 1/4
4 lb. canisters, cases 48 lbs.	0 5 1/4
Bbls., 175 lbs.	0 04 1/2
Kegs, 100 lbs.	0 04 1/2

Lily White Gloss—

1 lb. fancy cartons, cases 30 lbs.	0 07
6 lb. trunk, brass catch, 8 in case	0 07
6 lb. trunk lock and key, 8 in case	0 07 1/2
6 lb. enamelled tin, 8 in case	0 07
Kegs, extra large crystals, 100 lbs	0 06



CELLULOID STARCH

A NOVEL INVENTION REQUIRES NO COOKING

BRANTFORD GLOSS—1 lb. fancy boxes cases 36 lbs. 0 07 1/2

Canadian Electric Starch—40 packages in case 3 30

Celluloid Starch—bxs. 45 cartons per case. 3 50

Culinary Starch—Chal-Prep. Corn—1 lb. pkgs., boxes 40 lb 0 04 1/2

No. 1 Pure Prepared Corn—1 lb. pkgs., boxes 40 lbs. 0 06

STOVE POLISH.

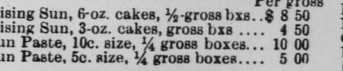


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APPLY WITH BRASS CLOVE OR BRASS BRUSH WITH 10 MINUTE DRYING TIME

No. 4—3 dozen in case (net cash) \$4 50

6—3 dozen in case " " 7 50



RIISING SUN STOVE POLISH

For durability and for cheapness this preparation is truly unrivalled.

Per gross

Rising Sun, 6-oz. cakes, 1/2-gross bxs. \$ 8 50

Rising Sun, 3-oz. cakes, gross bxs 4 50

Sun Paste, 10c. size, 1/4 gross boxes. 10 00

Sun Paste, 5c. size, 1/4 gross boxes. 5 00



TIGER STOVE POLISH

THE F. F. DALLEY CO. LIMITED

34 MILLTON ONT.

Tiger Stove Polish, 1/4 gross boxes, large per gross, \$7.20: small, per gross, \$4.50

per doz

Stovepipe Varnish, 4 oz. bottles. 1 00

" " 6 oz. bottles. 1 25

Boston Brunswick Black, 8 oz. bot's. 1 75

Per gross.

No. 4—5c. size. \$3 85

No. 6—6c. size. 5 50

No. 8—8c. size. 6 50

No. 10—10c. size. 8 00



SILVERINE STOVE POLISH

TEAS.




SALADA CEYLON

Wholesale. Retail.

Brown Label, 1's.	0 20
" " 1/2's	0 21
Green Label, 1s and 1/2's.	0 22
Blue Label, 1s, 1/2's, 1/4's and 1/8's.	0 30
Red Label, 1s and 1/2's.	0 36
Gold Label, 1/2's.	0 44

Terms, 30 days net.



RAM LAL'S PURE INDIAN TEA

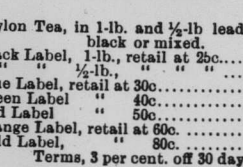
GUARANTEED ABSOLUTELY PURE AS MANUFACTURED ON THE TEA GARDENS OF INDIA.

RAM LAL'S lead packages.

Cases, each 60 1-lb. 0 35

" " 30 1-lb. 0 35

" " 120 1/2-lb. 0 36



KOLONA PURE CEYLON TEA

BLACK

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

Black Label, 1-lb., retail at 2bc.	0 19
" " 1/2-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label " 40c.	0 28
Red Label " 50c.	0 35
Orange Label, retail at 60c.	0 42
Gold Label, " 80c.	0 55

Terms, 3 per cent. off 30 days.

CROWN BRAND. (Ceylon in lead packages)

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

LUDELLA CEYLON TEA 1'S AND 1/2'S PKGS.

Blue Label, 1's.	0 18 1/2
Blue Label, 1/2's.	0 19
Orange Label, 1's and 1/2's.	0 21
Brown Label, 1's and 1/2's.	0 28
Brown Label, 1/2's.	0 30
Green Label, 1's and 1/2's.	0 35
Red Label, 1/2's.	0 40

TOBACCO.

EMPIRE TOBACCO CO.

Foreign—

Empire, 3's, 4's and 9's.	0 36
Royal Oak, 2 x 3, Solace, 8s.	0 52
Something Good, rough and ready, 7s	0 53
Louise, 2 x 3, 14s	0 54

Domestic Chewing

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

WOODENWARE.

THE E. B. EDDY CO. per doz.

Washboards, X	1 40
" " XX	1 60
" " Waverly	1 70
" " Planet	1 80
" " Special Globe	1 70
" " Solid Back Globe	1 80
" " Electric Duplex	2 50

Matches—

5-Case	Single
Telephone	\$3 20
Telephone	3 05
Tiger	2 90
Empire, (slide box)	2 25
Safety, Capital	2 75
Parlor, Eagle, 200's	1 30
" " 100's	1 50
" " Victoria	2 50
" " Little Comet	2 00
Flamers	2 25
" (wax stems)	3 20

BOECKH BROS. & COMPANY. Per doz

Washboards, Leader Globe	1 45
" " Improved Globe	1 50
" " Standard Globe	1 60
" " Solid Back Globe	1 70
" " Jubilee (perforated)	2 20
" " Crown	1 35

F.o.b. Toronto.

Matches, Kodak, per case (10 gross in case) 2 68

THE MOST NUTRITIOUS COCOA.

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GRATEFUL
COMFORTING

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In Labelled Tins.
14 lb. Boxes.

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Reserve Fund.....1,500,000

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Is Honest Goods and just
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The Best Grocers make
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Sole Manufacturer

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New Season's

Candied and Drained Peels

LEMON ORANGE CITRON MIXED (O. L. & C.)

In 7-lb. Tins, In 7-lb. or 10-lb. Wood Boxes, In 1-lb. Cartoons.

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