# PAGES MISSING

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Craig & reet

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

AND

STOREKEEPER

CIRCULATES
IN EVERY PROVINCE

# Mustard to Sell

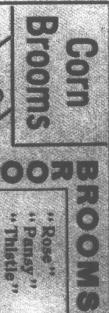
is made with the idea of getting the largest possible profit.

Mustard to Eat

# is COLMAN'S

The Standard of Quality for the World.





"Daley"

"Shamrock" Maple Leaf

"Tullp"

"Good Luck"

•

Large Variety. Low Prices.

Always reliable and as repre-sented.

STATE OF THE PARTY OF THE PARTY

59 to 69 St. Peter Street

TV38180M

Walter State of the

Hoinz Co., Prasburgh Products prepared by III. **Pickles** here are 300 varieties F 000

food product means perfect quality.

H. P. Ediands & Co. Toronto. Honer and

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W. G. Haddanid

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

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The Downwell Handfacturing Go.

# NOW

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ood

is the time to look over your stock and order for Fall:

# Lazenby's

Table Jeilies Soup Squares Pickles and Sauces Preserved Ginger and other delicacies.

# Moir Wilson's

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

Cox's

Gelatine

Stephens' Pickles Malt Vinegar

Codou's

French Macaroni Highest quality

To insure satisfactory delivery by close of navigation.

ARTHUR P. TIPPET & CO., Montreal

General Agents for Canada.



## SATISFACTION.

OUR PICKLING MIXTURE HAS BECOME VERY POPULAR. WE USE ONLY THE BEST CLEANED SPICES---SO BLENDED AS TO PRODUCE THE FINEST FLAVOR--IF YOU ARE OPEN FOR GOODS SEE OUR TRAVELLERS.



# 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.

Established 1845.

Our latest novelties; Corrugated Y. & S. Stick Licorice, packed 80 sticks in wood box; Manhattan Wafers, in Pliable Licorice, 2½-lb, boxes.

YOUNG & SMYLIE

BROOKLYN, N.Y.

# 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.

What We Make

From Manufacturer to Retailer Direct. Because we have been hammering away in our advertising on the virtues and profits in that quick-selling, light, wholesome Summer cereal, Flake Barley, do not forget that quality also counts in the other Cereals we manufacture. A few suggestions of highest quality for you—

> Molina Rolled Wheat. Pan=Dried Rolled Oats. Gold Dust Corn Meal. Graham Flour.

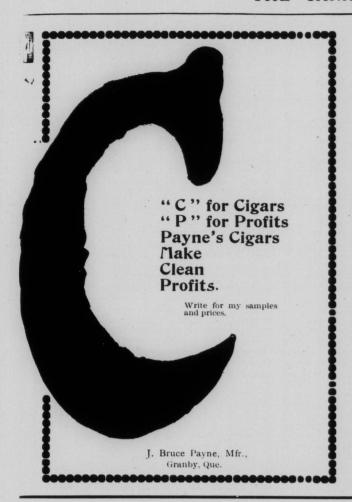
The Tillson Co'y, Limited, Tilsonburg, Ont.

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Gro-Stick es, in ticks; PRICE,

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

### **BEST EXTRACT**

it is

# "Crown Brand"

she means.

Manufactured and guaranteed by

# The Greig Manufacturing Co.

456 St. Paul St., MONTREAL.

Have you tried "VALENTO" yet?

What you pay for an article is important, but what you get in return is more important.

# "OZO" TEAS

give the highest satisfaction to customers and allow the grocer a long profit.

Ceylon in Canisters.

Japan in Lead Packets.

THE OZO CO., Limited

Tel. Main 2537.

MONTREAL



MADE IN CANADA.

# Now You'll Need to Stock up.

The wide publicity that has come to the "Sterling" brand pickles through the fine exhibit of these made at the Industrial Exhibition will mean an increased demand for them the Dominion over.

See that your stocks are always well assorted. In your own interest you will recommend "Sterling" brand pickles, for they are the kind that give satisfaction to customers—bring them again to your store.

T. A. LYTLE & CO.

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

# W. H. Gillard & Co., Hamilton

HAVE STILL IN STOCK



Some
Very Fine
Choice, Flinty

# RIO COFFEES

which they are offering at **Specially low quotations in 5-bag lots.**It will pay the retailer to write this firm.

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,



# Paterson's

THE ...

# **PRINCE**

of .

# SAUCES

Has no equal at the price.





Batty&Co.

ESTABLISHED 1824.

LONDON.



OLIVES AND PURE

OLIVE OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES

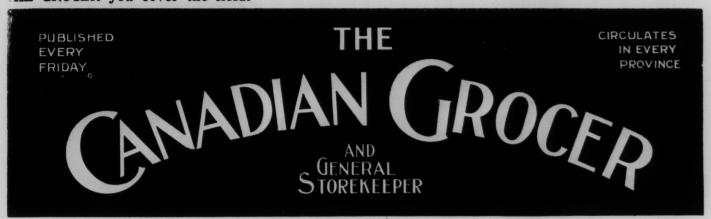
ALL KINDS.

NABOB

SAUCES OF ALL KINDS

SOLD BY ALL WHOLESALE GROCERS.

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



VOL. XIII.

TORONTO AND MONTREAL, SEPTEMBER 8, 1899.

NO. 36,

#### THE BEST PLAN OF MAKING A NEW STORE PAY.\*

By Otto P. K. Hjermstad.

O many people appear to think that any man with a little capital can start a grocery store and make a living out of it. But it takes something else besides money to make the grocery business a success, and I venture to say that not more than one person out of twenty that start grocery stores ever make a success of it. And the main reason why so many make a failure of their enterprise is that they go ahead, with no ideas or plans whatever on how to conduct their stores, get trade and hold trade, and thereby make their business a profitable one. The man without a plan on how to run his business is like a ship without a rudder—he is cast hither and thither on the sea of troubles, till he at last gets wrecked and is obliged to turn his busines sover to his creditors.

A person about to open a new grocery, must carefully lay his plans long before the opening of his store, and he must be sure that his plans are right, and that by following them he will make his business a profitable one in the shortest possible time.

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When I get in a position to start a grocery store of my own, which I sincerely hope I will be some day in the near future, I shall go ahead with the determination to succeed. I shall spare no efforts to reach the top of he ladder. I will locate my store in a small city of, say, 8,000 to 15,000 inhabtants. I prefer a small city to a larger one because in a small city there is less competition, and it takes less capital to begin with than is the case in the larger cities.

Before I open my store I will have to study he people of the locality where it is going to be, in order to get ideas on how to proceed

to make my store their store. And I will make a visit to some of the successful stores of the larger cities to look into their ways of doing business, see how they take care of the stock, how they advertise, etc., and, above all, to find out the reason why they succeed while their competitor in the next block starves. By doing this I think I can pick up a good many pointers that will be of help to me in the future in running my own business. One always learns by observing.

I do not think the location of a store has as much to do with its success as many seem to believe. Of course, it's very desirable to be located on a corner in the business centre of the town, but if a store is run on the right principles it is bound to succeed, even if it is located a few blocks from the centre. As most of the shopping is done by ladies, I will have my store amidst as nice surroundings as possible, in order to make it pleasant for my customers to come to my store. I will have it as far away from a saloon as possible, for there is always more or less noise and rough people connected with a saloon, and such things are not fit to be in the neighborhood of a nice grocery store.

I will spare no efforts to make my store attractive and convenient. It shall be clean at all times, and bright and inviting. A grocery store of to day isn't like that of years ago. Then a few planks fastened to the wall, a counter, a scale and a stove were about all the fixtures a grocer needed. Goods like coffee, sugar, crackers, soap, etc., were simply placed on top of the sawdust on the floor, in their original packages, that at the same time served as seats for many loafers.

But it's different now. An up to-date

grocer must have different fixtures for the different goods in his line in order to be able to take proper care of the goods and display them in an effective manner that they will sell at sight.

I will get the best and nicest fixtures to be had for my store. Good fixtures cost a good deal of money, but in the long run they will prove to be very much cheaper than poor ones. And another thing, nice fixtures that take good care of the goods and display them to good advantage draw trade and sell goods, and thereby help the grocer in building up his business.

I will take great care in hiring clerks for my store. As my store is going to be a strictly up-to-date grocery, I will want intelligent, up-to-date clerks to represent it. I think the most foolish thing a merchant can do is to hire so-called "cheap" clerks. They are willing to work cheap, but then they also do cheap work, and make life a burden to their employer, and drive customers away from his store. No, I will try and get clerks that have a reputation for being good clerks-clerks that are always willing to work, not so much for the little money they are earning as for the sake of pleasing their employer and help him to build up a good business. Such clerks are a treasure to a store.

If possible, I will get clerks that are well known in the locality where my store is going to be, for they are sure to have a number of friends that will want to trade where their friends are working, and that will help them along, in other words, advertise them and thereby also the store where they are working. For this reason these clerks will bring me a good deal of trade that otherwise would have gone elsewhere.

When I am ready to buy the first stock for my store I will make out a list of goods

First prize essay published in The Grocery World.



# 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.

needed and quantities wanted, and submit it to some of the best wholesale houses for prices. The firm offering the best goods at the lowest prices will get the order. I must be careful in selecting my stock, and make my selection with an eye to the class of people whose trade I'm going to strike for. Not knowing how much trade I am going to get at first, I will not buy a very big stock to start with, just enough to make a good showing.

In buying my goods I shall be very careful to get only good goods that are guaranteed by the manufacturer or the wholesaler. If I should sell poor goods to my customers I could never expect to make a success of my business. And I will buy for cash only, in order to get the lowest possible prices.

Whenever any goods arrive I will at once have them examined, weighed and entered on a receiving book. In case there should be anything the matter with any of the goods, or if there should be a shortage somewhere, or an overweight on the freight bill, the receiving book would instantly show it, and I could put in a claim against the jobber or the railroad company. In this way I will often be able to save a good deal of money.

I will mark all my goods in plain figures. This will make my customers feel that I think that my prices are right, and it will also give very little chance for "jewing." I shall discount all my bills. Those short lines at the top of the bill-heads: "I per cent. off in 10 days," and "2 per cent. off in 10 days," to many grocers don't seem to be of very much importance, but the grocer who does not make use of the chance thus offered him to save a few cents on his purchases is indeed foolish and shortsighted. Those few cents saved on every bill that is discounted during the course of a year count up to be a big sum, and by discounting his bills a grocer can easily in a year save enough money to pay the salary of one

clerk, and that seems to me to be a very big saving.

The grocer's hardest task is the buying of goods. The art of buying goods right is not learned in a day. It takes years of study and practical experience. The buyer must keep in close touch with all the markets; must know where he can get the best goods at the lowest prices; must know when to buy and how much, etc. In order that I may learn all this I will have to

STUDY THE TRADE PAPERS,

for they are a grocer's best teachers.

I will try to get on the right side with the traveling men, for they are next after the trade papers the merchant's best friends, and will help him in his buying and save money on his purchases if they are treated right.

In order to put my store on a paying basis in the shortest time possible, I will have to advertise extensively. No businessman of to-day can ever hope to succeed without advertising. I am going to advertise my store from morning till night-all the time. I shall keep everlastingly at it. At least two weeks before the opening of my store I will commence to advertise. As the newspapers are the best advertising mediums for a retail store. I shall take liberal spaces in the daily papers of my city, and also in the weeklies. Of course, I cannot advertise any goods before my store is open for business, but I will tell the readers what kind of a store I am going to have; what kind of goods I am going to sell; why they should bring their trade to me as soon as my store was ready, etc. In this way, I will make them interested in the store, and they will look forward to its opening as if it were an important event.

AFTER THE OPENING

I will commence to advertise my goods. I will change my "ads." frequently—every day if possible—and try and say something new in every "ad." in order to make them interesting, so people will look for them and

read them. I will quote prices on all goods I advertise. On certain days I shall put out different lines of goods at low prices as leaders. These bargain days I will advertise extensively, and I am sure they will bring me many customers. And these won't buy only those leaders, but also other goods they see displayed, I am quite sure.

I shall not neglect my

SHOW-WINDOWS,

as I consider them almost as good advertising mediums as the newspapers. I shall have my windows nicely decorated, and only display one line of goods at the time, and I shall make liberal use of price tickets. If I do not get time to trim the windows myself I will teach one of my clerks to do it, and shall see, too, that he changes the displays frequently.

Another good way of advertising that I am going to make use of is demonstrating. Almost every manufacturer of food products is willing to pay the expense of a demonstration of his goods. These practical demonstrations are sure to bring many people to the store and make them talk about it.

My ads. in the weekly papers will have to be a little different from those in the dailies, because the former go mostly to farmers. As the farmers, to a large extent, buy goods in exchange for their produce, I will have to give some reasons in my ads. why it should be to their interest to bring their produce to my store. The produce trade is one of the

MOST PROFITABLE LINES

in a grocery store when properly taken care of. I will have one of my clerks do all the buying of produce from farmers, as I think in that way I can give more satisfaction to my customers. There being so many grades of butter, so many kinds of potatoes, etc., we would be liable to mix the different lots should we all do the buying. One man, however, can keep everything in order, and thereby the selling will be so much easier.

Although no merchant can succeed with-

# FISH ARRIVING

LABRADORS---in barrels and halves.

LUCAS, STEELE & BRISTOL,

HAMILTON.

# Worthy of Attention. -

Cases and ½-Cases, Fine Filiatra Currants.
Cases and ½-Cases, Choice Amalias Currants.
Cases and ½-Cases, Casalina Patras.
Cases, Selects—finest Currants imported.
Half-Boxes, Trenor's Fine off-stalk Valencias, in splendid order.

All in first-rate shape. New Fruits now coming out are much higher. Our offerings are a snap.

# JAMES TURNER & CO., Hamilton

## Pasturage Drying Up.

All over the Province the long-continued drought has burnt up the pasturage, and fresh milk is getting scarce. Keep your stock up of condensed milk; it will come in handy. "Reindeer" Brand is the old reliable.

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# 1899-1900 JAPAN TEA

Now in store.

We have just received another large consignment of our Famous Goat Brand Japan Tea.

(A greater value than has been.)

# T. Kinnear & Co.,

Wholesale Grocers.

49 Front St. Toronto.

out advertising, all his efforts in that line won't do him any good if he does not live up to his advertising. Therefore, my motto shall be: "Your money back if you don't lke it," and I shall stick to it too. That

GIVE MY CUSTOMERS CONFIDENCE

in me and make them come again and again, for they will know that if anything they buy at my store is not satisfactory they simply have to return it and get their money

I shall do a strictly cash business. By so doing I will save the expense of employing a bookkeeper, and I can sell goods cheaper than the fellow across the street, who is doing a credit business. And above all. I will at all times know where I am and will be free from all the anxiety and worry and loss of money that a credit business is bound to carry with it. I don't think I shall have much trouble in getting the people of my locality to understand that buying for cash is to their interest as well as to mine. My lower prices will do the

The profits on most groceries sold at retail being so extremely small, it will become necessary for me to

KEEP MY EXPENSE ACCOUNT DOWN as much as possible, if I shall ever hope to make my business a paying one. I will have to work hard-harder than I ever did while working for others-in order to get along with as few clerks as possible, I shall keep away from all kinds of advertising schemes, for, while all of these are made to look very tempting, and are bragged up by the originators to be good trade-winners, most of them will prove, after having been tried for a while, to be very expensive affairs.

In a grocery store where so many perishable goods are kept, there's always something going to waste. The grocer must keep his eyes open, so that such waste does not interfere too much with his profits. Goods that are speiling must be gotten out of the store right away, for a grocer

CAN'T AFFORD TO KEEP BAD GOODS in his store. They can be closed out for something, for there are some people looking for just such "bargains," and what

little money the grocer gets for such goods just helps to make the losses that much less. But he must be very careful not to send such goods to his regular trade.

Six months may seem to be a very short

time in which to put a new grocery store on a paying basis, but I am sure it can be done, and the best plan I know of for doing so is as outlined in this article, namely, by

Good advertising.

Keeping a good store.

Buying for cash and selling for cash.

Selling only good goods.

Keeping expenses down.

There are, no doubt, other good plans, but I am going to make use of the ideas submitted in these lines when I get a store of my own, and I am sure it won't take me more than six months to build up a good paying business.

#### INFORMATION WANTED.

The following inquiries were received at the Government Offices, London, during the week ending August 12th :

A Copenhagen (Denmark) firm wish to be placed in communication with Canadian houses desiring business there, who require the services of a general agent.

A Boulogne (France) firm, who do a large trade in apples, are asking for the names of Canadian shippers.

THE CANADIAN GROCER will be pleased to forward to the firms inquiring any information its readers may be able to supply.



# Twenty Men

... out of twenty who have tried IMPERIAL CHEESE, will tell you it's the finest they ever tasted.

That is the reason Imperial is such a certain seller---It's a favorite with everyone.

Wri Vanco Wilson of Hor

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# NEW VALENCIAS

Arriving to-day.

Rogers' and Grustan's

## FINEST SELECTED

# THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

TORONTO

### BRITISH COLUMBIAN FRUIT IN MANITOBA.

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Writing from Winnipeg to The Province, Vancouver, Provincial Fruit Inspector Tom Wilson, who is also a member of the Board of Horticulture, says:

"I have visited the more important points between Calgary and Winnipeg in the interest of the fruit growers of British Columbia, and find that our fruit would be very much more in demand if the people could be assured that it would arrive in good condition. Everyone says it is badly packed, and the cry is the same from the Rocky Mountains to Winnipeg. I have assured them that this fault will be remedied in future, and I doubt not if our fruit growers only take pains that the results will be most satisfactory. At present Californian fruit is getting scarce, and consequently more expensive and there are no Oregon and Washington plums on the market. One firm alone here disposed of 30 carloads from Walla Walla last year. Now they have advices that the supply cannot possibly exceed 5 cars-probably not that. There is quite an amount of Ontario plums on the market here, but, like ourselves, the Ontario people have a great deal to learn as regards packing, and the consequence is that their fruit arrives here in very indifferent condition; also the quality of their fruit is not up to the standard of ours, either in appearance or flavor. The fruit growers of British Columbia can capture the market here and establish themselves on the prairies if they look to their packing and the supply holds out. If they only knew how much depends on their efforts they would amend their ways."

#### CURRANTS IN LONDON.

The market for currants continues active. and a further rise in provincial and medium fruit has taken place. A certain amount of this activity is due to the news which continues to be received about the growing crop, the estimates of the probable yield continually diminishing. Up to within the last day or two, there has been a constant rise in the prices asked for new currants. and any slight reaction is due to the fact that English buyers have not followed the rise to its full extent in their purchases. The samples received up to the present show fairly good quality, but the provincial growths are uneven and the amalias very deficient in size when compared with those of last season. This may not be so much of a disadvantage as it would certainly have been in previous years, for the increase in the demand for small currants to the neglect of the larger fruit has lately been

phenomenal. Only two steamers have yet left Greece for London, and the third leaves to-day; it will, therefore, be quite the end of next week before the first new currants can arrive on the London market.—Produce Markets' Review, August 26.

#### TO REGULATE TEA OFFERED.

The period of combines is on us. Because the union of the tea-planters was not strong enough to ride rough-shod over the buyers, it does not follow that by combination they may not achieve something in other directions. The recently-decided on committee of five brokers to regulate the quantity of tea offered for sale is getting into working order, and, as the majority of the Indian tea-producers have given in their adhesion to the scheme, it is likely there will be a more even distribution of offerings over the whole year than formerly. This is not an innovation with which we can find any fault, as it is always a good thing to avoid the disorganization of markets by seesaw operations; at one time more being offered than buyers can take and prices necessarily falling, while at other periods held-back stuff causes a smart reaction the other way. Anything that tends to stability is good for the trade, the only danger being lest the sheme should be carried too far .-Grocers' Journal.

# TAPIOCA IS SCARCE

If you want a bag or two, write us. We can make the price right.

JOHN SLOAN & CO.

Wholesale Grocers.

TORONTO

### TRADE IN OTHER COUNTRIES THAN OUR OWN.

ROSPECTS for the rice crop in Louisiana continue to be reported as fairly favorable, and latest estimates place the yield at 1,800,000 sacks. Advices from the Coast also continue encouraging, and it is estimated that the yield of the Louisiana and Coast crops together will be equal to about 2,250,000 sacks.

Late mail advices from Malaga are to the effect that there is a good crop of raisins of excellent quality.

Advices from Sevilla state that the canning crop of olives, which is expected to be about an average one in size, will be 30 per cent. culls, or 20 per cent. more than the general run. Prices, therefore, may perhaps be 10 to 15 per cent. lower than last season.

NEW VALENCIAS IN LONDON.

Three small shipments of Valencias have reached this market during the week, and these have been distributed at prices which are certainly above the average. Stocks all through the country being almost nil, a good demand may reasonably be expected much earlier than is usually the case. The quality and condition of the fruit at present to hand is good, although size is lacking,

and, considering the hot dry weather experienced for some time past, this will probably be the character of the bulk of the crop.—Produce Markets' Review, London, August 19.

CALIFORNIAN PRUNES STRONGER.

Telegrams from the Coast indicate a much stronger feeling among the packers of prunes. This is said to be due to the fact, as claimed by reliable parties, that the crop has been overestimated. In Santa Clara it is now stated on good authority that the output will probably not exceed that of last season. While it is indicated that there will be relatively plenty of the large sizes, particularly. 40's, 50's and 60's, it is feared that the supply of 90's and smaller fruits will be very light. In fact, some packers, we are informed, will not sell 90's alone and others 80's and 90's at any price, while those who are ready to sell a few 90's in connection with other sizes demand a premium of 1/4 c. on that size, and we are reliably informed that buyers in some instances have already paid this premium. Mail reports just to hand state that packers were not, at the date of writing, anxious to sell the regular four sizes, but had made some contracts on a 3c. basis for 50's to 60's, 60's to

70's, 70's to 80's and 80's to 90's.—New York Journal of Commerce.

CANNED TOMATORS IN THE UNITED STATES.

"The tomato market," said a prominent commission merchant yesterday, "is in an anomalous condition. Notwithstanding the great increase in the cost of tin cans the market in tomatoes is lower to-day than when the season for selling futures opened. A condition like this always rights itself, and in my opinion future tomatoes bought at present low prices will show a profit in the near future."—New York Journal of Commerce.

THE PACK OF CANNED APRICOTS.

This season's pack of apricots is estimated at fully 700,000 cases, compared with 411,273 cases last year. The unprecedentedly large pack of apricots this year, it is said, used up the surplus cans, leaving canners now dependent upon the daily output of the three local factories, which is reported to be insufficient to meet the demand at present. Peaches, pears and plums ripened at the same time, taxing the canneries to their fullest capacity. The pack of peaches, it is expected, will be short, on account of the scarcity of cans and the short packing season.

Selected Quality.

Full Weight.



EVERY CAN GUARANTEED.

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We offer **EXCEPTIONAL VALUES IN**JAPANS and CEYLONS.

SEE OUR TRAVELLERS OR WRITE FOR SAMPLES.

THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS, MANUFACTURERS, IMPORTERS OF TEAS. \_TORONTO

#### HINTS TO BUYERS.

OLSON & SON, Montreal, agents for Crosse & Blackwell, announce that the peel trade is practically over for this season. They are well pleased with their peel trade, orders for these goods having been very much in excess of any previous year. They also say their general trade for Crosse & Blackwell is steadily growing, each year showing a decided gain upon the previous one, and this year has exceeded the record.

Laporte, Martin & Cie. have just received a consignment of Rodgers' new Valencia raisins.

Warren Bros. & Co. have arriving a shipment of Ceylon teas which they say are showing exceptionally good value.

Laporte, Martin & Cie. are Montreal agents for Lipton's package teas. They always have a full assortment in stock.

SS. Rosarian has just arrived with a supply of Morton's and Marshall's canned herrings, 1899 pack, for Laporte, Martin & Cie.

"Victoria" and "Princess Louise" apan teas are reported as being of extra value; they are sold by Laporte, Martin & Cie., who control these two brands.

A shipment of Carr's biscuits is just in for Frank Magor, of Montreal, Canadian agent. Carr's "Cafe Noir," the old reliable specialty of this firm's make, is a great favorite with the Canadian grocery trade.

#### PERSONAL MENTION.

Mr. D. G. Bell, of Bell & McEachern, Stayner, was in Toronto last week.

Mr. W. H. Cawsey, of W. H. Cawsey & Co., retail grocers, Halifax, is spending a few weeks in Toronto.

Mr. J. H. Magor, of Frank Magor & Co., Montreal, has just left on a business trip to the Lower Provinces, carrying samples of Cadbury's fancy Christmas goods, Carr's biscuits, and other lines,

These are among the outside merchants who have been in Toronto during the week: W. J. Crowther, Kingston; J. T. Robinson, Bobcaygeon; Geo. Sherrin, Thamesville; W. J. Falconer, Sydney, Cape Breton; C. Beck, Penetanguishene; J. W. Shields, Victoria Road; W. J. Smythe, Rydal Bank; J. Irwin, Manitowaning.

#### "MONSOON" ON AN ELEPHANT.

The most striking feature of the great Labor Day parade held in Toronto was the immense elephant advertising "Monsoon" tea. There was a large package of "Monsoon" (5½ feet long by 3½ feet wide) on the elephant's back. Inside the package there was a man throwing samples on either side of the street, and large banners hung from the base of the package to the street.

#### SALMON AND LOBSTER IN LONDON

Business in salmon during the week has been on rather a quieter scale, both buyers and sellers preferring not to operate largely until they receive more definite news of the British Columbian pack. The reports of the fishing, up to the end of last week, were so consistently bad that buyers showed some anxiety to secure such parcels as sellers were willing to part with at a reasonable figure, but the business actually done was not large, and before many transactions were completed reports arrived of a more favorable nature. In a few days, the result of the catch will be known, and it is hoped that it will not be necessary for the packers to ask higher rates than those at present ruling. The market for Alaska is very firm, but prices are practically unchanged. There is a good inquiry for lobsters, and fresh shipments of tall tins are anxiously awaited.-Produce Markets' Review.

You Knew
how little flavor there is
to some brands of marmalade you would not wonder why they sell
so slowly.



Try
a jar of
Upton's Marmalade
on your own table and
you will understand
why it is in such
demand.

# N-I-M-P-K-I-S-H

SPELLS

### "NIMPKISH"

The brand of the best

SALMON ... packed on the Pacific Coast.

# S-M-I-T-H, B-A-K-E-R & CO.

Spells SMITH, BAKER & CO.

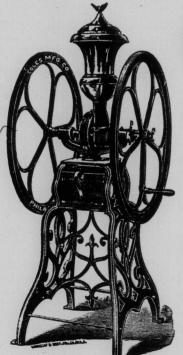
Shippers of the best—the very best—TEAS which are ever shipped from Japan.

# J-M-A-Y-A-N-S G-R-U-S-T-A-N-&-CO.

Spells J. MAYANS GRUSTAN & CO.

Shippers of the highest quality FINE OFF=STALK, SELECTED, and LAYER VALENCIAS which leave the Port of Denia.

RETAIL MERCHANTS—If you want to make money—build up an increasing business—ask and insist upon getting the above, Fashiu and canned goods, "Red Cross" brand, packed at Port Hope; and for Extra Fancy, pin your faith to "St. John Valley" goods, with fancy wrapper label.



# Notice.

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

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

We Claim to have the easiest and quickest Grinders.

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

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

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

TODHUNTER, MITCHELL & CO., Toronto.

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

Coles Manufacturing Co.

# 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.

 $\Re$ aaaaaaaaaaaaaaaaaaaaaaa $\Re$ 

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

### THE MacLEAN PUBLISHING CO.

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

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

#### THE PRACTICE OF SUBSTITUTING.

T is a mistake for merchants to substitute goods without first obtaining the consent of the purchaser. Even when the goods substituted are superior the practice is a dangerous one. People at least think they know what they want and it is an offence to them when they find that the goods they ordered are not the ones supplied.

This characteristic of the great mass of people may be born more of pride than of reason; but it exists, and not only exists but must be respected. Those who will not respect it cannot but expect to lose business.

This applies to the wholesale as well as to the retail merchant. THE CANADIAN GROCER recently had proof of this.

A retailer who has met with a great deal of success in business was asked if he dealt with a certain wholesale house. He replied in the affirmative, but declared that he was gradually transfering his patronage to other houses, and explained that he was doing so because the wholesale house in question persistently substituted goods.

The retailer in question is doing a large

and growing trade, and hence is a valuable

While directly it may not be as profitable, when out of a line ordered, to secure it from a competitor, yet it is the wiser thing to do, and in the long run pays the best, for it does not, like substituting, tend to annoy and drive away customers. If the particular line cannot be obtained, the next alternative should be to ascertain if another can be substituted. Of course, there may be exceptions when the best thing to do is to send forward substituted goods with an explanatory note. As to when this is necessary the shipper's judgment only can determine. But merchants should only do this when they are fully persuaded that it is the best course, in the interest of the customer, to pursue.

#### DECREASED EGG EXPORTS.

The export movement of eggs from Canada, which, until very recently, was decidedly backward, as compared with 1898, has shown decided improvement during the past fortnight.

Compared with last year, the decrease is striking, the exports up to the end of August being only 8,300 odd cases, against 33,504 for the same period in 1898. The receipts at Montreal, however, during the same time show that a smaller quantity was marketed this year than last, viz., 106,853 cases this year, against 150,000 last year.

Prices have shown an upward tendency lately, as reports from the country state that 13c. f.o.b. cars have been made at country points. At Montreal, the range is 141/2 to

#### NEW SEASON'S VALENCIAS.

The first shipment of new season's Valencia raisins is due the latter part of this week, and by the time this issue is in the hands of its readers the wholesale houses will probably be taking their shipments into

The prices which will likely be quoted to the retail trade for this new fruit are as follows, according to brand and quality: Fine off-stalk, 53/4 to 61/2 c.; selected, 63/4 to 7c.

The shipments come upon a bare market, there being nothing but fine off-stalk in the warehouses of the wholesale houses.

On account of the shortness of the crop and the foreign demand, prices are expected to rule firm in the primary market.

#### NOW IT'S TWELVE-CENT CHEESE.

AST week we had to note IIc.-cheese. This week the sensational advancing tendency of the market has continued, and fully ic. per lb. more has been paid at country points for cheese than last week.

In the Townships section of Quebec 121/2c. was bid by an excited speculator, and, of course, accepted, while at the various country boards, since we last had occasion to refer to the matter, 12c. has been the ruling cost of strictly finest Canadian cheese.

This, of course, means 121/4 to 121/2 c. for the goods laid down in Montreal. And there are some speculators in Montreal sanguine enough to expect 13c. for the last half of September make.

The drouth seems to be the strongest bull card, for it has not only affected the make west of Toronto, but in the east as well, for reports from Brockville give the shrinkage at 50 per cent. This, no doubt, is an extravagant estimate, but cutting it in two, and allowing a shortage of 25 per cent., the reduction in the output will be considerable. It has also to be borne in mind that the yield in Great Britain and the continent has been materially affected this summer, but whether, after all due allowance has been made for these conditions, consumers will consent to a cost of 13c. in Canada is a matter that only the future will decide.

### TEAS COSTING MORE MONEY.

The enlarged business in tea, in a distributive sense, that traders have been predicting for several weeks back refuses to materalize, and importers now assert their belief that the higher cost this year, as compared with last, has a tendency to check the actual consumptive movement.

The changes in this connection are quite noticeable. For instance, black teas are fully 2c. per lb. higher for all grades than at this time last year, and Japans and Pingsueys also are dearer. In China, the latter are very high in price, and consequently a smaller quantity is said to be on the way to this continent than at the same time last year. Pea-leaf gunpowders seem to be scarce at all leading distributing points in Canada, and no well-made goods are to be had under 17 to 18c.

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### A OUESTION OF PACKAGE GOODS.

N last week's issue we published an article on "How to Put a New Store on a Paying Basis." It was a prize essay, contributed by J. J. Quinn to Grocery World. In many respects the essay was a good one, but there were two or three points therein so weak, that we feel we cannot allow them to pass without com-

The first is in regard to package goods. "In buying teas and coffees," said the writer, "under no condition should package goods be purchased, even if the trade of the store demands such goods. This is one thing to which an exception must be made in supplying the customers' demands."

There are two points in the sentence quoted which are worthy of consideration. The first is in regard to the handling of package teas and coffees. The second is in regard to the refusal to supply them even if the customer wants them.

As far as package coffees are concerned, they are not much of a feature in Canada. Practically the only packages in which they are put up are tin packages. The greater part of the coffee retailed over the counter is weighed and wrapped in paper as the customer orders it. But there are a good many coffees on the market in tin packages, and enough of them are wanted to warrant the manufacturers of such goods to continue putting them up.

As far as the Canadian trade is concerned, it is, however, more interested in Mr. Quinn's attack on package teas.

Package teas have become in Canada as much a feature of the grocery trade as sugar in barrels. Not only are there firms devoted to the putting up of teas in pound, halfpound and quarter pound packages, but nearly every wholesaler in the country is handling them. In Toronto, there is not a wholesale grocer who does not sell package teas, and nine-tenths of them have their own machines.

It is, therefore, obvious that package teas have become as much a staple article on the market as any other line of package goods that might be mentioned. Tea may not always be put up in packages as it is to-day. But the hills we term eternal may not always be where they are to-day. Custom is ever changing. We do not travel in exactly the same way we did 15 years ago.

But, whatever may be the future of the package tea, it is here now, and it is becoming more established every day. The indications are not that it is but a thing of passage, but that it has come to stay.

Now, then, taking the fact into consideration that the package tea is a staple article and is likely to remain so, as far, at least, as present conditions can be interpreted, it is obvious that he who starts into the grocery trade to-day must either keep package teas or be handicapped in building up a busi-

We do not say that he cannot do without package teas, any more than we claim that he cannot do without packages of starch, jelly powders, baking powder, cocoa, pickles, and a hundred and one other lines. Certainly he may be able to exist without it just as a man has been known to exist with half of his respiratory organ gone. But certainly he will not do as well.

Then, as to not supplying package teas to his customers, even if they demand them, absurdity stands out upon its face more marked than the "man" upon the face of the moon.

Granted that the package tea is only come to stay a short time and vanish. Would that be any reason why a grocer going into business should not handle it? Not at all.

Whatever may be said against the package tea, this much must be said in its favor: It is a legitimate article of commerce. Well, then, the principle that every wise merchant goes upon is that it is the proper thing to carry in stock, as far as possible, every legitimate article which his customers want. But here is a man who lays down a doctrine which is to the very contrary. "Under no circumstances," he declares, "should package goods be purchased, even if the trade of the store demands it."

Such a statement is positively preposterous. Had he urged that bulk teas should be pushed and package teas sold only when demanded, there might have been some sense in his argument, but to refuse to sell a pac kage tea, even when a

customer demanded it, is contrary to all sound business ethics. And it is to be hoped that no business man will ever make the mistake of refusing to keep in stock any legitimate article of commerce which is in demand, whether it be package tea or anything else, just because he may be prejudiced against it.

#### GOOD TRADE OUTLOOK.

Mr. S. A. Rankin, a general merchant of Falding, Ont., was among the visitors in Toronto the past week. Falding is a little village on the Ontario, Arnprior, and Parry Sound railway, and is seven miles from Parry Sound. Mr. Rankin reported trade good and the prospects bright in his part of the country. Lumbering operations promise well, the Conger Lumber Co. alone intending to take out 20,000,000 feet of lumber this year. "Tourist travel, both Canadian and American, has been immense this summer," said Mr. Rankin.

Falding is five miles from the Parry Sound copper mines, where a great deal of activity is being experienced.

Mr. Rankin has been in business about four years, and his trade has developed so much lately that he will have to erect a new storehouse.

#### DECEPTIVE CANNED SALMON PRACTICES.

Under the English combination arrangements a clearly defined difference in value is established between salmon caught in the different rivers: Fraser river, 21s. per case; Skeena, 20s. per case; Rivers Inlet, 19s. per case.

In face of an established difference of 2s., or 50c., per case, between Fraser river and Rivers Inlet, it is asserted that much of the Rivers Inlet salmon is shipped to the eastern markets of Canada under Fraser river labels.

#### BUSINESS IN NOVA SCOTIA GOOD.

Mr. H. S. Black, of Black & Co., Truro, N.S., wholesale grocers, spent a few days in Montreal this week on his way home from the D. R. A. meeting in Ottawa. Mr. Black says business in Nova Scotia has been good the past season, and prospects for fall trade are bright indeed.

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### MENACE TO CANADIAN SHIPPING AND TRADE.

HILE it is possible for the Dominion
Government to do a great deal
more than it has done to popularize
ean travel via Canadian ports, yet there
a great deal that can be done by steamnip owners themselves.

One thing, and the chief thing, they can do in pursuance of this is to exercise greater care in the loading of their ships. That there is necessity for reform in this particular is beyond question.

At the recent convention of the Maritime Board of Trade, composed of the leading business men, steamship owners and insurance men of the Maritime Provinces, a great deal of attention was given to the subject of marine insurance rates, and the excessive rates as against Canadian and in favor of United States ports.

There was at first a disposition to blame the British underwriters for the discrimination, and, while it was finally realized that these underwriters were not as well informed in regard to the respective Canadian routes as they should be, yet it was demonstrated that the chief onus for the so-called discrimination was not upon the underwriters but upon the owners and captains of the steamships. Mr. S. Schofield, St. John, N.B., representing the Furness Line, charged that the high marine insurance rates were due to the excessive deck loads that were carried by some of the steamers, and Mr. Horace Haszard, Charlottetown, P.E.I., corroborated this by stating that he had read the resolution of the British underwriters whereby the rates on steamers plying to Canadian dantic ports were increased, and in that esolution it distinctly stated that the cause their action was the excessive deck loads rried by steamships.

It was significant that during the convention of the Maritime Board, one of the St.

I have papers published a cable stating that the captain of one of the steamers which had that port recently had been fined £50 having his vessel overloaded.

Now, a press despatch comes to hand with statement that the Department of Marine is Fisheries is in receipt of complaints arding the serious overloading of a imber of steamers running out of Montal. It was charged that in some instances

vessels had been so heavily overloaded that at Cap a la Roche there were only six inches of water between the keel of the steamers and the rocky bottom of the river at that point.

To such a pass have matters come in regard to marine insurance that steamers insured at Lloyds are prohibited from plying to Canadian Atlantic ports until after a special permit has been obtained. And with the permit comes a higher rate of insurance.

This is a condition of affairs which obviously militates against not only the Canadian ports and the steamship lines plying thereto and therefrom, but against the trade and commerce of the Dominion.

It is, therefore, obvious that the Government should adopt, and without delay, efficient means to prevent the overloading of steamers running out of Canadian ocean ports.

We know that there are a good many steamship owners and captains who are opposed to Government supervision in such matters, but something must be done to prevent the continuance of a practice which causes to be imposed upon the Dominion conditions which handicap her in competition with her powerful neighbor.

#### SMALL PORTS OF ENTRY.

Some importers are continuing to agitate for the enforcement of equal rates of duty at the smaller and larger ports of entry. This is a point to which we think the Minister should give his best attention. It is, no doubt, his wish that the law providing that the same class of goods should pay precisely the same rate of duty, no matter at what port they may be entered, should be enforced. It is only fair to the entire importing trade of the country - wholesale or retail - that it should. For this purpose the collectors at all ports, large or small, should be kept thoroughly posted on all new regulations, and be in close touch with the heads of the Customs Department at Ottawa. No doubt this is nominally the case now. Yet, importers are continually hearing of instances that look like the existence of unequal exactions of duty.

These are not laid at the door of fraud or wrongdoing, but simply that the appraisement is different. This should not be so. If the collectors of small ports cannot be as well posted and as competent to exact precisely the same rate of duty on a shipment as it would have to pay at some large city like Halifax, Montreal or Victoria, then the small ports will have to be closed.

#### COUNTERFEIT BILLS.

We hear again of counterfeit bills of the Dominion. There are said to be in circulation some \$1 notes bearing the date of 1878. The bill, with the exception of the portrait of the Princess Louise, is well done, and, as an old bill has been imitated by the counterfeiter, it is most dangerous in that it is not easily detected by the average man. The imperfections are most noticeable in the drawing of the face, the profile being straight and out of line. In addition to that, the paper is of poor quality, but with all these discrepancies it has found its way into circulation.

These old bills ought not to be left in circulation at all. The Dominion should keep its paper money in clean condition. Some of the bills now in circulation are filthy. When paper money gets soiled and greasy the detection of counterfeit notes becomes very difficult. The very fact that bills are old and have apparently passed from hand to hand many times without question is accepted as a proof of their genuineness. Yet, what is easier than to make a counterfeit look old and dirty like the genuine note?

We understand that the manufacture of each note costs Canada about 2½ cents. That is not much. There must surely be some profit on circulation, taking silver and paper together, so that Government money can afford to be kept in good condition.

#### AN AMUSING LETTER.

The following somewhat amusing business letter was recently received by a wholesale house in Toronto:

Dear Sirs,—I regret that owing to a disappointment in some money I have been expecting, I have not funds to hand to pay you, and trust you will be good enough to further extend time on this small balance till September 19, and I promise to pay you. I enclose the girc, which will leave an even balance of \$15, and I trust you will be kind enough to wait till above date, and thank you in anticipation for so doing.

Comment is unnecessary.

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### **Imitations** of

### CEYLON

have been placed on the market since SALADA was received with public favor. The only purpose they served was in loading up the grocer with DEAD STOCK. Stick to the original and increase your trade.

Montreal.

Buffalo.

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w.

HAVING just closed a year's contract with Mr. A. Landau, the leading manufacturer of Jahore and Singajore, for exclusive sale of his

### CANNED PINE APPLE

I am open to quote bottom prices for import orders. As a result of trial orders, I have sold in the last few days 12,000 TINS. Correspondence solicited.

Ceorge Carter, East India Importer, Victoria, B.C. N.B.—B. C. Trade supplied through wholesale houses.

#### CHAMPION FRUIT EVAPORATOR

Dries all kinds of fruits and vegetables. Suitable for home or market use. Also a perfect evaporator for use on the kitchen stove.

CATALOGUE FREE

THE G. H. GRIMM MANUFACTURING CO., 84 Wellington St., Montreal.



Makes the most delicious cup of coffee obtainable.

Any Person selling or putting up Imitations lay themselves open to Prosecution. For Sale in 1 and 2 lb. tins by all Wholesale Groce

ACME MILLS, 126 & 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.



### HORSE HAIR.

Have you any? We buy it.

**GEO. ROSSITER & SONS** 10-14 Pape Avenue TORONTO



### HORSE-SHOE SALMON

Is packed ONLY from the finest

Fraser River Sockeye Salmon.

For twenty years the leading brand on the Canadian Market.

It pays to buy the best.

For Sale by all Wholesale Grocers throughout the Dominion.

# Grand Mogul ...Goods...

Consist of Pure Ceylon Tea in Packages.

Pure Coffee in Packages.

Pure Cream Tartar in Packages.

Pure Baking Powder in Packages.

Pure Flavoring Extract in Packages

Pure Soap in Cakes.

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

# BKETS AND

#### **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, September 7, 1899. GROCERIES.

EING the second week of the Exhibition, there are, as usual, a great many country merchants in the city, and the travelers are in the warehouses to help entertain them. These merchants are placing some orders, but the most of them come in to "see the sights" and not to do business. The general trend of trade is healthy, and what changes have been made in prices have been in an upward direction. The most important change is an advance of 10c. per 100 lb. in the price of all grades of refined sugar. This advance was unexpected. The situation in regard to canned goods continues strong, particularly as to corn, which it is considered the recent rains were too late to materially benefit. Syrups and molasses are still quiet, although a little better demand is developing for the former. In the primary market there has been some fluctuation in currants, but Valencia raisins have ruled firm. Teas are in much about the same condition as a week ago.

CANNED GOODS.

The past week has not been marked by any particularly new developments in regard to the canned goods market. The recent rains naturally tended to benefit the vegetables which are being packed or are to be packed-tomatoes and corn, for example; but it is the general opinion, as far as corn is concerned, that the rain came too late to be of material assistance. The feeling in regard to corn is, therefore, decidedly strong.

The demand for canned vegetables is light, either for future or present delivery. Peas are going out fairly well, but there is very little doing in other lines. The idea as to price of futures is much the same as a week ago, namely, 80 to 85c. for tomatoes and 85 to 90c. for corn. Peas are quoted at 8oc. up, old tomatoes at 8o to 85c. and old corn at 90 to 95c. Canned fruits are quiet and firm.

There is a moderate trade doing in canned salmon on spot, but for future delivery there is very little being done. For the best known brands of Fraser river fish

wholesalers are quoting \$1.35 to \$1.40 per dozen. For Northern packs the ruling figure is \$1.25, and for cohoes, \$1.05 up. Advices received from one source this week place the pack on the Fraser at 430,000 cases, composed of 75,000 cases of 1/2-lb. flats, 5 000 cases of ovals, and the balance in 1-lb. flats and talls. This same authority states that owing to the keenness of competition among the canneries for fish, the average cost per case of salmon put upon the Fraser was \$4 50. Owing to the new regulations, fishing for cohoes does not begin until September 25, and the pack of this kind of salmon is expected, in consequence, to be

COFFEES.

Mail advices from London confidently predict higher prices for all grades of coffee except Rio. Local wholesalers still report a dood demand for green Rio coffee.

SUGARS.

The feature of the sugar trade, as far as the local market is concerned, is the advance of 10c. per 100 lb., which took place at noon on Saturday on all grades of refined. The fixed price is now \$4.75 Toronto for

> See pages 27 and 28 for Toronto, Montreal, St. John, and Winnipeg prices current.

Montreal granulated, and \$4.70 for Acadia. Yellows range from \$3 80 up. The advance was unexpected and wholesalers were caught with rather light stocks as a rule. The demand has not, apparently, been checked by the advance, there still being an active trade being done. The outside raw mar-kets have ruled irregular since our last review.

SYRUPS AND MOLASSES.

The molasses market is firm, and but very little business is being done. Syrups, although still quiet, are in a little better

SPICES.

Pepper is still the chief feature of the spice market, the price still being strong and advancing. A stronger feeling is also developing in regard to ginger.

NUTS.

Advices to hand state that the crop of Tarragona almonds is insignificant and the quality not very good, while quotations represent a laid down cost of 12 to 121/2c. per lb. Cables from Naples state that the crop of Naples walnuts is a comparatively short one, but will be of very fine quality.

TEAS.

Local wholesalers are experiencing a fair demand for teas. Latest mail advices from Ceylon report that the weather has been very dry, and that it looked as if supplies would run considerably below estimates, in which case higher prices would be likely be-

fore the end of the year. The crop in India is suffering from the same cause.

FOREIGN DRIED FRUITS.

CURRANTS-There have been some fluctuations in the price of currants in the primary market during the past week or 10 days. On Tuesday a cable stated that the market had advanced 3d. on the lower grades and 6d. on the higher grades of currants. The market is still, however, about 1s. per cwt. below the lowest point. Some good-sized orders have been placed for importation during the past week. Currants arriving by the first direct steamer will probably be quoted to the retail trade as follows: Provincials, 43/c.; Filiatras, 5c.; fine Filiatras and l'atras, 5 1/2 c. per lb.

VALENCIA RAISINS-It is expected that, owing to the short crop and the large foreign demand, Denia prices will be maintained By the time this issue is in for the season. its readers' hands, the first shipment of new season's Valencias will probably be in the warehouses of the different wholesalers. The prices being quoted for this new fruit are as follows according to brand and quality: Fine off-stalk, 5¾ to 6½c. per lb.; selected, 6¾ to 7c. As there is per lb.; selected, 634 to 7c. nothing but a little fine off-stalk of old fruit left upon this market, the new fruit practically comes upon a bare market.

SULTANA RAISINS—The market has eased off a little in regard to price, but quotations are still high.

CALIFORNIAN PRUNES-Advices just to hand from California state that owing to the cool weather the crops are ripening slowly, and shipments this year will in consequence be almost three weeks behind last season. Owing to the scarcity of small sizes packers will only sell car lots of assorted sizes. Local brokers report that a fair number of transactions have taken place during the

GREEN FRUITS.

There are only a few oranges on the market. They are of the Rhodi description, and are in ½-boxes. On account of the high prices, the demand is only limited. The inquiry for lemons is fair. There is still some old stock on the market, but repacked goods are selling at \$3.75 to \$4 per box. Bananas are in good demand. Sweet potatoes are just beginning to move, and during the past week the inquiry has been The first shipment of new season's Spanish onions is due to arrive early next week, and the price which the wholesalers are quoting is \$1.25 per crate, about the same figure as the opening price last year. Receipts of native green fruits are heavy, and on Tuesday about 20,000 packages were received at the fruit market. Peaches are in good demand, with shipments liberal. Crawfords are quoted at 65c. to \$1 per basket, "Sweet Water" at 40 to 50c., and com-4oc. Piums mon varieties at 35 to are in large supply, and they are quoted at 25 to 50c., according to kind and quality. Pears are now coming in quite freely. Bartletts are selling at 30 to 50c. per basket, and Flemish Beauty at

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THE CANADIAN GROCER

The Best Profit in it For You.

The Best Soap For Your Customers.



Branches

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St. Stephen, N.B.

25 to 35c. Muskmelons are more plentiful, and the demand is good. Small cases are quoted at 35 to 50c., and large at \$1.25 to \$1.50. Watermelons continue rather scarce. Apples are not very plentiful. Prices range from \$1.25 to \$2.25 per bbl., and the outside figure could be easily obtained for good fruit. Grapes are beginning to come in rather freely, and the demand is good. They are selling at 17 to 25c. per 10 lb. basket for Niagaras, Concords and Moore's £arly. Tomatoes are not at the moment as plentiful as they were. Ruling prices are 15 to 17½c. for ordinary stock, but fancy fruit would bring a little more.

COUNTRY PRODUCE.

EGGS—Although a good many eggs are selling, the demand is not as large as it was expected it would be during the Exhibition. No stocks are accumulating, on account of the quantity that is being both exported and put into cold storage. As high as 13c. is being paid outside by some, but that figure is held to be unwarranted, particularly as the "seconds" have to be taken out afterwards. The ruling price quoted by the jobbers to retailers is 14c., and for "seconds" 12½ to 13c.

BEANS—There is no demand, as is usual at this season, and \$1.10 for hand-picked and 90c. for prime are nominal quotations.

POTATOES — A good many are coming forward, and the demand is fair. The idea as to price is 6oc. per bag on track, and 65 to 7oc. out of store.

#### BUTTER AND CHEESE.

BUTTER—There has not been much change in the butter market during the past week. The general tone is healthy. Quite a little low and medium-grade butter is coming forward, but really good dairy butter is scarce. Good butter is picked up as quickly as it comes in. Choice dairy tubs are worth 18½ to 19c. per lb., but butter at that price is scarce. Good to fine is quoted at 17 to 18c., while low grade is quoted as low as 12c. per lb. Dairy pound prints are 20 to 22c. per lb. for choice, and 19 to 20c. for good to fine. There is not much doing in

dairy pound prints as, at the high price rul ing, people prefer to pay a little more and take creamery prints. Creamery butter is in fair supply and the market rules firm. Creamery prints are quoted to the retail trade at 23c., and tubs at 21 to 22c. There is a good demand for butter on export account.

CHEESE—The market is still excited and advancing. As high as 12c. has been paid at the factories. Jobbers' prices are 113/4 to 12c., with an upward tendency.

#### GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Deliveries of grain are fair, with wheat and peas slightly higher than a week ago. We quote the street market: Wheat, white and red, 69 to 70½c.; goose, 71 to 71½c.; peas, 61½c.; oats, 30½ to 31c.; barley, 38 to 42c.; rye, 53½c. No. 1 hard Manitoba wheat, 78½c. Toronto and West.

FLOUR—Prices are unchanged, and the demand is quiet. We quote: Manitoba patents, \$3.90; Manitoba strong bakers', \$3.60; Ontario patents, \$3.70; straight roller, \$3.35, Toronto freights.

BREAKFAST FOODS—We quote: Standard oatmeal and rolled oats, \$3.55 in bags and \$3.65 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

#### FISH AND OYSTERS

Receipts of trout are larger and prices are a little easier. Whitefish are scarce and ½ to 1c. dearer. The demand for fish during the past week has been good. The market is now fairly supplied with oysters. The weather being a little warm, the demand is very light. We quote: Trout, 7 to 7½c.; whitefish, 8 to 9c.; Oregon salmon, 12½c.; maskinonge, 8c.; pickerel, 7½c.; perch, 4c.; herrings, 4c.; halibut, 12½c.; steak cod, 7c.; haddock, 5c.; cod in 1-lb. blocks, 6½ to 7c. per lb.; boneless fish, 4 to 4½c. per lb.; boneless fish in 1-lb. blocks, 5½ to 6c. Oysters, Booth's standards, \$1.35; other brands, \$1.25 per gal.

#### SALT.

There is no particular change in the situation. The demand is particularly

good for this time of the year, and prices are quoted as before. We quote at Toronto: Canadian salt, carload lots, \$1 per bbl., and 65c. per sack of 200 lb.; less than carload lots, \$1.05 per bbl., and 70c. per sack. At the wells, we quote f.o.b. barrels, 70c.; sacks of 200 lb., 45c. English coarse salt 47 to 49c. Toronto per sack of 154 lb.

#### MARKET NOTES.

Refined sugars are 10c. dearer.

A drop of 20c. is announced in rolled oats.

A cable received on Tuesday quoted currants 3 to 6d. dearer.

The price of Wethey's mince meat has been advanced, present quotations being \$11 per gross net and \$3.75 per case of three dozen.

Th

In an item which appeared in last week's issue, it should have been stated that the Pure Gold Manufacturing Co.'s guessing contest was to be at the Industrial Exhibition.

#### QUEBEC MARKETS.

MONTREAL, September 7, 1899. GROCERIES.

THE whole grocery market has not shown any material change this week, and business, while of fair volume, is not extensive. The easy feeling abroad continues in raw sugar, and prices here are unaltered. Syrup is dull and nominal, and there is nothing special to report in molasses. Canned goods are strong, especially new corn, for which an advance of 10c. is asked. Cables, both on raisins and currants, are quite firm in tone. Spices rule strong, and other lines furnish nothing noteworthy.

#### SUGAR

The easy feeling abroad in raw sugar has continued during the past week, and to-day cane is quoted in London at 12s. 4½d. for Java and 11s. 9d. for fair refining. while

# Corona Golden Figs

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

Cost you 7%c. 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. Crisp, tender, and delicious. Perfect for picnics, unequalled for general use.

Put up in moisture-proof barrel package.

Biscuit Manufacturers

### J. McLAUCHLAN & SONS,

OWEN SOUND.

### CANADIAN

Manufacturers and Shippers who are not represented in

### WINNIPEG

Will do well to correspond with me.

### E. NICHOLSON

124 Princess Street, Winnipeg, Man Successor to W. F. Henderson & Co Wholesale Commission Merchants and Brokers.

Established 1882.

### QUALITY NOT QUANTITY. HAMS and BACON

are unsurpassed for delicious flavor.

TRY THEM You will repeat your order.

### The Wm. Ryan Co. Limited

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

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51 Front St. East TORONTO.

Fruit Commission Merchants.

beet is quiet at 10s. 3/4 d. for September and 9s. 8 1/4 d. for October. In New York, raw is quiet; fair refining, 3 15-16c.; centrifugal, 96 test, 4½c., and molasses sugar, 3¾c. The price of all refined sugars were advanced by the Canadian refineries on Saturday. The demand is limited, however, as buyers bought freely during the early part of August, and are now stocked up pretty heavily. At the refinery, granulated is selling at \$4 65 and yellows at \$3 75 to \$4.40, as to quality.

SYRUPS.

There is no change in this market, business being extremely quiet and prices largely nominal at 13/4 to 21/4 c., as to quality.

MOLASSES.

Business is moderate in this staple also, and there has been no noticable change in the situation. Barbadoes in round lots are quoted at 33½ c. and Porto Rico has sold at 28c. In a jobbing way, a fair movement is noted at 35c. in car lots and 36c. for single puncheons of Barbadoes

CANNED GOODS.

The foremost fact in relation to these is the strong disposition of canned corn of this year's pack, an advance of 10c. per dozen being asked on last week's level, and a good inquiry is noted at 8oc. per dozen, that figure having been refused in several cases, while 85c. was made for two lots of 1,000 cases, and still higher prices seem to be expected. There is no change to note in new crop tomatoes, peas or beans. Old corn on spot is firmly held at 90 to 92 1/2 c. and tomatoes at 77 1/2 c.

French sardines maintain their strong tone, and prices for forward shipment have again advanced from 1s. to 1s. 6d. on the opening figures.

DRIED FRUITS.

Cables from Denia quote Valencia raisins for September shipment at 16 to 21s., as to grade. Reports from Greece in regard to Currants are of a highly bullish character.

Business in coffees is still slow, and the market rules quiet. In bag lots of 25 we quote: Maracaibo, 8 to 14c.; Mocha, 18 to 19c.; Java, 16 to 20c.; Rio, 8 to 91/2c.. and Santos, 8 to 91/2c.

The strong tone is firmly maintained in the spice market, and pepper and nutmeg are advancing abroad, though no change has yet been named in spot prices. Tapioca is also very firmly held. We quote as follows: Singapore black pepper, 121/2 to 13c., and Singapore white, 191/2 to 20c. Penang pepper, 171/2 to 18c., and West Coast, 12 to 13c. Pimento, 11 to 12c. Nutmegs, 28 to 44c., as to quality. Cassia, 9 to

### CAPITAL CITY BUSINESS GOLLEGE.

A. M. Grimes, M. A., Principal.

A. M. Grimes, M. A., Principal.

Shorthand, Bookkeeping, Penman-hip Telegraphy, Business Correspondence and Proofreading. Pitman's or Munson's Shorthand, per month, \$4.00, White s Phonography, per month, \$8.00; Telegraphy, per month. \$8.00; Bookkeeping and Business Practice, per course, \$35.00; Bookkeeping and Business Practice, per month, \$5.00; Penmanship, per month, \$3.00; Night School, per month, \$3.00; Private Lessons, each, \$1.00. Address, A. M. GRIMES, Principal, Cor. Bank and Sparks Sts., Ottawa.

### SMOKED MEATS

QUALITY COUNTS.

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

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

### 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, 250

ROYAL CANADIAN

1-lb. Tin, 15c.

QUEEN'S FAVORITE

Supplied through the trade.

SMITH & SCOTT, Mfrs.

TORONTO

### <u>Cowan's</u>

Hygienic Cocoa Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorities with all grocers.

10c.; Jamaica ginger, 191/2 to 20c.; Cochin | THE COWAN CO., LIMITED, TORONTO

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# G.F.& J.GALT OF THE BLUERIBBONTEAS

tips ginger, 6 to 6½ c.; Zanzibar cloves, 9 to 10c.; nutmegs, 40 to 55c., and mace, 45 to 50c.

TEAS.

The improved demand for teas that was expected as a result of the forward inquiry noted last week has not materialized to any extent yet. The higher prices asked have, in importers' opinions, had a tendency to check the actual distributive movement from second to third hands.

#### GREEN FRUITS.

A reasonable trade has been noted in green fruits during the past week. Bananas range from 75c. to \$1.50, as to quality, and oranges are steady at \$3.25 to \$4 per box. Lemons are dull at \$2 to \$3 per box. Bartlett pears are steady at \$1.80 to \$2.20; plums, \$1.10 to \$1.40, and nectarines, 85c. to \$1 per box. Barrel pears sell all the way from \$3.50 to \$4.25 per bbl., according to quality. Apples were steady at \$1.65 to \$3, as to grade.

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

#### COUNTRY PRODUCE.

EGGS—There was no improvement in the demand, and the market remained quiet at steady prices. We quote: Choice candled stock, 15½ to 16c.; straight lots, 14 to 14½c.; No. 2, 11 to 12c., and culls, 9 to 10c. per dozen.

MAPLE PRODUCT—The demand for maple product continues slow; in consequence, the market is featureless. We quote: Syrup, in small tins, 55 to 6oc., and sugar, 7¾ to 8c. per lb.

HONEY—Business is slow and the market is dull, but steady. Old white clover, extracted, is offering at 6½ to 7c. per lb.

BEANS—A small jobbing trade continues to pass in beans at 95c. to \$1 for choice hand-picked and 85 to 90c. for primes.

ASHES—There was no change in the situation of the market for ashes. We quote: First sorts, \$3.70 to \$3.75; seconds, do., \$3.50, and first pearls, \$5.25 to \$5.50 per 100 lb.

HOPS—Quiet, with finest Canadian 18 to 200, and other grades 14 to 160. New, in single bales, sell at 250.

POTATOES—Receipts are increasing, and prices range from 35 to 40c.

#### FLOUR AND GRAIN.

FLOUR—There was no important change in the situation of the flour market. We quote: 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 \$4.10; strong bakers', \$3.60 to \$3.75.

GRAIN-A feature of the grain trade continues to be the good demand for new crop peas from foreign buyers, and sales of some round lots were made to-day for future shipment at quite an advance over prices Lid early last week. Locally, buyers are bidding 66 to 66 1/2 c. afloat, but few round lots are offering owing to the fact that farmers in many sections west are busy ploughing. The tone of the market is stronger in sympathy with advices from abroad, the Liverpool public cable noting an advance of 1 1/2 d. over Saturday, quoting 5s. 111/2d. There was also a stronger feeling in oats owing to the improved demand from abroad and higher cables, in consequence prices here advanced 1/2c. per bushel to 29 to 291/2c. afloat. Feed barley is offering at 41 1/2 to 42c., and a round lot of No. 2 changed hands to-day at 45c. afloat. Rye is selling at 56 1/2 c. afloat, and Ontario No. 1 spring wheat is offering at 72c. afloat. In the Winnipeg market wheat was weaker, and prices closed 1/2 c. lower all round.

MEAL—The demand for meal continues slow, and the market is quiet, with no change in prices to note. Rolled oats are quoted at \$3.65 per bbl., and at \$1.70 per bag.

FEED—A fair amount of business was done in feed, but as supplies are still small prices rule firm. We quote: Ontario bran, in bulk, \$14.50 to \$15; and shorts, \$15.50 to \$16 per ton; Manitoba bran, \$14; shorts, \$16 to \$17; mouillie, \$18 to \$25 per ton, including bags.

HAY—There is a steady demand for baled hay from local buyers, but the volume of business doing on foreign and American account is rather small at present. The tone of the market is steady, and prices show no change. We quote: Choice No. 1, \$8 to \$8 50; No. 2, \$6 to \$6.50, and clover, at \$5 50 to \$6 per ton, on track.

#### PROVISIONS.

The market for all lines was again quiet, but the undertone was steady. 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 ½ c. per lb.; and compound refined, 5 ½ c. to 5 ¾ c. per lb. Hams 12c. to 13 ½ c., and bacon 11 ½ c. to 12 ½ c. per lb.

#### CHEESE AND BUTTER

CHEESE—The market was quite firm, and no finest western cheese were obtainable here under 12½ to 12½ c., and it is claimed that that price has been made over the cable for considerable lines of cheese, and that holders want even more money. At the wharf Monday morning, 6,000 to 7,000 boxes Quebec cheese were offered, and all sold at 11½ to 11½ c., the outside price being the ruling. This is an advance of ½ c. on the price paid last week for the same goods. The Liverpool public cable took another advance to day to 53s. to 54s. This is an advance of 1s. since last Friday, and almost 3s. in less than 10 days.

BUTTER—The market is dull but steady. Cables forwarded without offering creamery, received no replies. Advices from abroad state that rain has been general throughout United Kingdom, and pastures have, in consequence, improved considerably, which, shippers state, cause the falling off in demand. We quote creamery 21½ to 22c., and Western dairy, 15½ to 16c., in an export way.

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#### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., September 7, 1899.

HERE is more activity noticed in wholesale grocery circles. It is expected that a very large number of outside dealers will take advantage of the low rate during the Exhibition, which opens next week, to come to the city. Wholesale houses will have their travelers in to look after their customers. Cheese is the active feature of the market. Demand for export is large. Factories which contracted the output find their mistake. Their loss may have a good effect in causing them, as they have been urged for years to do, to establish a cheese board, where their output can be sold in open competition. The loss to the farmers is very large this season, cwing to their imperfect methods of selling their output. In spice, the tendency is to higher prices. Cream of tartar is a little easier. Teas are quite active. New Chinas are turning out good values. Low grades again rule high, being quoted above last year's figures. In Ceylons, large numbers of samples have been received, and a much fuller range in prices is being quoted.

OIL—There was a somewhat unexpected advance in burning oil this week of about 1/2 c., and the market rules very firm. Dealers who have made contracts at the old figures have been fortunate. Lubricating oil is quiet. Many lumber mills are shut down owing to the lack of logs. Paint oils

# EVAPORATED AND DRIED APPLES

Highest cash prices paid. Offers and corre spondence invited. Largest dealers,

### MICHAEL DOYLE & CO.

Rochester, N.Y., U.S.A.

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# Tiger Stove Polish

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



Blended and packed in ½-lb. and 1-lb. Lead Packages in Bond in England
WHOLESALE ONLY OF

# TOWER TEA, LIMITED. H. B. HUNGERFORD, Agent,

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

are very high. Cod oil is coming to hand more freely, but is low.

The Standard

Stove Polish

for the World

SALT—Some 6 000 sacks of Liverpool coarse arrived this week, and found a ready sale at full figures. Further arrivals of both coarse and factory-filled are expected within a day or two, and the outlook is for a good demand at firm figures for Canadian salt. There is the regular business doing. 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.

GREEN FRUITS-This has been a very active week. Oranges are crowded out, and it is as well, as there are few offering of good quality. Lemons are high, and sell largely in a small way. Bananas are easy, and hold a fair business. Californian and Ontario fruits have the chief attention. A much larger quantity of the former is arriving than ever before. Californian peaches are about done. The pears are very fine, and run large. Fair prices rule. Plums and grapes have a good sale. Ontario peaches are arriving more freely, and are nice. In grapes and plums, Ontario goods largely hold the trade, there being very few either Nova Scotian or New Brunswick plums this season; prices tend easier, but will continue quite high. In tomatoes, the Ontario-grown still find a market here.

With the exception of blueberries and cranberries, the berry season is over. Shipments to the American market have been larger than usual this season. High bush cranberries are favorites here. They are quite scarce and high. In apples, a few American are still sold, but the arrival of New Brunswick apples of good quality at lower figures has created a demand for the homegrown article. Nova Scotian apples arriving are still poor. Some New Jersey sweet potatoes are being received.

DRIED FRUITS-This line is having more attention. While Valencias are quoted rather higher than the figures named last season, it is thought present prices are the lowest for the season; in fact, some packers have already advanced their prices, and orders have been quite freely given, the demand being largely for layers. Sales for Malagas will be light this season. Prices of Californian are anxiously awaited, and, if not too high, they will sell freely. They are favorites here. Californian prunes have some attention, as present prices are low and the outlook is for higher figures. There are very few Oregons offered, and foreign goods are likely to rule high. In Californian small sizes are scarce, and in some grades are not quoted. Currants show quite a range in price. Some good orders have been placed. Sales of cleaned will be large this year. Spot stocks are light, particularly Californian raisins. There is but a limited business. In nuts, prices are expected to rule high. This is not a large market. American onions are rather lower, and supply our market. In evaporated apples there is no business.

CANNED GOODS. - There is likely to be trouble, particularly with those who have sold to arrive, as packers are doubtful about being able to fill orders; this is most evident in corn. Owing to the extreme dry season in Ontario crops have been disappointing. Spot goods have fair sale at full figures. In salomn, new goods are to hand. Prices will rule high this year. Many packers have not offered in this market at all. Canned haddies will be scarce this season and full figures will rule. In fruits, pineapple is higher. American is very scarce. Oysters have but a limited sale; they are firmer. There are no lobsters. Some few shrimp are to hand, but they are scarce and rule high. Gallon apples are expected to rule higher, though some very low prices have been quoted from Montreal. Spot stock is small.

PRODUCE — In eggs, lower prices rule, receipts being more tree and demand light. The quality now being received stands watching. Butter is rather firmer if quality is extra, but of fair stock there is an oversupply and price is low. New Brunswick creamery butter is showing splendid returns from sales in the English market. There is little local business, prices being too high except for retail trade. Cheese is higher and local stock is small. Factories are selling at good figures as promptly as they are making, and there is a good output; some factories have sold ahead.

SUGARS — Refineries continue to hold figures firm and there is a good average sale. Little or no foreign sugar is being received, except some American yellows, and only of these a limited quantity.

# TEAS TEAS TEAS

A NEW Consignment of Indians, Ceylons, and Japans in hand. Wholesale only.

### S. H. EWING & SONS, 96 King St.. Montreal.

Molasses—There is little change. Owing to a fair stock of Porto Rico and some New Orleans and Trinadad that is offered market is easy, but no lower prices are expected. Barbadoes is a light stock, and is the feature of the market that leads to the strong position. There is little sale for syrup.

FISH-Fresh fish continue very scarce. In dry cod prices of last week are maintained, but with freer receipts they will tend lower. In pollock, high figures rule, and the market is firm. From this out the bulk cured will be slack salted and shipped west to American points, where better prices rule There is increased sale for than here. boneless fish at full figures. In pickled herring there is as yet but little doing. Prices show little change. Large fish will be scarce. In smoked herring, old fish are dull and quoted lower; in new, receipts are still light and prices high. It will soon fall as goods come to hand. The new are much preferred. Bloaters are very dull in the west, so quite low figures rule here. Haddies as yet show but local sale. Supplies have been light. Pickled shad are a slow sale at even figures. We quote: Large and medium dry cod, \$3 75 to \$4; small, \$2.50; pickled shad, \$3.50 to \$5, as to quality; haddies, 41/2c. per lb.; smoked herring, 6 to 9c.; halibut, 10 to 12c. per lb.; fresh haddock and cod, 2c.; shad, 10c.; boneless fish, 4 to 5c.; pollock, \$2 to \$2.10 per 100; salmon, 15 to 16c.; pickled herring, \$1.65 to \$1.70 per half bbl.; bloaters, PROVISIONS— Pork and beef have improved sale and higher prices rule. Beef in particular tending higher. Our lumbermen now largely use local mess pork, prefering it to Western. In lard there are fair stocks, prices tending higher. Smoked meats have but fair sale.

FLOUR, FEED, AND MEAL - In flour, there is but a fair business. Buyers are all anxious for old wheat flour, while Ontario tends firmer. It is thought the big crop in Manitoba will not only mean easier figures in that grade, but affect the whole market. Oats scarce and oatmeal rather higher, but with new soon on the market lower figures are looked for. Beans tend higher. Crop is reported light; it is earlier than usual. Stock here is small. Peas are scarce. Barley is still high, but rather easier. Hay is a good crop here, and a good demand expected, so that better returns are expected than for some years. We quote as follows: Manitoba flour, \$4.55 to \$4.70; best Ontario, \$3.85 to \$4.10; medium, \$3.60 to \$3.75; oatmeal, \$3 90 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.

ST. JOHN NOTES.

Mr. A. P. Tippet, of A. P. Tippet & Co., Montreal and Toronto, is in the city this week, and, with F. H. Tippet, the local representative, called on the trade. Having been in business here for many years, Mr. Tippet has many friends among the trade.

Mr. Gilmore, representing Chase & Sanborn, called on the trade this week.

Mr. Thompson, representing the F. W. Fearman Co., was in the city this week.

Joseph Finley received a car this week of his well-known "Lyn" brand salmon, the first new goods on the market.

While many dealers use the cheaper grade of peanuts, The White Candy Co. import the best. They this week landed a shipment of "Bon Ton," which are the very best Virginia peanuts.

Mr. Walter Miles, who for a number of years has represented Messrs. Peek Bros. & Winch here, is about to go with T. H. Estabrooks. Mr. Miles' close connection with the tea business for so long peculiarly fits him for the position he has accepted, and will no doubt lead to a material increase in the present very large business done by Mr. Estabrooks.

#### MANITOBA MARKETS.

WINNIPEG, September 4, 1899.

IULLY 80 per cent. of Manitoba wheat is now cut, and may, therefore, be considered safe. The crop is considered by grainmen to be the finest the country has ever produced. It is remarkably free from weeds and foreign matter of all kinds, and this will make it less costly to

# 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, \$4.60 per hundred; Bright Yellow, \$3.53 per hundred.

Barrie, Collingwood, Goderich, Listowel, Meaford, Orillia, Owen Sound.—Standard Granulated, \$4.62½ per hundred; Bright Yellow, \$3.55 per hundred.

Dundalk, Markdale, Orangeville, Pembroke, Renfrew, Shelburne, Sault Ste. Marie.—Standard Granulated, \$4.65 per hundred; Bright Yellow, \$3.57 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

### he American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses OUT TOBACCO

OLD CHUM. SEAL OF NORTH CAROLINA. OLD GOLD.

CIGARETTES -

RICHMOND STRAIGHT CUT. SWEET CAPORAL.

ATHLETE,

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DERBY

# TORONTO, ONT.

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

### Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Sts.,

TORONTO.

We make a specialty of handling

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

### FRUIT AUCTION SALES

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

#### McWILLIAM & EVERIST

Wholesale Commission Merchants,

25 and 27 Church St., TORONTO, Can. Telephone 645

SELL . . .

GOOD WILL

35% profit at six for a quarter.

Vanluven & Co., Napanee, Ont.

Sells on Sight!

Handsomest label you ever saw; contents equal to appearance. Handsome hanger in each box.

2s retail at 25c.

# Helpepper

Makes no mess and is harmless, but it drives all the vermin away.

LEEMING, MILES & CO.,

General Agents for

MONTREAL.

### SLEE, SLEE & CO., Limited

London, Eng. Tower Bridge Works, 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.

# QUEEN CI

MADE EASY ...

and cleaner washing with a soft smooth finish that makes ironing easier, and the articles keep clean and wear longer.

QUEEN CITY OIL COMPANY, Limited

SAMUEL ROGERS, President. TORONTO, ONT.

# Crest Brand Extracts



Noted for their\_

Purity Strength and Flavor

### THE LONDON COFFEE & SPICE CO.

London, Ont.

Limited.

# Hugh Walker & Son Wholesale Fruit and Commission Merchants

Consignments carefully handled.

GUELPH, ONT.

thresh and handle. In the western Mennonite reserve, threshing has already progressed considerably, and 25 cars of new wheat have passed through Winnipeg, all grading No. 1 hard. The market will probably open at from 56 to 57c. Oats are also a particularly fine crop, and millers are looking forward to a full supply of choice home-grown oats for milling purposes.

The Codville Co., wholesale grocers, are busy moving into their new warehouse on Bannatyne street east. At present, chaos reigns, but next week, no doubt, it will be possible to say something more about it.

Mr. E. B. Nixon, buyer for the grocery and liquor department of The Hudson's Bay Company, is taking a trip in which business and pleasure are combined. He will be absent about five weeks.

Trade in all lines is good and prices are being well maintained. There is more change in produce than in groceries proper just at present.

CANNED GOODS-This market remains in the same situation as has been reported for the last month, with the single exception that the position is stronger. Canneries are asking higher prices, and quite a number have withdrawn quotations. This is, no doubt, due to the continued drouth in Ontario. Both corn and tomatoes are likely to be short. Wholesale merchants here are buying very little; in fact, they cannot attempt to compete in price with Eastern houses which bought at low figures and are offering goods at considerably below what it would cost wholesale men to lay them down at.

DRIED FRUITS — No new raisins will reach this market for three or four weeks, and, as all have been bought at open prices, it is impossible to give a market.

EVAPORATED FRUITS—Californian evaporated apricots are now more than 1c. higher than the opening price. This is due not only to the crop being somewhat shorter than anticipated, but also to the fact that a much larger quantity of apricots have been canned this year. Jobbers here quote 15½ to 16c., with a certainty of an increase almost immediately.

PEACHES — The crop is abundant and present indications are that there will be plenty of good fruit at a reasonable price; no new peaches are as yet in. Prunes will probably be the same figures as old fruit. Pitted plums will undoubtedly be short and the prices higher than last year, though, as yet, they are not quoted.

COFFEE—This market is abnormally low, and it looks as if it was a good time for retailers to buy Rios, as excellent grades of this kind are quoted at 8 and 8½ c. Though the coming crop is large, prices are considered to have reached rock-bottom.

FLOUR—There is a slight drop in this market, and patent is now quoted at \$1.75; strong bakers', \$1.55; Algoma, \$1.35, and XXXX, \$1.05. The market is rather slow, as is usual at this time of year. Farmers buy all their supply before harvest, and the trade now is confined to the inhabitants of cities and small towns.

CURED MEATS—This market has not changed, with the exception of a very slight advance in shoulders, which are now quoted at 10½c. Other prices are: Hams, 14c.; bellies, 11½c.; backs, 11c.; spiced rolls,

10½c.; dry salt long clear, 8½c.; extra short clear, 7¾c.; backs, 9c.; shoulders, 8¾c. The market is very firm and the demand very fair.

BUTTER—This market is firm and the trade brisk, 18½ to 19c. factories is the quotation for creamery. The make now is excellent. Quite a number of cars are going east to Montreal, but the bulk of the creamery is going west to Vancouver. Dairy butter remains unchanged, 10 to 11c. country points, with the bulk going into cold storage. Up to the present the improvement in creamery has not advanced dairy. There is a limited demand for fresh, well-made yellow dairy for city consumption, but otherwise the demand is very light.

CHEESE—This market is very firm and IIC. was Saturday's quotation, and, it is thought, this may go even higher. There is not sufficient in the country to supply the demand for fall trade.

EGGS—Are in fairly good supply and are bringing 15c. delivered at Winnipeg. The quality of the eggs is now first-class.

GREEN FRUITS-This market is in rather bad shape at present. The early preserving fruits are about done, and the later varieties are not yet in full supply, this is particularly so with plums. The Californian stocks are about exhausted, and the Washington and Oregons will not be in until late in the coming week. Later Californian plums, assorted varieties, are selling at \$1.60 to \$1.75. Peaches, Californian free-stone, \$1.40; Bartlett pears, \$3 per bbl.; other varieties at lower figures. Ontario tomatoes, very fine, 50 to 60c. for 20-lb. baskets. Ontario plums, 8oc.; pears, 75c. A final car of Muscatine Iowa watermelons have arrived; their average weight is 25 lb., and they sell for \$3.50 per doz. Oranges, Californian, \$5.50 to \$6; lemons, \$5 to \$5.50. Bananas are in good supply, and are selling from \$2 to \$2.50 per bunch. The supply of first-class home-grown vegetables has never been better.

#### KINGSTON GROCERS TO PICNIC.

The retail grocers, of Kingston, intend holding their second annual picnic at the Exhibition grounds there, September 20. The committee of management is composed of: J. S. Henderson, W. R. McRae, T. H. Johns, M. Sutherland, B. W. Robertson, Rigney & Hickey, W. G. Craig, A. Maclean, Jas. Redden, D. Couper, Geo. Crawford, R. J. Carson, J. Gilbert, Secretary.

#### TEA BLIGHT IN CEYLON.

There are rumors of grey blight, not only in the low-country, but in some of the leading hill districts—fostered by the prolonged wet weather which has served to largely counteract the depressing effects of a cooler atmosphere on the virility of the pest—and, although the latest circular from J. C. Willis' pen, to judge by the date, might have been published a month ago, by those with whem the material was left, it still comes opportunely. It describes the appearance of both grey and brown blight, explains how they spread, and recommends a remedy which, though entailing additional strain on the already-taxed tea bush, represents a method which will present no scientific difficulties to the estate labor force.—Times of Ceylon.

#### IMPROVED BACON MARKET.

Cream

Cheese Eggs, 1

Apples

Aspara Beets . Black! Bluebe

Peas, 2

Pears,

Pinear

Peach

Plums

Pump

Rasph Strawl Succot

The improvement in the market for bacon and hams is not unconnected with the torrid days we are passing through. People do not, somehow, look upon bacon as meat, and, as the latter is eschewed when the weather is sultry, the former increases in popular estimation. The full tide of labor, which is now at the flood in our factories and workshops, bringing increase of substance to the workingman, is responsible for a great portion of the increase in the demand for what is to many a luxury designed to embellish the breakfast or the teatable, while the fact that outdoor work is in full swing does as much as vaguely worded telegrams from Chicago, or more or less true reports as to killings from Denmark, to keep up the market quotation .- Grocers' Journal, London, August 19.

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



# ONE 25c. BOTTLE OF HIRES ROOTBEER

makes 5 gallons of delicious, wholesome drinks for your customer and a

for you. Do you keep it? If not, why pot?

ALL WHOLESALERS.

W. P. DOWNEY, 20 and 22 St. Peter St.

Sole Canadian Agent MONTREAL

GRIMBLE'S English Malt
Six GOLD Medals VINEGAR

GRIMBLE & CO., Limited, London, N.W., Eng.

# CHBBENT MARKET QURTATIONS

MANUA	EU		IAI	M	K W	FIMI		I W	9 9 9 9	M
September 7, 1899. This list is corrected every Thursday, and the quotations herein given are for the					HARDWA	RE, PA		ND OILS		
of Montreal, Toronto, Hamilton and Victoria The prices ar	on, London,	St. John,	N.B., Halifa	x, Winnig	eg, Van-		Quebec.	. Hami	lton. Halifa	x. Manito
a qualities as are usually ordered Goods in large lots and for pr All quotations for staple pro	ompt pay a	are genera	illy obtainab	le at lower	reatt. er prices. Editors	Wire nails, base	2	25	\$3 00 2 25 3 25	
who can daily upon an the leading	ig nouses in	the prin	cipai centres	5.	Littori	Smooth Steel Wire (oiled and annealed, etc.), base	3	00	3 00	
BUTTER,	CHEES fontreal,	E AND		ın.		White lead, No. 1 Linseed oil, raw boiled	5	62½	5 75	
Dary, choice, large rolls, per lb	Quebec.	Hamilto	on. Halifa		Ianitoba 	Turpentine	74	60 75	61 76	
" pound prints " tubs, best		19 18½	20 17 19 15	16			PS AN	D MOL	ASSES	
" tubs, second grade " low and med. " Creamery, tubs and boxes		17 12 21	18 12 15 22 18	***** **		Syrups- Dark Medium		134 2 30	32	3 3
" prints and squares		22 1134	23 19 12 10	20		Corn Syrup, barrel, per lb		21, 35	37 34 2½	35 314 3
Eggs, per doz	14% 16	121/2	14 11	10		" " kegs " " " s gal. pails, each.			25 <sub>8</sub> 23 <sub>4</sub> 1 20	
Apples, 3's \$	\$0 90	GOODS \$0.85\$0	90 \$1 00	\$1 10 \$1	15 \$1 2	" 3 gal. pans, each. " 2 gal. " " Honey			90	
" gallons	2 10	2	2 40 2 25		00 3 2	" 25-lb, pails " 38-lb, pails		90	1 40	
Blackberries, 2's	70 75		1 00 1 70 1 50 85 80	1 80	90 9	Molasses— New Orleans		26	45 28	35 35
Beans, 2's	77%	75 90	80 90 95 1 10	0.5	9	Porto Rico		36 38	42 32 25	32 48 34 28
Cherries, red, pitted, 2's		1 75 1	85 2 30		75 1 9	St. Croix			27	28
Peas, 2's	75		80 75 1 00 1 10 1 25 1 20	1 15	1 0	Comp. corn beef, 1-lb. cans	CANNE	D MEAT	\$1 60 \$1 50	\$1 60 \$1
Pears, Bartlett, 2's	2 (0	1 25 1	1 50 1 65 2 40 2 25	1 75 2 50 2	40 2 5	" " 2-lb. cans 4-lb. cans	2	65 2 65 5 25	2 75 2 50 5 50	2 75 2
Pineapple, 2's	2 40	2 25 2 2 50 2	2 50 2 15 2 60 2 50	2 25 4 2 60	50 5 0	" " 6-lb. cans " 14-lb. cans	8	25 00 18 50	8 25 8 75 19 50 20 00	9 25 21 00
Peaches, 2's	2 50 2 50	$\begin{array}{cccc} 1 & 60 & 1 \\ 2 & 50 & 2 \end{array}$	1 75 1 75 2 60 2 50	1 80 2 75 2	25 2 6	Minced callops, 2-lb, can Lunch tongue, 1-lb, can	3	60 30 2 90	2 60 2 75 3 25 2 80	2 80 2 3 00 2
" Lombard			1 25 1 30 1 10 1 30	1 50	14	English brawn, 2-lb, can	0	70 6 75 40 2 50	7 00 5 80 2 80 2 75 2 50 2 50	6 00 6 2 80 2
" Damson, blue		65 2 10 2	1 00 1 10 75 90 2 25 2 10		1 0	Camp sausage, 1-lb, can 2-lb, can Soups, assorted, 1-lb, can			4 00 4 00 1 50 1 40	1 50
Raspberries, 2's	1 40	1 45	1 65 1 50 1 60 1 65	1 75 1	40 16	" " 2-lb, can			2 20 2 25 1 80 1 75	2 30
Succotash, 2's	75 78	80	1 15 1 10 85 95	1 15 .	11	" " 6-lb, can		70 1 65	4 50 4 25	4 50
Lobster, talls	75 3 00	3 00	2 75 2 50 3 25 1 25	1 00			CANDI	75 2 80 ED PEEI	2 95	3 25
" ½-lb. flats	30 1 35	1 30	1 75 1 35 1 25 1 60 1 25	1 35 .	20 1 3	Lemon, per lb		10½	12	
flats	40 1 60	1 50 1 50	1 60 1 30	1 35		Orange, " Citron, "		17	1232	
" Clover Leaf, talls	1 to 4 case	es	1 50			Foreign-		RUITS	43 41	5 5 5
" " Clover Leaf flats	(10 " 25 "		1 45			Currants, Provincials, bbl ½-bbls " 'karas, bbls	*****	4% 4% 4% 4% 4%	434 435 6 478 53	5 5 5 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6
" Clover Leaf, flats " Cohoes 1	05 1 15		1 62½ 1 60 1 10 1 00	1 10	95 1 1	" ½-bbls	******	436 434 436 514	478 5 512 514	6
Sardines, Albert, ¼'s	20 21	121/2	13 14 21 20	15 .		Patras, bbls		434	5½ 5½	6 5
Sportsman, 14's	121/2		12½ 21 20	12 .		" " '2-bbls " Cases " 'k-cases	***** **	5)4	612 7	74
key opener, 4's	10 11 18	10½ 18½	11 16 23 10	11 .		Vostizzas, cases	512	5 8 5 4 6 6 6 7	6 % 5% 7 7	8
P. & C., 1/3'S		23 33	25 23 38 33 4½ 4	36 .		Figs, 10-lb, boxes, per lb, 28-lb, boxes, "		18	20 14 28	16
" American, ¼'s		9	11 10	11		" Mats, per lb		31/2	812	
50 tins, per 100 9	50 11 00		9 00 10 00 1 15 1 00	11 00		" Naturals, boxes Prunes, California, 40's		81/2	12	12
Rippered Herrings	20 1 50 30 1 45		1 60 1 15 1 60	1 25 2 00	1 85 2 0 1 90 2 0	" 60's		8 732		812
GI	REEN F	RUITS		44.70		" " 70's " 80's		732 7 7 614 6 512		7%
% boxes			\$4 00 2 00 4 00 5 00	2 25		Bosnia, B			632	
coanuts, per 100	90 1 50	1 00	1 75 1 75 4 00 3 25	2 25	······ ···	" " D			51,	
Peppers, per basket	35 50	15 40	17½ 40 60	50		Raisins, Valencia, off stalk " Fine off stalk	41,	41, 51,		6 1 *14 1
spherries, per quart	15 20 7½ 8½	23	30 30	40		" Layers		5%	53 15 10	7 1 6 1 12 10 1
Hawtonberries, per quart	30 40	50	65 1 00 1 00	1 05		" California 3-crown		6% 7 7% 7%	7½ 7 8 8	734 834 734
Pears, "	25 40 40 50	25 25	50 50			Domestic—Apples, dried evaporated	. 6	6½ 6 9½ 9½	61/2 5	6
weet Potatoes, per basket		17	25 4 00			Apricots 25-lb boxes			19 16	18 19 1
anulated (St. Lawrence, Red-	SUG					Dry Salted Meats-		VISIONS		
path)	\$4 55 4 65		4 75 4 55 4 70		518 5	Smoked meats—		12 12	8	1
is lump, bbls. and 100-lb. bxs in 50-lb. boxes	5 75 5 85		5 25 5¾ 5 35	6		. Rolls		9 83 12 13	9 9	10 1 13 1
wdered, bbls	5 35 5 20		5 45 5 30 5¾		7 6	Shoulder hams		10 814	8 12 8 12 12	8 934 1
eam.	4 40		4 50 4 50			Barrel Pork—	l meats ou	t of pickle 1	c. less.	
ght coffee	4 25		4 35 3% 4 25 3%	358	4½ 4	" short cut		5 50 14 50 16 50	15 00 14 00 17 00 15 00 12 50 14 00	15 00 16 00 17 15 50 16 50 17
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So. 2 yellow So. 1 yellow Urreign, yellow Trinidad	3 75		3 85			. Tubs	634	7	7 734 73	714

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IT IS A SELLER

The Brantford Starch Co., Limited

BRANTFORD, ONT.

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reen-	Monti	ec.	Toro		Hal	John, ifax.	and	B.C.			ntreal,	Toro	nto.		John,	nitol
MochaOld Government Java Rio		24 27 10	23 22 7½	28 30 12	25 25 12	30 30 13	24 24 8¾	25 25 91/2	Canadian	12	12 13 17		14 15	15 16	16¼ 17¼	
Plantation Ceylon		29	26 22 22	30 25 25	29 24 24	31 28 26			American water white Pratt's Astral	17 18	1734	······	16½ 18	17	18½	
Jamaica . Maracaibo		18 13	15 13	20 16	18 13	22 15					TE	AS				
		NUT	S						Black— Congou—Half-chests Kaisow,							
razilalencia shelled almonds	12 28	13 30	12½ 28	13 30	12	12½			Moning, Paking Caddies Paking, Kaisow	12½ 17	60 40	12 18	60 50	11 15	40 40	
rragona almonds	12 6½	15	12	14 10	11 9	12 10			Indian-Darjeelings	. 35	55	35	55	30	50	
anuts (roasted)	512	8	7	9					Assam Pekoes	20 18	40 25	20 18	40 25	18 17	40	
coanuts, per sack	3	10		3 75	3 50	4 00			Pekoe Souchong Ceylon—Broken Pekoes	35	42	35	42	34	24	
" per doz		12	12	60	60 12	70 13			Pekoes	20	30	20	30	20	30	
arbot walnuts					9	10			Pekoe Souchong	1712	40	17	35	17	35	
ordeaux walnuts					9	10			China Greens-							
cals.	10 10	7¾ 11 11	8½ 10 10	9 11 11	10 11	10 11 12			Gunpowder-Cases, extra first Half-chests, ordinary firsts Young Hyson—Cases, sifted	42 22	50 28	42 22	50 28			
elled Walnuts		25	25	28					extra firsts	42	50	42	50			
RICE, SAG	O T	ADI	DCA,	MA	CAR	ONI			Cases, small leaf, firsts	35	40	35 22	40			
RICE, SAG	10, 1	AFI	JUA,	IVIA					Half-chests, ordinary firsts Half-chests, seconds	22 17	38 19	17	38 19			
e-Standard B		35	334	378	3 25	3 40	41/8	41/4	" thirds	15	17	. 15	17			
atna, per lb			434 516	5	5	6		5	" common	13	14	13	14			
nperial Seeta			43%	51/2	5	6			Pingsueys-	-		-				
xtra Burmah			6	43%	4	5			YoungHyson-1/2-chests,firsts seconds	28 16	32 19	28 16	32 19	30	40	
ava, extra		41/2	31/2	414	5	6		5	Half-boxes, firsts	28	32	28	32			
oioca	334	41/2	414	434	5	6		5	" seconds	16	19	16	19			
caroni, dom'ic, per lb., bulk				71/2					Japan—							
			9	10					½-chests, finest May pickings Choice	38 32	40 36	38	40 36			
Tanan	and the same of th		7	12/2			•••••		Finest	28	30	28	30			
	0.0 C Y 3 D	SOD							Fine	25	27	25 22	27			
carb, standard, 100-lb. keg	2 25 2	50 75	1 85 70	2 25 80	1 85 85	2 00 90	2 60	2 50	Good Medium	22 19	24 20	22 19	24 20			
Soda, per keg		00	95	1 00	95	1 00		- 74	Good common	16	18	16	18			
		PICE	-0						Common	13	15	131/2	15			
oper, black, ground, in kegs,	9	PIGE	-3						Nagasaki, ½-chests Pekoe "Oolong	16 14	22 15	16 14	22 15			
pails, boxes	13	15	12	14	14	15		15	" Gunpowder	16	19	16	19			
" in 5-lb, cans	14	17	14	15	15	16			" " Siftings	71/2	11	71/2	11			
" whole	11	12	11	13	12	13		15								
oper, white, ground, in kegs, pails, boxes	20	23	18	24	24	- 26		35		WO	ODE	NWAF	E			
" 5-lb. cans	20	23	20	26	20	22			Pails, No. 1, 2-hoop				1 55		1 55	
" " whole	19 19	23 23 25 25 30	19 18	25 25 35 30 40 25 30	20 20	22 25			" " 3-hoop				1 70		1 70	
nger, Jamaica	12	30	14	35	18	20			" half grained			90	1 40	90	1 40 1 08	
re mixed spice	25	30	25 20 24 25	30	25	30			" candy, and covers			2 25	2 65	2 25	2 65	 -
ssia	20	40 25 28	20	40	25 16 20 25 16	20 22 80		25	Tubs, No. 0				8 50		8 50	
am tartar, French	******	20	44	20	20	20			" " 1			*** **	7 00		7 00	
" best		28	25	30	25	80		******	" " 2				6 00		6 00	

# SS. HESPERIA.

has arrived with a consignment to our address of a fine lot of

# "NEW VALENCIA RAISINS"

Fine Off-Stalk,

Section of the sectio

Selected,

**4-Crown Layers** 

These raisins are shipped by MESSRS. W. ROGERS & CO., and are of the finest quality.

Just received also a supply of

# "MORTON'S" and "MARSHALL'S"

Canned Fresh Herrings, Kippered Herrings and Herrings in Tomato Sauce.

They are all of 1899 pack.

If you want Japan Teas, which will give satisfaction to your customers and give you a good profit, try our

# "Victoria" and "Princess Louise"

brands---they are without exception the best value you can get for your money. Give us a trial order, we feel we can give you satisfaction.

We keep other qualities as well, and we only want a chance to how our samples and prices, we know we have what your trade needs.

🕸 🍇 WRITE US FOR PRICES AND SAMPLES. 🏶 🏶

We are agents for "LIPTON'S TEAS."

LAPORTE, MARTIN & CIE.,

Wholesale Grocers,

MONTREAL.

# These are Growing Times

Our trade for Jersey Cream Baking Powder is growing.

Our trade for Standard Teas is growing.

Our trade for Cocoanut is growing.

But, for jumps and strides, our Coffee trade is the winner.

Why should it not be so?

Our Jersey Cream Baking Powder is the best in Canada.

Our Standard Teas are the finest packed.

Our Coffees are the best values sold.

Our Cocoanut is not equaled in America.

### A Word re Cocoanut

A manufacturer that should know claims we are losing thousands of dollars every year by manufacturing this line, and has made us this magnificent offer: If we let him manufacture all the cocoanut the two factories make he will allow us one cent per pound less than the regular wholesale trade on all we can sell, and he is prepared to guarantee that we will make thousands a year, not on what we would sell, but on what we would not lose by manufacturing. We know the business is one of the most risky in the world. If you know of anyone that wants to lose \$100,000.00, and lose it quick, advise him to go into the cocoanut business.

However, we are in the cocoanut business to stay, and we are going to win trade by continuing to make the best goods manufactured.

# LUMSDEN BROS.

84 McNab St. North,

HAMILTON.

9 Front St. East,

TORONTO.

SI

Will an an an an an an an an

### 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, 31/2'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.

We want our Tobaccos handled by every grocer

in Canada.

Dominion Tobacco Co.
80 to 94 Papineau Ave., MONTR



# STOVE BRUSHES

We have 60 styles and patterns to select from. Some blocks are bent, others straight, with or without wings, pointed and round ends,

### "IN PACKAGES"

of half dozens, neatly labelled, and

# "ARE ATTRACTIVE"

for every storekeeper to have in stock.

### Boeckh Bros. & Company

Manufacturers

Offices, Sample and Warerooms, 80 and 88 York St., and 12 Clarence St.

TORONTO.

Montreal Branch, I and 3 DeBresoles Street

Salt is A Staple

When you sell Salt, please remember that Salt is as staple as Flour. There is nothing luxurious about

Salt—it is an absolute necessity. The woman who buys it, buys it because she has to have it. If she can't get

### Windsor Salt

at your store she goes to your competitor for it, and she takes some of her other trade along with her—please remember that!

In a staple article like Salt, a woman doesn't hesitate to buy the best—she gets it when she orders the "Salt of Quality"—clean, white, perfectly crystalized Windsor Salt. Sold by leading wholesalers everywhere.

THE WINDSOR SALT CO., LIMITED Windsor, Ont.

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offer:

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### WELL, THEY DON'T ALL KNOW

about it yet, but we gave away

35,000

full sized packages at the Toronto Exhibition alone, which means that there will be several thousand more added to the list to swell the popularity that **EZE** has acquired.

### "IT JUST WASHES CLOTHES"

NO RUBBING REQUIRED. PERFECTLY HARMLESS. ENTIRELY DIFFERENT FROM ANYTHING ELSE ON THE MARKET.

Order through your wholesaler.

#### EZE MANUFACTURING CO.

46 Front Street East, TORONTO.

All

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gol

#### GROCERS SETTLE DIFFICULTIES.

The local difficulties in the retail grocery trade have been settled on an amicable basis. The absurd price-cutting, which could not possibly result in anything but disaster to the weaker ones and detriment to all, has been done away with and the Retail Grocers' Association is now running in regular order again. The principal articles in which price-cutting was indulged, such as flour, sugar, kerosene and canned vegetables, are always sold on a very narrow margin as they are practically never bought in a competitive market, having a price regulated by cost of production largely. These are staple articles of consumption on the values of which the public are fairly well informed and no one will begrudge paying a fair price for them though that innate weakness of human nature, the love of getting something for nothing, may make some customers regret the delights of a grocery "rate war."

It is to the credit of the bright caterers who supply the daily bread and cheese and tea for Vancouver citizens that they have been able to fix up their little differences so intelligently. There is room enough for all in this country although some of the grocers

might sigh for a little more elbow room in their trade.— The Province, Vancouver.

#### WOOD BROS.' NEW MILL.

Wood Bros., proprietors of the Brant Roller Mills, Brantford, Ont., have made sufficient progress in the rebuilding of their flour mill, destroyed by fire in May last, as to be able to announce to the trade that they will in a few weeks have their brands of "Golden Crown," "Silver Star," "Laurel," etc., on the market. The new mill, of which the accompanying cut is an illus-

tration, is being equipped by the Goldie & McCulloch Co., Galt, with the most modern machinery, and will have a capacity of 200 barrels per day. The Gyrator system of bolting, which insures brightness and strength in the flour, is being introduced

into the mill. This, with the 23 years' experience of the proprietors, should assist in the further enlarging of their business.



Mail advices from Sicily are to the effect that the market for filberts is tending upward, owing to reported damage to the crop by fogs. Estimates of the crop make it from two-thirds to three-fifths of last year's

Ladies who are good enough housekeepers to put up their own pickles sometimes wonder why they do not keep. It is on account of the poor

# > VINEGAR --

often sold unknowingly by the grocer. If the merchant were as careful about the VINEGAR he sells as he is about his tea or sugar, he would only sell that made by The

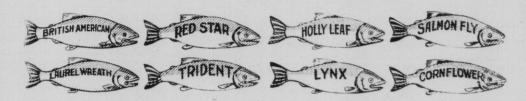
Wilson, Lytle, Badgerow Co., Limited, of Toronto

and then his lady customers would have no trouble about their pickles.

# SOVEREIGN BRAND SALMON

IS THE FINEST QUALITY.

PRICES ON 1899 PACK NOW READY.



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



# Anglo-British Columbia Packing Company

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GAR

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

VANCOUVER, B.C.

# Ivory Bar

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.

# New Valencias

Immediate delivery. Prices right.

WARREN BROS. & CO.

TORONTO.

**NEW SEASONS** 

# Moning Congou NOW IN STORE.

PERKINS, INCE & CO.

**NEW SEASON'S** "Golden Leat

**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

BRANTFORD, ONT.

### East India

# 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.

That delicious "Twang" of

# Ceylon and Indian

Machine-Made

# TEAS

is one of the attributes of their peerless quality.

To be thoroughly successful in your business you must take these teas into stock. The public are tired of the tasteless Chinas and fishy Japans and are bound to have the pure, cleanly, machine-made, Britishgrown teas of

**CEYLON** and INDIA.



# EDDY'S

# HOUSE, HORSE, SCRUB STOVE BRUSHES

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

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

# The E. B. EDDY CO., Limited

HULL.

MONTREAL.

TORONTO.

Quebec, Halifax,

our

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Hamilton, Winnipeg, London, Victoria, Kingston, Vancouver, St. John, N.B., St. John's, Nfld.

#### BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

M. ALGER, general merchant,
Castleton, Ont., is offering to
compromise at 50c. on the dollar.
O. P. Fraser, lumber, Ecumsecum Bridge,
N.S., has assigned.

J. O'Malley & Co., grocers, Toronto, have assigned to F. McGann.

Ismael Goyette, general merchant, South Durham, Que., has assigned.

F. L. Worden, general merchant, St. John, N.B., has effected a compromise with his creditors at 20c. on the dollar.

H. J. Stump & Co., general merchants, Purpleville, Ont., have assigned to J. Glanville, of John Macdonald & Co., Toronto.

A second dividend of 7 per cent. has been declared in the estate of the late Wallace Prehaunt, general merchant, etc., L'Ardoise, N.S.

SALES MADE AND PENDING.

The assets of Pigeon & Co,, general merchants, Ottawa, have been sold at auction.

The stock and book debts of J. F. Dunlop, groceries and liquors, St. John, N.B., have been sold under execution of judgment.

PARTNERSHIPS FORMED AND DISSOLVED.

Smith & Wilson, liquors, Toronto, have dissolved. R. T. Smith continues.

Shaw & Lloyd, general merchants, Bridgetown, N.S., have dissolved. Mr. Lloyd continues.

Blacklock & Co., commission, teas, etc., Montreal, have dissolved, and Douglas J. Thompson and Archibald Blacklock have been registered as proprietors.

#### CHANGES.

Sarah J. Butler, hotel, Stittsville, is retiring.

James Connell, liquors, Ottawa, is out of business.

Ellen Callen, hotel, Toronto, has sold out to I. I. Scanlan.

G. Greene, hotel, Bell's Corners, Ont., is removing to Stittsville.

M. Shanghuessy, general merchant, Barrington, Que., has sold out.

Elizabeth Perry, hotel, Hamilton, has been succeeded by John Perry.

Daniels & Tilson, general merchants, Burk's Falls, have left that place.

James Wiggle, general merchant, Kingsville, Ont., has sold out to F. A. Miller.

Antonio Serantis, fruits, etc., Victoria, has sold out to D. K. Chungranes.

The Royal Oil Co., Toronto, has sold out to The Queen City Oil Co., Limited, Toronto.

Wong Fung, wife of Wing Tung, has been registered sole proprietress of the general business of Wai Bing Kee & Co., Nanaimo.

W. J. Barrett has been registered proprietor of the grocery firm of Barrett & McConnell, Montreal.

Melina Vanier, wife of Louis Brocher grocer, Montreal, has been registered proprietress of the latter's business.

FIRES.

A. Phipps, grocer, St. Catharines, has been burned out.

B. Bell, general merchant, Burk's Falls, has been burned out.

#### A FOOLISH TRAVELER.

66 T HAD a post office money order on a little town out West." said the New York drummer-" one which I got through Chicago-and when I showed up to get it cashed I was dead broke, and found the post office in charge of a girl about 20 years old. She was chewing gum and reading a novel as I walked into the place, and, as she was slow in getting a move on her and I was in a deuce of a hurry, I gave her some pretty sharp talk. She sassed me back, and we had some lively words for about five minutes. I never did a more foolish thing in my life. You know what a post office money order is, of course. It makes a man mad all over to waste the time to get one, and when you present it at another post office, you must satisfy the authorities that you are the person named. I signed my name and all that, but the girl quietly remarked :

"'I don't know that you are the person named. You will have to be identified.'

"I had letters in my pocket, of course," continued the drummer, "but she waved them aside. Anyone can carry letters around addressed to their proper name. I had my initial on my cuffs and collars, but they were no good. I had telegrams, but she was obdurate. As a matter of fact, she bothered me a whole day, and when the office closed I was still without my money. The order called for \$50 and I went to every merchant in town to get the money and transfer it. Nobody would let me have the cash. There was but one way to do, and I did it. I walked into the post office next day and said:

"'My name is John Blank. Here is an order calling for \$50. Yesterday I was fool enough to snub you. To day I beg your pardon."

"Two minutes later I had my money and was out on the sidewalk, and you can bet your shoes I don't get caught that way again. When I feel like snubbing another girl I'll tackle one who isn't employed by Uncle Sam in a position where she can hold me and set me to looking around for a pawnshop."—Chicago News.

# Empire Smoking Tobacco

Ask your wholesaler for a sample caddy of

### **EMPIRE**

at

36 cents.

C

5, 10 and 15 cent Plugs.

# Big Plugs

# 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
TOBACC()
CO., Limited

Granby, Que.

# Enameline The Modern STOVE POLISH





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.

ameline



OUR USUAL FALL SUPPLIES OF

# Southwell's ORANGE MARMALADE. PURE FRUIT JAMS.

SECOND TO NONE.

SUPERIOR TO MANY.

J. L. PRESCOTT & CO., New York.

WRITE FOR QUOTATIONS.

FRANK MAGOR & CO.,

16 St John Street, MONTREAL.

### **Current Market Quotations for Proprietary Articles**

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their as a matter of news, whether manufacturers BAKING POWDER.

1 25 litchen Queen, ¼ lb, tins, 4 to 6 doz. Cases ... 0 55 English Army Blacking, ½ gross cases \$9 00 Shoe Blacking ... 3 60 Reliable Free ... 1 15 No. 3 ... 4 50

SNOW DRIFT BAKING POWDER. PURE GOLD.

3 OZ. cans, 4 and 6 doz. in case ... 4 oz. cans, 2 and 4 doz. in case ... 1 doz. 1 doz. 1 doz. 1 doz. 1 doz. 2 doz. 1 doz. 1 doz. 2 doz. 3 doz. 2 doz. 3 doz. 2 doz. 3 doz.

THE ALPHA CHEMICAL CO. Quickshine Polish...... 900 Reliable Stove
Pipe Varnish
4 gross cases
6-oz. bottles
14 40 Reliable French Blacking, No. 5 9 00 No. 2 4 50

United Service Blacking No. Waterproof Dubbin No. 4 900

BIRD SEEDS THE F. F. DALLEY CO 

BLUE. Per lb
In 10 box lots or case.
Reckitt's Square Blue, 12-lb. box...
Reckitt's Square Blue, 5 box lots... BLACK LEAD. Reckitt's, per box

Box contains either 1 gro., 1 oz. size; ½ gro., 2 oz. or ¼ gro. 4 oz. CORN BROOMS

for

ents.

Plugs.

oke, and e largest,

CCO

1, Que.

# Benson's Prepared Corn

There is no adulteration in Benson's Prepared Corn—there is no need to adulterate because it has sold entirely on its merits as an absolutely pure Prepared Corn for over forty years.

> The delicacy of its flavor is almost proverbial. Comparisons are made with Benson's Prepared Corn as the standard—you hear this everywhere—"It's just as good as Benson's." You know what "just as good " means—an endeavor to sell an inferior article for a lower price. Benson's Prepared Corn is the standard—forty years have proved it so beyond a question.

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

Tutti Frutti Show Cage, 180 5c. bars and packages 6 00
Variety Gum (with book in each box) 150 1c. pieces 100
Banner Gum(English or French wrappers) 115 1c. piece 100
Firtation Gum (English or French wrappers) 115 1c. pieces 100
Mexican Fruit, 36 5c bars 120
Sappota, 150 1c. pieces 100
Orange S CHOCOLATES & COCOAS. Cocoa— EPPS's. per lb. CADBURY'S. Frank Magor & Co., Agents. per do Cocoa—

Homeopathic, ¼'s, 8 and 14 lbs... 0 30
Pearl, 1 12 and 18 1 0 22
Rock 1 1 1 0 30
Bulk,in boxes 0 18

Royal Cocoa Essence, packages 40 Wool soap, 100 10-oz. bars to box.... \$7 75 Wool soap, 100 6-oz. bars to box .... 4 75

Concentrated, ¼ s, 1 doz. in box... 2 40

½ s, ... 4 50

1 lbs. ... 8 25

Homeopathic, ¼ s, 14lb. boxes ...
½ lbs. 12 lb. boxes ...

WALTER BAKER & CO. JOHN P. MOTT & CQ.'S. R. S. McIndoe Agent, Toronto. COWAN COCOA AND CHOCOLATE CO. STANDARD COCOANUT MILLS. | 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, \( \frac{1}{4} \) lbs. | 29 | \( \frac{1}{2} \) lbs. | 28 | \( \frac{1}{2} \) WOOL SOAP. | SWIFT & CO. CHICAGO.

 
 MacLaren's Imperial—
 Per doz Large size jars.
 \$8 25 Medium size jars
 4 50 Pt Small size jars
 4 50 Pt 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.

CHEESE.

 Excelsior Blend
 0 32

 Jorsey
 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. GELATINES. BOECKH BROS. & CO. Clothes Pins (full count), 5 gross in case, per case ... 0 65 2'\* ... 1
4 doz. packages (12 to a case) ... 0 75 4s ... 1
doz. packages (12 to a case) ... 1 00 Quart size ... 2

8 oz. Glass Stopper bott. ... \$6 00 ROBINSON'S BARLEY AND GROATS | JAMES TURNER & CO. | per lb | Patent Barley, ½ lb. tins | 1 "Star" Self-Raising Flour, 3-lb. pkgs ... 1
"G-lb." ... 2
Flexman " 3-lb." ... 1
" 6-lb." ... 2

EXTRACTS.

DC ON

# Daisy Fruit"

great seller. It is a good Fruit Biscuit Bound a barrel least. Samples and prices on application.

THE HOME CAKE CO. GUELPH, ONT.

"SUITABLE FOR"

**Baking Powders** Cocoanuts Confectionery Mustards Spices

Washing Compounds ALL KINDS OF WOODEN-WARE KEPT IN STOCK.

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

銀貨貨貨貨貨貨

镰雞雞

2½ oz. ..... \$2 00 bottles

o.75

...... 1 25

G EXTRACTS

er bott. ... \$6 00

в ..... 5 00

per de

per doz

**BOECKH BROS. & COMPANY** Toronto, Ont.

T. STURDEE

Mercantile Broker, Manufacturers' Agent,

ST. JOHN, N.B.

Етс., Етс.

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 cample for sample.

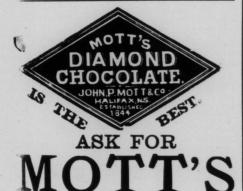
W. H. SEYLER & CO.

118 King St. East, TORONTO

gents for HEINRICH FRANCK SOHNE & CO.

German Chicory, Coffee, Extracts and Essences

LUDWIGSBURG, GERMANV. FLUSHING, N.Y.





### Cow Brand Baking Soda

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

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

JOHN DWIGHT & CO. TORONTO AND MONTREAL.

# EAT MAI

DIGESTING EASILY.

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

Manufactured by

### THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor.

CORNWALL, ONT.

INDO-CEYLON TEA.

Grocers all over Canada are almost a unit in expressing their approval of Monsoon.

There can be but one result in inducing your customers to use Monsoon---satisfaction.

No other tea can please where Monsoon has once been used.

It's the best, no man denies this.

THE MONSOON TEA CO.

Toronto and Montreal.



INDO-CEYLON TEA.

### THE CANADIAN GROCER

INDURATED FIBRE WARE. THREE B EDDY CO	SODA - COW BRAND.  Case of 1 lbs. (containing 60 pkgs.).	ONTARIO 38-lb. to 45-lb. boxes, STARCH 6 bundles 0 06 STARCH IN Silver Gloss 0 7%	TEAS TEAS
% pail, 6 qt	taining 60 pkge.), per box, 83.00 Case of ½ lbs. (con- taining 120 pkgs.),	BARRELS   Pure 0 6%  THE BRANTFORD STARCH CO., LTD.	Wholesale. Re
Tube, No. 1. 13 30 2 11 40 2 11 40 2 11 40 2 15 40 2 2 15 40 2 2 2 2 50 Fibre Butter Tube (30 lbe) 3 80 3	SODA  Ler hox, \$3.00 Case of lbs. and ½ lbs (containing 30 1 lbs and 60 ½ lb	Laundry Starches— Canada Laundry, boxes of 40 lbs 0 4% Acme Gloss 1-lb. cart., 40 lb. box 0 4% Finest Quality White Laundry—	Brown Label, 1's
Nation 3	packages) per hox. \$3.00. Case of 5c. pkgs (containing 9c pkgs), per box. \$3.00	3 lb. cani-ters, cases 36 lbs 0 05 <sup>1</sup> / <sub>4</sub> 4 lb. canisters, cases 48 lbs 0 5 <sup>1</sup> / <sub>4</sub> Bbls., 175 lbs 0 04 <sup>1</sup> / <sub>4</sub> Regs, 100 lbs 0 04 <sup>1</sup> / <sub>4</sub>	Blue Label, 1s, ½s, ¼s and ¹, s. 0 30 Red Label, 1s and ½s. 0 36 Gold Label, ½s. 0 44 Terms, 30 days net.
Milk Pane	SOAP  JOHN TAYLOR & CO  Eclipse (Twin bar), per box	Lily White Gloss—  1 lb. fancy cartoons, cases 30 lbs. 0 07  6 lb. trunk, brass catch, 5 in case 0 07  6 lb. trunk lock and key, 5 in case 0 07  6 lb. enamelled tin, 8 incase 0 07  Kegs, extralargeorystala, 100 lbs 0 06	RAM LAL's lead packages.
Milk Pane     7     5 00       Mack Basine, flat bottome     2 65       Wash Basine, flat bottome     2 50       Handy Dieh     2 25       Water Closet Tanke     17 00       Dieh Pan, No. 1     7 60       Bassel Closes and Trans     4 75	reigns prepaid 5 box loss. Special discount for larger quantities.  ERANTFORD SOAP WORKS CO.		A Comment of the Comm
Railroad or Factory Pails 4 75		Brantford Gloss— 1 lb. fancy boxes cases 36 lbs0714	PURE   NDIAN TEA
JAMS AND JELLIES  OUTHWELLS GOODS. per doz  Frank Magor & Co., Agents		Canadian Electric Starch—40 packages in case	SUPPRINTED ASSOLUTELY PURE AS MANUFACTURES ON THE
Orange Marmalade 150		STARCH  ARCH INVENDMY  ARCHITIKYNON  ARCHITI	Cases, each 60 1-lbs 0 3
Cear Scrip Maria and C. 1 200  Raspiecry W. F. Jam. 2 90  Raspiecry 2 90  Aprico 1 175  Black Currant 1 185  Cother Jame. W. F. 1 55 1 90  Red Currant Jelly 2 75	"Ivory Bar Soap is put up in Twin Cakes	Culinary Starch Chal Prep. Corn— 1 lb. packgs	" 120 ½-lhs
All the above in 1 lb. clear glass pots	12 oz. each, and in Rars. 11b., 2 6-16 lb., and lb. Quotations farmished for "Ivory Bar and other grades of soap on application.	No. 1 Pure Prepared Corn— 1 lb. pkgs., boxes 40 lbs 0 06	KOLONA
Raspherry, strawherry orange bettook, variffa, pineapple, carles best and crare true	7 7 8	STOVE POLISH.	PURE CEYLON TEA
for and grape trub	SURPRISE (and less than the sand threatest propagate for the sand	Fnameline	Ceylon Tea, in 1-in. and ½-ib lead packablack or mixed.  Black Label, 1-ib., retail at 25c 0 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
finan, white park, catary and Kerneline 2 day cases \$1.00 per day	OX BILD		1
Rachierry Strawinerry Red Carrain, Pheapple 1 in Pheapple in accepted \$1.90	T & E & E	THE B	Green Label     40c     0       Red Label     50c     0       Orange Label, retail at 60c     0     4       Gold Label     80c     0     5       Terms, 3 per cent. off 30 days.
5 th the parks S park in rate, per lb 9 (c), 7 th wood parks, 9 th 14 lb wood parks, per lb 9 to 9 t	WAYPOLE NAME OF STREET OF	ENAMELINE	CROWN BRAND. (Ceylon in lead packages)
LICORICE. YOUNG & SMYLIKE LIST	MAYPOLE THE TOTAL TOTAL	No. 4-3 dozen in case (net cash) \$4 50 6-3 dozen in case " " 7 50	Wholesale Ret Red Label, 1-lb. and ½'s 0 35 0 5   Blue Label, 1-lb. and ½'s 0 28 0 4
Fancy boxes, wood or paper, per lb 80 40 Fancy boxes (36 or 50 sticks) per box 1 25 Ringed 5 lb. boxes, per lb 6 40	Manage Ma	TOUT FOLISH	Green Label, 1-lb. 0 18 0 2 Green Label, ½'s. 0 19 0 2 Japan 1's. 0 19 0 2
"Acme Pellets, fancy boxes (40) per box. 1 50 Far Licorice and Tolu Wafers, 5 lb.	STARCH.  EDWARDSBURG STARCH CO., LTD.  Laundry Starches — per b.	For durability and for cheapness this prepa ration is truly univalled.	LUDELLA CEYLON, 1 CEYLON TEA
theorice Lozenges, 5 lb. glass jars 175 5 lb. cans 150 Enrity Licorice, 200 sticks 145	Londry Starches   10   10   10   10   10   10   10   1	Per gross Rising Sun, 6-oz. cakes, ½ gross bxs. \$ 8 50 Rising Sun, 3-oz. cakes, gross bxs. 4 50	m Lalaka as
100 sticke 0.73 1) neet large cent sticks, 100 in box 0.75 MINCE MEAT.	Edward's Silver Gloss, 1-lb. pkg. 0 07 Edward's Silver Gloss, 1-lb. pkg. 0 07 Kegs Silver Gloss, 1 arge crystals 0 06 Benson's Satin. 1-lb. cartons 0 07	Sun Paste, 10c. size, 1/4 gross boxes 10 00 Sun Paste, 5c. size, 1/4 gross boxes 5 00	State   Label   Vs   State
We it y a Condensed, per gross, net 81:00 per case of 3 doz, net 2:75 Number of per gross	No. I White, blos, and kegs	S UNA	TOBACCOS. 0 40 0 0
MUSTARD  OULMAND OR KEENE	Rice Starch	TANDUSC BROS CANDONANS USE	EMPIRE TOBACCO CO.  Foreign— Empire, 3 s. 4½ and 9 s
D S. F. 2 lb. tins, per doz	Edwardsburg No 1 white 1 ib cart: 0 09 Edwardsburg No. 1 White or Blue, 4 lb. lumps	BEST IN THE WORLD.	R yal Oak, 2 x 3, Solace, 88
Durham, 4 ib. jare, per jar 0.75	Boston Laundry, 46 pkgs to hox, per package 0 67. Culinary Toledo Corn Starch, 46 pkgs to box.		Currency 13½ oz. bars, spaced 9s, (10½ to the lb.)
F D % It time. 9 85 . % It time. 1 45 FRESCH MUSTABLE	per lb. 6 ge		Snowshoe, 10 <sup>2</sup> ; oz. bars, spaced 8s, (12 to the lb).
From France   Greek Mr.   Co   per gross	CROSTON LAUNDRY	SIOVEDIAND	WOODENWARE.
Medium 10.80 Cream Jug 21.90 Large 12.90 Sugar Bowl 22.90 Spoon 18.00 Carldy 28.00 THE F. E. DALLEY CO.	GRA STARCH	MILTON ON	THE E. B. EDDY CO. per 6  Washboards, X
Dalley's Mustard Mills, pure per ll. 6 25 Dalley's Mustard Mills him, 2 doz in care, per doz Dalley's Mustard at the time, 4 doz in	CTOALLY CO.	Gancia	Planet 1 6 Beccial Globe 1 7
Earley's Speritive Durham Musicard 6 19	KINGSFORD'S OSWEGO STARCH	Tiger Stove Polish, ¼ gross hoxes, large	Matches Electric Duplex 5-Case Singl Lots, Case
10 int 4 doy in case per doz   0 65   1 20   1 20   1 1   1 20   2 40   4 10   4 10   4 10   5   1 20   2 5   1 20   2 5   1 20   2 5   1 20   2 5   1 20   2 5   1 20   2 5   1 20   2 5   1 20   2 5   1 20   2 5   1 20   2 5		per gross, \$7.20; small, per gross, \$4.50, per doz Stovepipe Varnish, 4 oz. bottles	Telephone
		Boston Brunswick Black, 8 oz. bot 8. 1 75	Parlor, Eagle, 200 s. 1 30 1 4
I gallon time, per gal 250 ctery Malt 202 bels, sil tope per doz 125 chrry Powder, 2 oz. hettlee, silver tope, per doz 17. ORANGE MARMALADE.	STARCH	PLANT HOLE	" Little Comet 2 30 2 2 1 Flamers
1 ib glass jars 2 doz. cia., per doz. \$1.09 7 lb. pails, 6 pails is crate per lb. 6.07%	SILVER 6-lb. boxes, 1-lb. pkgs., 0 08 GLOSS (12-lb. boxes, sliding covers (12-lb. boxes, each crate) 0 08½	S SHITERIAN MICCO	BOECKH BROS. & COMPANY. Per d Washboards, Leader Globe
Silver Pan. I lb. fancy glass jars. 2 doz. in case, per doz. 1 35 PICKLESSTEPHENS'	PURE-40-lb. boxes 1-lb. pack 0 07 48-lb. " 16 3-lb. boxes 0 07	SILV Size size 10c. size	" Improved Globe. 1 5 " Standard Globe. 1 6 " Solid Back Globe. 1 7 " Jubilee (perforated). 2 2
A. P. TIPPET & CO., AGENTS. Patent stoppers (pints), per doz 2 30 (Corked (pints), " 1 90	For puddings, custards, etc.  OSWEGO 40-lb. boxes, 1-lb.  CORN STARCH packages 0 07-½	VE POV	Crown 1 3 Fo b. Toronto. 1 3 Matches, Kodak, per case (10 gross in case) 2 6

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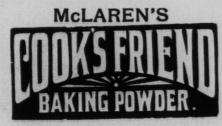
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