

THE CANADIAN GROCER

VOL. XII

TORONTO AND MONTREAL, JUNE 24, 1898.

No. 25

QUALITY..



When a salesman talks price to you
Ask him about QUALITY

When he talks quantity
Ask him about QUALITY

When he talks merit to you
Ask him about QUALITY

That's the _____
STRONG POINT
 in
Colman's Mustard

Selected
 Quality

Full
 Weight



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 Guaranteed

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Good Day!

I'm J. H. Wethey! I manufacture Condensed Mince Meat, and have done so for many years. I know just how much of everything is needed to make the best Condensed Mince Meat on earth, and you may be sure I use my knowledge to the best of my ability. That's why there is so much of my brand sold. Are you getting a share of the profits? I would like you to. Hundreds of others are making lots out of it, so, why not you? You can if you like. Better make a try. Send in a trial order, you'll be surprised how quickly you sell it. Remember the brand, "Wethey's Condensed Mince Meat."

J. H. WETHEY

St. Catharines, Ont.

TALK THAT TALKS.

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

ST. JOHN, April 6th, 1898.

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

W. A. MAGEE.

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

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

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

Queen Biscuit Co.

ST. JOHN, N.B.

(We manufacture over 500 lines of Biscuits.)

It Costs
No More.

Best
Because
Purest.

It Costs
No More.

The word "best" is misunderstood in Salt. Scientific methods of the day prove that the Vacuum Process, and that process only, makes a uniform, pure, sparkling Salt Crystal. We have the only plant in Canada for supplying Salt made by the Vacuum Process. Thus, Windsor Salt is doubly refined, cleansed, purified, dried. "As pure as Windsor Salt" is the trade phrase from which the quality of all other salts is judged. "Best because purest."

Windsor Salt

Leading Wholesalers Sell It.

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

Friends Indeed

Stower's Lime Juice

is an honest production from the natural fruit—West Indian Limes. Concentrated, hence of great strength. Once opened it keeps perfectly. Absolutely free from any musty flavor.

“A friend in need and a friend indeed.” Cools the blood and increases the vitality.

Keeps customers in pleasant temper and inclines them to pay their bills in hot weather.

Maypole Soap Dyes.

The modern English Home Dye of highest quality.

It washes and dyes at one operation. The colors are brilliant—sun, water, air can't fade them. A child can dye perfectly with them.

Help a woman economize and she'll spend more money for **necessities** at your store.

“A friend in need and a true friend indeed.”

Lazenby's Jelly Tablets

For quick, easy, table jelly making—especially in hot weather.

The ingredients used are absolutely pure—the name, “Lazenby,” guarantees it. Highest quality always—England's nobility attests **that**.

They keep a woman out of a hot kitchen, you see — and women are grateful for such suggestions.

“A friend **indeed**.”

AGENTS :

A. P. Tippet & Co.,
Montreal and Toronto.

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

Greig's Crown Brand Flavoring Extracts

are the extracts that give a woman confidence in the quality of all the other goods you sell—hence **you** gain when you recommend them.

Each one (there are 40 different flavors) shows you a good profit—"good," because the money you make is only the first of a **series** of profits that will follow from this one source. Those "True to Nature Extracts"—that is what many customers ask their Grocer for when they ask for Greig's Crown Brand.

The Greig Mfg. Company.

Robert Greig & Co., Agts., Montreal.

*They
Win
Trade*

*They
Win
Profits*

John Mackay & C's Kola Cafe

It comes in handy **now**—it takes the place of those Cereal Coffees that lack the real coffee flavor, and it nourishes the system perfectly—the extract of the Kola Nut has wonderful life sustaining properties.

This extract of Kola, Coffee and Chicory wins trade from Cereal Coffee drinkers who tire of weak substitutes of wheat grains—and it wins pleasing profits for you at the same time.

Robert Greig & Co., Agts.,

Montreal.



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



Slade's Pure... English Butter Scotch

HOME MADE DELICACY

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

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

PURE AS THE CRYSTAL SPRING

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



"TRUE FRUIT" FOUNTAIN SYRUPS

We are the manufacturers of the above justly celebrated Syrups, so well and favorably known to the trade throughout Canada.

Crushed Fruits and Syrups of every flavor you want for your Fountain.

Also "TRUE FRUITS" BRAND POWDERED FOUNTAIN CHOCOLATE.

The best is always the cheapest in the end.
Use "True Fruit" and you will be satisfied as well as the customer.

Write us for Quotations.

J. HUNGERFORD SMITH CO.,

Manufacturing
Chemists, . . .

ROCHESTER, N.Y.
TORONTO, ONT.



Twelve Gold Medals

—HAVE BEEN AWARDED TO—

Gillard's New Pickle

for superior excellence.

6,000 Hotels and Restaurants

Throughout Great Britain use them on account of their peculiar merits.
Packed 2 doz. in a case. Single case lots, \$3.40; 5 case lots, \$3.30 per doz.

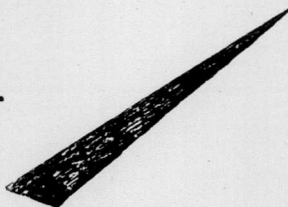
GILLARD'S NEW SAUCE

A Table Relish par excellence.

Barrel lots of 12 doz., \$1.75
Single doz. lots, \$1.90

Sold by all...

Wholesale Grocers
in Canada.



GILLARD & CO.

Sole
Manufacturers,

London, England



AURORA
(Registered Trade Mark)

**Ceylon
Tea**

THE NEW FLAVOR.

Combining those delightful, palate-tickling requisites which make it sought after by the consumer. **It simply needs an introduction.**

Health, purity, convenience are the distinguishing features of the Aurora Ceylon Tea Package.

Retails at 35, 40, and 50 cents.

W. H. GILLARD & CO., Agents for Canada **Hamilton, Ont.**

TANGLEFOOT

Sealed Sticky Fly Paper.



SEE THAT IT LOOKS LIKE THIS.

The principal requirement of sticky fly paper is stability, while in your stock as well as after it is opened for use.

Stability Tanglefoot possesses in the highest degree; constant and well directed experimenting have developed a paper very nearly perfect and not approached by anything in the line.

Sell Tanglefoot and you will know that you are supplying the latest ideas and improvements as soon as they are out.

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

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

THE CANADIAN GROCER

Vol. XII. (Published Weekly)

TORONTO AND MONTREAL, JUNE 24, 1898.

(\$2.00 per Year) No. 25

CHAT WITH A CANNED SALMON MAN.

I HAD a pleasant chat a few days ago with Mr. Thomas B. McGovern, of New York. A good many readers of THE CANADIAN GROCER know who he is, but there are, doubtless, a good many who do not. To those who do not know him I would say that he is a member of the firm of Delafield, McGovern & Co., who, when I mention that they pack "Clover Leaf" brand salmon, everyone in the grocery trade will recognize. Mr. McGovern is tall, is good looking, and is a young man, notwithstanding his white hair.

Mr. McGovern's visit to Canada was not due to any desire to escape enlistment in Uncle Sam's army, but with a view to capturing orders in this country for "Clover Leaf" salmon, although I doubt not he would do well capturing Spaniards. When I saw him he was in Toronto, and appears to have pretty well succeeded in accomplishing his object. He had already been in Montreal, and was heading for Hamilton, Brantford and London.

"How have I done?" he said, in reply to a question of mine. "Well, last year we sold in Canada double the quantity of 'Clover Leaf' that we did in 1896, and, from what we have already done, we expect that our sales will be double those of 1897."

"What do you know about the canned salmon outlook on the Coast?" I asked.

"Well, it is expected that the pack on the Fraser river will be less than last year. This is what we call the short year; but what would naturally be a short pack is likely to be discounted to some extent by the hatcheries which your Government have established on the Fraser."

And then Mr. McGovern became eulogistic. "Your Government, through the hatcheries are doing a good work. The hatcheries it has established are far superior to those which our Government has put into

operation. They are looked after better; and then the fishing laws are better enforced."

I smiled and asked: "But what about prices?"

"Well, our quotations, free on board, on the Coast are about the same as they were a year ago, but freight rates are about 10c. per hundred pounds lower to Toronto, and 15c. lower to Montreal than they were last year, which means that the laid down prices to the jobber will probably be lower than in 1897. But prices are at the moment firm. In London, England, the market is higher, and about a month ago a meeting of United States packers was held at Puget Sound, when an association was formed and prices advanced for futures 20c. per case, and they are keeping the advance. Now they are trying to do the same thing in British Columbia, and the packers of one of the brands for which we are the agents have instructed us to withdraw quotations until the outcome of this movement has been ascertained. As you already know, the price of canned salmon in Great Britain is controlled by a syndicate."

"Do you not find that there is a great deal of low grade canned salmon on the Canadian market?" I asked.

"I do; and I think it is a pity, for not only does it tend to bear the market, but it tends to affect the consumption of canned salmon, some of it not being fit to eat. You know the canned salmon industry in Canada is an important one, and your people ought to guard it carefully. In the English market the Fraser river salmon has practically driven out the Columbia river canned salmon. A few years ago something like 80 per cent. of the Columbia river pack was exported to England; last year I doubt whether ten thousand cases out of a total pack of half a million cases packed went to that country. The Columbia river salmon

is of the chinook variety, and, although a few of this kind are to be found on the Fraser, yet, the bulk of the pack there is, as you, of course, know, sockeye. The chinook is a pink salmon, and the flesh of the sockeye is red. The chinook is also a heavier salmon, running twenty-five pounds to the sockeye's ten."

Then, as Mr. McGovern stopped to "fire up" his cigar, I remarked: "This decision of the United States Government to put canned salmon on the army ration list will be a good thing for that industry in your country?"

"Yes, it will; and for the canned salmon in your country, too, indirectly. The first order placed by the Government was for four thousand cases. It is the intention of the Government to issue canned salmon as rations for the army two days per week, each soldier to get a one-pound can each day the salmon ration is issued. With 200,000 men in the field, you can readily see the consumption of canned salmon will be enormous. Canned salmon ration has not yet been extended to the navy, although, at the officers' mess, canned salmon has been served for some years."

"I wonder," I said, in a sort of meditative way, "why it is the United States Government did not put canned salmon on the ration list before?"

"I don't know," replied Mr. McGovern. "There is no question about its being a good food. A short time ago, we prepared a table giving the nutritive properties of various prepared foods. I dug up some figures which I had in my possession, and forwarded them to the authorities. I am not sure that I remember these figures exactly, but it was something like this: The nutritive properties of canned salmon were 870 points, and of canned corned beef 1,120 points. My recollection is that, in the whole list, corned beef was the only food product which was higher in nutritive qualities than canned salmon, all the others being below it.

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.

Canned salmon, I might say, is on the ration list of both the army and navy in Great Britain."

"How will stocks in the United States stand the demand on army ration account?"

"Well, there was not more than enough to supply the demand at this season, and these purchases on army account are, therefore, likely to exhaust spot stocks. Another feature is this: We will have the Columbia river salmon to fall back upon at first, but it must be remembered that this is a high-priced fish—higher than Fraser river or Alaska salmon. Columbia river salmon is now being delivered, I might say. Packing on the Columbia river began on April 10, and closes on August 10. On the Fraser, the season begins July 1. In Alaska, the packing season begins about the middle of July, but shipment of canned salmon from there do not reach San Francisco until September; sometimes, in fact, till October."

Then Mr. McGovern opened his watch, looked at it, snapped it and "with a good afternoon," took his departure." OMAR.

PEPPER IN OLDEN TIMES.

Dr. Adolph Miller, of Philadelphia, president of the Pennsylvania Mycological Club, in a dissertation on the pepper plant, says that during the middle ages, in Europe, pepper was the most esteemed and important of all the spices. Genoa, Venice and other commercial cities of central Europe were indebted to their traffic in pepper for a large part of their wealth. Its importance as a means of promoting commercial activity and civilization during the middle ages can hardly be overrated. Tribute was levied in pepper, and donations were made in this spice, which was frequently also used as a medium of exchange in place of money. When the imperial city of Rome was besieged by Alaric, the king of the Goths, in 408 A.D., the ransom demanded included 5,000 pounds of gold, 30,000 pounds of silver and 3,000 pounds of pepper, illustrating the importance of this spice at that time.

AMONG TORONTO RETAILERS.

Yonge Street
Dealers
Satisfied.

This week I turned my footsteps northward, and had a talk with the grocers in the neighborhood of Bloor street on Yonge, and the reports they give regarding the condition of trade are quite roseate. Francis Simpson, 756-760 Yonge street, considered business to be in every way superior to the preceding year or two. The trade in that section of the city, he thinks, is of a somewhat different nature to that in most parts, inasmuch as a great proportion of the people have a regular income, and are consequently in a position to pay cash, or, at the furthest, every month. This makes it possible to do a large cash business, enabling one to do more business on a lower margin. Mr. Simpson's store is an excellent one for fruit trade. It has, as the numbers indicate, the frontage of three single stores. In the window is a large stand, slanting from three feet inside the window to three or four feet outside, thus giving a fine view of the fruit on sale. The stand is protected from the sun by a large awning.

Robert Barron, 726 Yonge street, is making this year some changes to increase his trade in green vegetables. He has had placed in one of his large double windows two troughs, about three inches deep, and covering the whole floor of the window. In the centre of each of these troughs is a large spraying fountain, which keeps the vegetables fresh. The idea of these spraying fountains is not new at all, but, nevertheless, is one that is worthy of more consideration than it receives from many grocers.

David Bell, 702 Yonge street, is also making some extensions. His business has increased during the present season to such an extent that he is now having a new delivery wagon built. He says it is going to be the finest in the street. Mr. Bell says the best feature of business on Yonge street north is, that one can get a good household business, which results in large orders,

without the necessity of cutting a half-cent here or a cent there.

In connection with this section of the city. I was impressed last Saturday with the good judgment shown in, I think, every grocery and fruit store on Yonge street, from Bloor to Carleton. About seven o'clock each of these stores had a large number of strawberry crates on display, so large, in fact, that it looked as if they would not nearly all be sold. But, at eleven o'clock, all of them were sold out except two or three dozen small boxes, with hundreds of people still passing to and fro. It is a knowledge, such as this, of the requirements of the neighborhood that makes the difference between a successful and an unsuccessful retailer. Of course, with the most experienced, there is an occasional loss when there is an exceptionally poor or good demand, but a man should know his trade well enough to strike it right about nine times out of ten. THE RAMBLER.

NOVA SCOTIA LOBSTER CATCH.

The Nova Scotia Lobster season has been satisfactory so far. Up to June 10 there were 7,700 crates of live fish shipped this season, as compared with 4,498 crates in the same period, or 5,481 crates altogether last year.

Shipments of canned lobsters up to the same time amounted to \$244,640, as compared with \$245,934 last year. The slight decrease is caused by lack of shipping facilities, as the pack has been greater. The prices of the canned article have been \$10 per case this year as compared with \$9 last year.

HALIFAX GROCERS' PICNIC.

On Tuesday, July 26th, the grocers of Halifax will hold their annual picnic at Watters' Landing. It is expected to be a big affair, as five trips will be made to the grounds—two boats about 9 a.m., one about 11 a.m., and two at 1.30 p.m. A band will be present. The profits of the picnic are to be given to the Halifax Horticultural Association.

Diamond Crystal Salt

is free from "Lime," "Magnesia," and other impurities. It combines "flavor, purity and strength." It is especially refined for **Table** purposes. It is the purest and best in the world.

LUCAS, STEELE & BRISTOL, Agents, Hamilton.



Proving a great seller---has lots of merit---easily worked. Send sample order to

JAMES TURNER & CO., - Hamilton

DAILY WANTS--

Condensed Coffee and Milk
Evaporated Cream
Condensed Milk

"REINDEER" BRAND

"The Old Reliable"

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half-cent

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WE CAN ...

supply your wants
with the ...
Choicest of

CANNED GOODS

Picnic Season

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

WRITE US FOR PRICES.

THOS. KINNEAR & CO.,

Wholesale Grocers,
49 Front Street East,

TORONTO.

NEWFOUNDLAND HERRING FISHERY.

THE herring fishery ranks third in the list of the fisheries of the colony. The reports of the operations of fishermen in Placentia Bay—the locality where the catching and curing are carried on on the largest scale—during 1897, emphasize strongly the immense value of this fishery to the fishermen, according to The Fishing Gazette. But, in this particular fishery, the effects of bad methods of cure and reckless operations are more evident than in the cod fishery. They have practically ruined the character of the product in the foreign markets, and made it well nigh impossible to secure remunerative prices. With a failing cod fishery and low prices, there is a louder call for the intelligent development of the herring fishery, in which direction the best efforts of the more enterprising curers and packers should be expended. In the reports recently issued by the Fisheries Board, considerable stress is laid upon the fact, that the practice of selling the herrings in a fresh or frozen condition at a very low price to outsiders, is a source of great loss to the community at large.

The 1897 herring fishery, particularly in and around Placentia Bay, was one of the best, as regards the number of fish taken, on record ; but if, instead of selling the fish

in a frozen condition, the fishermen had cured them in a proper manner, the financial results would have been far greater. As it was, the outsiders reaped the benefit. It is estimated that, if vigorously and skillfully worked, this fishery would in ordinary seasons be worth \$3,000,000. In the great centres of the fishery—Bay of Islands, St. George's Bay, Fortune and Placentia bays—there has been no serious diminution of the supply, though the seasons vary somewhat in productiveness from year to year. The neglect with which this possible source of wealth has been treated may be judged of from the fact that the average annual herring export does not exceed over 70,000 barrels ; whereas, if turned to proper account, the product might be found competing successfully with that of other countries in all the markets of the world. The quality of the herring compares favorably with that of any other, and the abundance of the fish in and around the shores is such that the supply may be said to be almost inexhaustible.

In addition to other efforts on the part of the Fisheries Board to improve and protect the fishery, printed instructions for the proper cure were widely circulated among the fishermen. The reckless destruction of herrings is prohibited under heavy penalties, and also the pollution of waters. A standard

measure for the sale has been fixed, in order to guard against imposition on the part of purchasers. Under these and other necessary restrictions, a small measure of improvement has been noticed ; but constant vigilance is needed to secure the enforcement of the rules. The advisability of establishing two or more curing establishments, where the cure and packing of herrings could be carried on by properly instructed experts, and where herrings could be kippered and made into bloaters, is shown, and an object lesson would thus be given the people as to the proper mode of curing, and actual practical instruction imparted to those who desired it.

MONTREAL GROCERS' PICNIC.

The Montreal Retail Grocers' Association held a special meeting on Thursday, June 16, to hear the reports of the different committees who have been entrusted with the management of the annual picnic. About twenty members were present. The secretary acknowledged the receipt of many contributions from the wholesale trade and other friends of the association. As soon as the list is complete it will be published in THE CANADIAN GROCER.

The session was a short one and all other business was laid over until the regular monthly meeting.



A Perfect Cheese.

Keep in a Cool Place.

None Better Made.

Dull
Dull!
Dull!!

"With the thermometer standing at 90 I expect business to be dull"—perhaps you say this on a hot summer day. As we've said before, you can make business as dull as you want it to be. If you really want to liven it up, you can do it with that warm weather cereal, Tillson's Flake Barley — IT DOESN'T HEAT THE BLOOD.

Folks will eat it regularly for the breakfast porridge once they try it. It invigorates like Rolled Oats, but IT DOESN'T HEAT THE BLOOD.

**Tillson's
Flake Barley.**

THE TILLSON CO'Y, LIMITED

Flake Barley in
25-pound wooden kegs.

Tillsonburg, Ont.

INJUSTICE TO GROCERS.

THE following appeared in a recent issue of The Kingston News: "Dear Mr. Brewster,—I feel greatly interested in your letters, especially your chats with the groceryman. I was just thinking how hard it is nowadays for the groceryman to make ends meet. He pays a heavy license, a fine if you like to call it, for keeping a stock of showy goods, and every improvement he makes the fine gets larger. I have to make \$100 profit each week to pay rent, taxes, insurance, clerk hire, for horse feed, etc., and if I get my clothes and 21 meals each week out of the balance, I am lucky. And why the cause of all these charges? Simply this: that a certain class of individuals from back of Sun-down have come to town and are shooting here and there like torpedo boats peddling from door to door, selling cheap—but

deluding poor, innocent citizens by giving light weight. Shaking and skimming berry boxes, making six bags of potatoes out of five, and doing all sorts of 'leetle' things, besides being a nuisance to citizens. Now, Mr. Brewster, you may think I am hard, but I think it is impossible to be too hard on such a class of so-called ready-made grocers. Dear Brewster, it is hard for an honest groceryman to sell honest goods when the spurious goods are allowed to be handled at will by such people as I have mentioned.

"A lady told me a short time ago she bought a bag of potatoes from one of these dealers, and she had it weighed. She was out just twelve pounds. Now, what is the result? I know several grocerymen who, a few years ago, hired married men, representing so many families, but who now hire boys. Hoping you will soon find a remedy for the evils, I am,

"ANOTHER GROCERYMAN."

NEW STORES STARTING.

C. W. Fraser has started in business as grocer in Halifax.

Noble Graham has commenced business as grocer in Prescott, Ont.

James Ward has commenced business as fruit-dealer, etc., in Fort Erie, Ont.

McLaughlin Bros. have opened out as confectioners and bakers, Prescott, Ont.

Postmaster McKinnon, of Priceville, Ont., has opened out a grocery store in that village.

A dozen women were pounced upon, one after another, as they came off the ferry on Saturday night, and taken into the Windsor Customs house. Smuggled goods were found concealed on their persons to the value of about \$10 each. Addresses of the ladies were taken, with a view of prosecuting them. —Windsor, Ont., Record.

Do you know that the average Grocer does not make enough profit?
All Pure Gold Goods pay you **very well indeed.**

Besides, the Company assist you to sell their goods.

Why, then, not give us a chance to help you lift up the ratio of profit?

SELL GOOD, PROFITABLE LINES ONLY.

PURE GOLD MFG. CO., 31-33 Front St., E., TORONTO

OLIVES

"SELECTED" and
"MAMMOTH"

in 8 oz., 10 oz., 16 oz. and 18 oz.
Fluted and oval bottles.

PRICES RIGHT.

Our Travellers will be pleased to show you our "Special Design" Fancy 5-lb. Tea Canister. Lithographed in three colors and embossed in gold. Undoubtedly the handsomest package ever offered in Canada. Sells on sight.

THE DAVIDSON & HAY, LIMITED, Wholesale Grocers. TORONTO

POTENCY OF CONCENTRATION.

"SEE a great lawyer like Rufus Choate," says Dr. Storrs, "in a case where his convictions are strong and his feelings are enlisted. He saw, long ago, as he glanced over the box, that five of those in it were sympathetic with him; as he went on, he became equally certain of seven; the number now has risen to ten; but two are still left whom he feels that he has not persuaded or mastered. Upon them he now concentrates his power, summing up the facts, setting forth anew and more forcibly the principles, urging upon them his view of the case with a more and more intense action of his mind upon theirs, until one only is left. Like the blow of a hammer, continually repeated until the iron bar crumbles beneath it, his whole force comes with ceaseless percussion on that one mind till it has yielded, and accepts the conviction on which the pleader's purpose is fixed. Men say afterward, 'He surpassed himself.' It was only because the singleness of his aim gave unity, intensity and overpowering energy to the mind."

"Daniel Webster," said Sydney Smith, "struck me much like a steam-engine in trousers."

As Adams suggests, Lord Brougham, like Canning, had too many talents; and, though as a lawyer, he gained the most splendid prize of his profession, the Lord Chancellorship of England, and merited the applause of scientific men for his investigations in science, yet his life, on the whole, was a failure. He was "everything by turns, and nothing long." With all his magnificent abilities, he left no permanent mark on history or literature, and actually outlived his own fame.

Miss Martineau says: "Lord Brougham was at his chateau at Cannes when the daguerreotype process first came into vogue. An artist undertook to take a view of the chateau, with a group of guests on the balcony. He asked his lordship to keep per-

fectly still for five seconds, and he promised that he would not stir, but alas!—he moved. The consequence was, that where Lord Brougham should have been there was only a blur. So stands the view to this hour.

"There is something," remarked Miss Martineau, "very typical in this. In the picture of our century, as taken from the life by history, this very man should have been the central figure. But, owing to his want of steadfastness, there will be forever a blur where Lord Brougham should have been. How many lives are blurs for want of concentration and steadfastness of purpose."

"I resolved, when I began to read law," said Edward Sugden, afterwards Lord St. Leonard, "to make everything I acquired perfectly my own, and never go on to a second reading till I had entirely accomplished the first. Many of the competitors read as much in a day as I did in a week; but at the end of twelve months my knowledge was as fresh as on the day it was acquired, while theirs had glided away from their recollection."—Pushing to the Front.

PERSONAL MENTION.

Mr. T. O. Leonard, of Detroit, representing the Kingsford's starch, was in Toronto on Tuesday and Wednesday on his usual monthly business visit.

Mr. E. B. Eddy, of The E. B. Eddy Co., Limited, Hull, Quebec, is in Toronto this week.

Mr. John Pinder, of Montreal, was in Toronto this week.

SEEDS RAISINS BY WHOLESALE.

W. Northrop, the inventor of the Northrop fruit dresser, is adding to his facilities for cleaning fruit a large power raisin seeder, with a capacity of two tons per day, for which he has secured the patent rights in Canada.

ADVERTISING TO CONSUMERS.

THE phrase is becoming somewhat of a chestnut, says St. Paul Trade Journal. To be sure, there is much virtue in employing a style of advertising that will reach the class who are the eventual users of the particular article advertised. At the same time, it must be remembered that every retailer has a large number of customers who will accept his word for anything they buy, against all the advertising that may be published from January to December. John Jones may advertise his soap for years, and spend thousands of dollars in inducing some housekeeper to ask for "Jones' Soap." When she goes to the store and asks for it, her grocer, whom she has known for years, and who handles Smith's Soap, which is brought to his attention through his trade paper, will say to her with a smile: "My dear Mrs. —, I cannot really advise you to use that soap. It has been tried, and has not given satisfaction. Here is something that I can recommend, however." And Jones, who has advertised to the consumer, makes no sale, while Smith, who has used the trade journals and reaches the storekeeper, gets the business.

The point we make is simply this—that the element of the effect of the advice and suggestion of a known and trusted family merchant is too often overlooked. It may have as much, or possibly more, weight with the buying public than the advertisements that go direct to the consumer. This is, of course, assuming that competing articles are of equal merit, as a large percentage of them are at the present time.

Advertise to consumers by all means, but at the same time do not overlook the tremendous effect of gaining the eye and ear of the man who can influence more sales than all the "advertising to consumers" in all the "family" publications in the country.

H. P. Eckardt & Co. have just received a shipment of Amalies currants in half-cases.

CHINA'S TEA TRADE.

THE following is taken from The N.Y. Commercial Advertiser: "Speaking the other day, of the effect on the China tea trade of the present complications in the Far East, a well-known authority in the trade said:

"It appears to be probable that China, unless she wakes up and does something, will gradually lose her tea trade. China teas of the finer grades are certainly as good as any other teas in the world, if not better, but the greater energy of the virile and progressive Anglo-Saxon men who control the Indo-Ceylon tea industry is making itself felt. With unlimited capital, with the use of machinery and with modern business methods, the Anglo-Indian tea planters are having a "walkover" in the contest with China. Racked by internal disturbances, verging on a revolution, menaced by foreign powers and threatened with dismemberment, her public men and officials sunk to the lips in corruption, poor old China apparently has neither the inclination nor the time to protect and foster her industries and commerce. The ultimate result will probably be that China will be divided up by Great Britain, Russia, France and Germany, and that European capital and energy and business methods will come to the rescue of the already imperilled China tea industry.

"With the Japanese, however, the situation is different. Of great enterprise and business push, these Yankees of the east have learned a lesson from their loss of a great portion of their European tea trade, and are now thoroughly alive to the importance of holding what they have and increasing it. The Japan Tea Traders' Association, which is practically a branch of the Department of Agriculture of the Japanese Government, has now complete control of the tea industry of Japan. All the tea planters of that country, numbering over a million altogether, are compelled by law to belong to the association, which is under the immediate control of a committee in Tokio. This committee, in order to maintain the quality, examines, or causes to be examined, every package of tea exported from the Empire. At the present time, Japan proper exports one-half of the tea used in the United States and Canada. With the addition of Formosa, which now belongs to Japan, this large proportion is increased to two-thirds. This is a vast business, and the Japanese are thoroughly alive to the importance of retaining it. A year ago, the Government appropriated \$400,000, to be expended in advertising Japan teas in this country. Negotiations are now being conducted which, if successful, will increase this amount to upward of \$2,000,000. I am

also informed that tea-rolling machinery is rapidly supplanting hand work in Japan, and, as the Japanese are, besides, and in contradistinction to the Chinese, one of the cleanest people in the world, it will be readily seen that the Ceylon and other Indian tea planters have their work cut out for them in seeking to displace Japan tea in the American market. It is an interesting struggle."

"On the general subject of tea and its preparation, the gentleman quoted said: 'It is said that the United States of America consumes the poorest teas in the world. This is caused partly by a lax enforcement of the pure food laws, and partly by the fact that Americans are not really good judges of tea, and do not demand the best. Another contributory cause is, no doubt, the ignorance and carelessness of many dealers who handle the fragrant herb. The tea plant is a very delicate one, and its product, the tea of commerce, is equally delicate, yet in thousands of stores in this country teas are kept in open boxes or bins in close proximity to fish, vegetables, butter, cheese and other interesting, but unpleasant smelling articles of commerce. Even if tea is kept away from foreign odors, it ought not to be kept in stock in open packages. A certain proportion of its strength and flavor is sure to escape if the air can get at it. The ideal, indeed the only sensible way for the dealer to handle tea, is in small, airtight packages which can be sold unbroken to the retail customers. These packages preserve the delicate strength and flavor intact until the tea is required for consumption.

"In China and Japan the art of properly making tea is an important part of the female education. Indeed, everyone, from the highest to the lowest, seems to be well versed in this important matter. The following recipe for making tea was written by the Chinese Emperor Kien Long, who departed this life in 1799: "Place over a gentle fire a well-seasoned and long-used vessel filled with the pure water of melted snow. Boil it long enough to turn a lobster red and then pour it upon the leaves of the choicest tea in a tea pot of the finest porcelain. When the thick cloud issuing from it becomes a fine mist floating upon its surface, pour it into the cup and drink it off. This precious liquor will drive away every care. The delicious state of quietude produced by such a beverage must be felt and cannot be described."

HAD TO GET A NEW WAREHOUSE.

The Fairbanks Co. which has been doing business throughout Canada for over 40 years finds its trade increasing to such an extent that it has recently decided to open an extensive warehouse in Montreal, from

which place all Canadian orders can be filled with even greater despatch and satisfaction than heretofore. The large building, No. 749 Craig street, has been secured, and extensive alterations and improvements made, enabling the company to use the four flats and basement to the best advantage.

It is proposed to carry, and have always in stock, a full line of scales, asbestos disk valves, asbestos packed cocks, store and warehouse trucks, portable forges, factory and mill supplies, etc., and all goods sent from this branch will be inspected, and orders filled according to Canadian requirements.

The company manufactures about 7,500 modifications of weighing-machines, and will make a special effort to meet all requirements. One of the latest improvements, which will be of interest to many, is a scale, the beam of which prints tickets registering the weight of the load upon the platform, thus doing away with all possibility of mistake, and keeping a record for future reference.

One of the features of interest to visitors to the warehouse is a display of the numerous gold, silver and bronze medals awarded the firm from all the leading exhibitions of the world, certifying, as they do, to the high quality of its goods.

THEY ARE GOOD PICKLES.

An exchange in an article on pickles, says: "Famous among the American brands are the goods manufactured by Williams Brothers & Charbonneau, of Detroit, Michigan. Their product is enormous. The quality of all goods of their manufacture is second to none in the world. The style of their packages is unique and elegant. Their business is conducted on a very extensive and broad plan, which includes raising cucumbers and other vegetables and fruits on immense farms, which are models of modern agricultural development. From the farm to the glass bottles in which they are sold to the consumer, all the labor of raising, salting, pickling and packing, is done by this great house on their own premises. From the planting of the seed to the shipping of the product, constant care and vigilance places Messrs. Williams Brothers & Charbonneau in an enviable position among the pickle manufacturers of the world. Their line of pickles, preserves, mustards and condiments, are justly famous among dealers and consumers everywhere."

A. E. Richard & Co., of Hamilton, are the selling agents for these goods for Canada. The quantity distributed by them this season, has, they say, been enormous, averaging about 500 cases per week, and the demand is increasing.

NEW JAPAN TEAS.

We have now in stock and arriving
New Season Japans, ranging from
eighteen to thirty-five cents.

H. P. ECKARDT & CO.

Wholesale
Grocers

TORONTO

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

And all Grocers' Sundries

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

Sample room

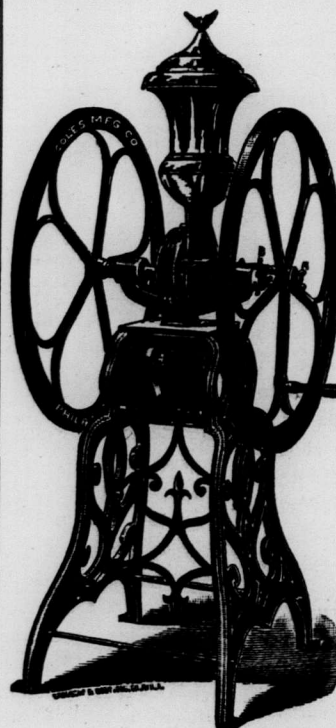
...MONTREAL, QUE.

56 and 58 Front West, TORONTO.

Sold and highly
recommended by
all leading gro-
cers.



**Sovereign
Matches**



Notice.

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

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

We Claim to have the
easiest and quickest Grinders.

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

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

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

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

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.



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

THE MacLEAN PUBLISHING CO Limited.

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Telephone 2148.
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WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

CANADA LEFT OUT IN THE COLD.

THE cable announces that in the new treaty which Germany is making with Great Britain, the Dominion of Canada is to be denied the privilege of sharing in its provisions.

In taking this stand, Germany has, doubtless, been actuated by the spirit of retaliation because Canada was instrumental in inducing the British Government to renounce the treaty of 1865.

It is to be regretted that the German Government is inclined to be revengeful over the matter. It is undignified and unbecoming a great civilized nation.

Canada, when she induced the British Government to renounce the Belgian and German treaties of 1862 and 1865, respectively, was actuated by no desire to injure either of these countries. Her motive, purely and simply, was to be freed from the provisions of treaties made before the Dominion was born, and which prevented her, a self-governing colony, from according tariff preferences to the Mother Country.

But, even had the German Government been willing to accord, under the new

treaty, favored nation privileges to Canada, as to whether we would have accepted them would have depended upon ourselves, for some years it having been the policy of the British Government, when making treaties with foreign countries, to provide that the Dominion could refuse or accept them at will.

Since 1880, Canada has refused to accede to no less than thirteen treaties which the British Government has entered into with foreign nations. The last to which she refused to accede was that with Japan, signed by the Imperial authorities a couple of years ago.

The treaties to which, since 1880, she has acceded are only two, and they were with Muscat and Uruguay.

As a purchaser of Canadian products, Germany does not rank high. Last year, the total exports to that country only amounted to \$1,045,432. In 1896 they were \$757,331, and in 1895 \$626,976. And, although among Germany's customers Canada only ranks about sixteenth, yet this country is a much larger buyer of German products than the latter is of Canadian products, the Dominion in 1897 importing \$5,785,546 worth from that country.

Great Britain is incomparably above all other nations Germany's best customer. According to the last returns we have to hand, the exports from Germany to Great Britain were valued at 675,522,000 marks, while the next in order was Austro-Hungary, with 373,912,000 marks. Of Germany's total exports, between one-fourth and one-third are to the British Empire.

CANNED MEATS LOWER.

A reaction from the phenomenally high prices which have for some weeks been ruling on canned meats has begun.

The reduction began with the United States packers, and this week the packers in Canada have followed suit.

The reduction in the price of Canadian canned beef is 15c. on 1's, 35c. on 2's, \$1.25 on 6's and \$1.50 on 14's.

The wholesalers are now quoting as follows: 1's, \$1.55 to \$1.60; 2's, \$2.80; 4's, \$5.75; 6's, \$8.75 to \$9; 14's, \$20.

Under the new quotations the prices of Canadian meats are still materially below those of the United States product.

SUGAR UNSETTLED.

THE sugar market has been rather unsettled during the past week and still continues so. The chief influence in producing this condition is the heavy disposition of beet abroad, prices on that staple having dropped fully 6d. since June 9.

Last week, both present and next month's shipments were quoted at 9s. 9d., whereas, this week, present month is offered at 9s. 7½d., and next month, 9s. 8¼d.

Cane continues steady, for there is little of it offering, but it is the fluctuation in beet that exercises the most influence on the price of Canadian refined.

This condition, and the fact that agents of foreign sugar take advantage of every fluctuation in the raw market to offer goods, keeps domestic refiners on the watch, so that no business may slip away from them. As a result, Canadian standard granulated was marked down 1-16c. per pound this week. This is a decline in the past fortnight of 3-16c. per pound.

With regard to foreign sugars, it is understood that offers of English sugar, in bags, is being made at 3½c.; and German and Dutch sugars at 4c.

Demand at the refineries is rather quiet at the moment, though it is expected to pick up soon, as the preserving season will commence in a short time.

CANNED VEGETABLE FUTURES.

THE decision of the Canadian packers, at the meeting held in Toronto last week, to fix the price of tomatoes at 80c., of peas at 75c. and of corn at 70c. has induced some talk but no business.

The prospects for the present season are for a large yield. And this naturally does hot help matters as far as the packers are concerned.

But the greatest deterrent to business in futures is the price. Last year, the bulk of the tomato pack sold at 65c. per dozen. Peas opened at 60 to 62½c., and corn at 55c.

Then, before the packers met last week, some of the wholesalers contracted for the bulk of their season's supply of tomatoes at 70c. per dozen.

Wholesalers do not deny that they may ultimately have to pay the prices asked by the packers, but, in the meantime, they prefer to wait developments.

HOW TO START A CASH BUSINESS.

CASH stores are springing up all over the Dominion. Some are new stores, and some are old stores which are forsaking the credit for the cash system.

THE CANADIAN GROCER is, from time to time in receipt of letters courting suggestions as to ways and means of inaugurating the cash system, both from those who are going into business for the first time, and from those who are already in business, and desire to adopt the more modern system.

The same modus operandi would scarcely be applicable to all cases, but there are certain principles which may be referred to, and which may be of some help in the premises.

The merchant who will find the greatest difficulty in adopting the cash system is unquestionably he who is already in business and has been following the credit system. Most of his customers have probably been dealing with him for years, and many of them have probably been getting three, six, or twelve months' credit. How to get them conformed to the new order of things is the problem to be solved.

The giving of credit, and the accepting of credit, is a habit, and habits are not easily broken, especially when they have been years in operation. There is a song which says "Don't get in the habit of it," and it applies to the credit system as well as to other things which are evil in their tendencies.

In departing from the credit system, and conforming to the cash system, some customers are certain to be lost. Some will be lost because of their inability, fancied or real, to pay cash. Others will be lost because their dignity will be touched by the new order of things.

Obviously, then, a careful intelligence should be exercised. The change from credit to cash should not be made suddenly.

It would be the height of folly for a merchant to decide on Saturday night that when he opened his store on Monday morning not an ounce of goods should cross his counter unless the cash or its equivalent was first in his till. He would lose half his customers; and it would serve him right.

When a merchant has decided to throw overboard the credit system and take on

board the cash system, he should give his customers at least one month's notice.

As a preliminary step, he should announce his decision in the advertising columns of his local paper. Then, a personal letter to each of his customers, setting forth his intentions, would materially help in the premises. In the store, a hanger might be placed, announcing that on and after a certain date the credit system would be discarded and the cash system inaugurated. And then, on every opportunity, the merchant and his clerks should speak to customers of the proposed change and dilate upon its advantage to the customer.

The most careful of merchants who do a credit business annually lose money from bad debts. And every dollar so lost is so much added to the cost of doing business, which, in turn, must be borne by the goods which are sold.

These are facts which, in letter, in advertisement, and in conversation, should be pointed out to customers.

The merchant who does a cash business is in a position to sell his goods at a lower figure and still make as good, if not better profit than his competitor who sells on credit. And he is expected to sell cheaper. If he does not his efforts will be sadly handicapped.

Let him put himself in the place of his customers. Would he buy from A for cash if, other things being equal, he could get the same things from B at the same price and secure from one to twelve month's credit? Of course he would not.

The department stores are enabled to sell at the close figures they do because their business is carried on wholly under the cash system.

Country merchants who adopt the cash system are, in this particular, therefore, on an equality with their great department store contemporaries. And out of this fact they should make all the capital they possibly can.

While it is not as essential that persons just starting into business and under the cash system should take as much pains to acquaint the public with the fact, as those who are leaving the credit for the cash system, yet it is essential, nevertheless,

The new merchant is different from the old merchant in one important particular: He has no customers whom, in adopting the cash system, he has to mollify. But, like the other, he has need to advertise, and advertise well. If not, his chances of success are poor. He, too, like the merchant going from credit to cash, will find it necessary to show the consuming public that by selling for cash he can do better as far as prices are concerned, than he could if he adopted the credit system.

There are, doubtless, some now doing a credit business who deem that the best policy would be to gradually give up the credit system, and not do so at one fell stroke. In other words, they would continue giving credit to the good customers, but add no more to their list, new customers being compelled to pay cash.

Perhaps, in some instances, this would be the better plan to follow. But a merchant would have to decide this for himself. It might and it might not be satisfactory. It would, at any rate, be unsatisfactory if Mr. Brown knew that Mr. Smith was getting credit at Jones' while he, notwithstanding his good financial standing, was denied it.

But perhaps the experience of an Eastern Ontario merchant might be cited. He decided to have two prices—one for credit and the other for cash customers. He advertised this fact, and in the rear of his store kept suspended a large sign announcing the fact to every customer who entered the store. He experienced some difficulty at first, but eventually he began to be understood. Finally, however, he discarded altogether the two-price system and confined himself to one, the cash price, for he had adopted the cash system.

Some people have asked questions in regard to coupons and trading stamps as helps to doing a cash business. We could not recommend them. They are, at best, but a temporary expedient, and unsound in business practice.

Success can only be really obtained by a man managing his own business. Let him have fair capital as represented in brains and money, reliable goods in his store, ideas and energy in himself, and he will be successful under either the credit or cash system, but especially under the cash system.

THE TEA STANDARDS.

THE Hon. W. Paterson, Minister of Customs, has this week been paying a good deal of attention to the proposed changes in the method of testing tea imported into the country.

On Tuesday he was in Toronto to consult with the trade in regard to the matter, and a conference took place in the Board of Trade building. There was a good attendance of wholesalers and brokers.

It was pointed out to the Minister that to put standards into effect at this time of the year would be most inadvisable. In March last the importers had been given to understand that no changes in the method of testing tea would be made this year. On the strength of this the trade had placed import orders for tea, large quantities of which would not arrive for several months hence. Therefore, to fix standards now would be an injustice. The proper time to do so would be in January.

That night Mr. Paterson returned to Ottawa, and on the following day (Tuesday), in response to invitations which had previously been sent out, he held a conference with tea importers from different parts of Canada.

There were present: Messrs. T. H. Estabrooks and W. R. Miles, St. John, N.B.; Alex. Anderson and P. S. Doyle, Montreal; T. C. Bates, Ottawa; T. McPherson, M.P., Hamilton; F. Dane and James Ince, Toronto.

The immediate putting into effect of standards was again deprecated, and the consensus of opinion was that January was the most suitable time. Against the adoption of the United States standards the importers strongly urged. And in support of this contention it was pointed out that under the law in operation across the border fine and high priced teas had sometimes been rejected. One lot, for instance, of broken Pekoes and broken Orange Pekoes, the first cost of which was 28c., had been rejected at one of the United States ports of entry and afterwards sold at a sacrifice in Toronto. It was held that the duty of the Government was not to keep out low priced teas, but to keep out spurious and injurious teas.

It was also urged that the standards should be fixed by experts, and that they

should be prepared in December, going into effect the following month.

In order to provide for the inspection of teas for the present season, this recommendation was made: That samples of Japan teas invoiced under 12c., China black teas under 9c., China greens under 10c., and Indian and Ceylon teas under 10c., should be submitted to an expert at Ottawa for examination by the infusion test, all teas above these prices to be passed without this test being applied, except when it was deemed necessary to do so.

When the proposed tea standards went into effect, the Minister was urged that an expert be appointed at each of the chief commercial centres, whose duty, in case of a dispute with the regular expert at Ottawa, would be to revise his inspection and report thereon to the Department.

Hon. Mr. Paterson expressed a strong desire to fall in with the views of the tea trade, but, of course, did not say what would be the final outcome of the representations. The trade came away with a high opinion of Mr. Paterson.

It is when trade conditions are bad, not when they are good, that business men are most zealous for good business methods.

STRAWBERRIES CHEAP.

As was noted in these columns, a large crop of Oakville and Niagara strawberries was anticipated this season, but none of the dealers and few of the growers fully realized the abundance of the crop till the immense receipts in Toronto sent prices tumbling all round last week. The fine rain on Sunday and Monday had a wonderful effect, and strawberries are now more plentiful than they have been for years. This can best be realized by comparison of prices.

The prices ruling this week are about 3½ to 5c., while the range last year was from 6 to 10c.; in 1896, 6 to 8c., and in 1895, 8 to 12c.

The low prices have made it useless to ship very poor stock, so the average quality this year is easily higher than in former years.

If some people used their heads as often as they do their feet they would do more and better work, and that without any greater impairment of vitality.

DROPS FROM THE EDITOR'S PEN.

Don't do what will not pay you morally or financially.

Discreetness is as essential in business as it is in politics.

When a commercial traveler is on the road he is on business.

Goods, like men, must have a good reputation to be successful.

If you would be successful do what you can, not what you would like.

System, no merchant can exist without, but o'ermuch of it is injurious.

Every day of rest ought to add a week to the existence of those who partake of it.

Bad business methods will work a hole that will, in time, sink the biggest business afloat.

When men cannot see eye to eye with each other it is sometimes fist to fist that they get.

Business men do much for the politicians, but it is little the politicians ever did for the business men.

Young Leiter is lighter in pocket through his wheat speculating collapse, but heavier in experience.

A man may be rich in money, but if he is poor in character it is very little credit that he will get.

If a man does not set some value upon himself, how in the world can he expect that other people will.

When a man resorts to dishonest methods it is an evidence that he has not brains enough to be wise.

When a merchant treats his customers well it is not a logging chain that he requires in order that he may hold them.

"Remember the Maine," cry our cousins to the south. Yes, it is always well for merchants to remember the main—thing.

If all purposes in life were attained by first efforts, few, if any, great men would there be to-day in business, science, politics or religion.



The **E. B. Eddy Company, Limited**
HULL, CANADA.

Is the Leader in the

MATCH BUSINESS

Telegraph
Telephone
Tiger
—
Safety
Parlor
Wax

Because Mr. E. B. Eddy is the originator, producer, and seller of the most of the

BEST MATCHES

made in **Canada.**

Hull
Quebec
Kingston
Winnipeg

Montreal
Hamilton
St. John, N B.
Victoria
St. John's, Nfld.

Toronto
London
Halifax
Vancouver

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HINTS TO BUYERS.

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

DGUNN, BROS. & CO. have recently booked orders from a number of new customers for their "Maple Leaf" brand of smoked meats and lard.

One small dealer had 57 calls in one day for "Enameline."

T. Kinnear & Co. report a good trade in "Crown" brand mustard.

H. P. Eckardt & Co. have a shipment of Valencia shelled almonds to hand.

W. H. Gillard & Co. are handling "Beaver" and "Crown" fruit jars, all sizes.

Upton's marmalade, in 1-lb. glass, has been a big seller with The Davidson & Hay, Limited.

A shipment of imported Japan, polished Patna and Java rices is to hand with T. Kinnear & Co.

Young Hyson, points, and gunpowder teas are being offered in variety by Lucas, Steele & Bristol.

A carload of selected Valencia raisins is offered at specially close prices by The Eby, Blain Co., Limited.

The Davidson & Hay, Limited, is showing some fine values in Ceylons, Pekoe Souchongs and Pekoes.

Domestic sardines, $\frac{1}{4}$'s, in oil, and $\frac{3}{4}$'s in mustard, are constantly in stock with The Eby, Blain Co., Limited.

Attention is called to the attractive booklets Lucas, Steele & Bristol are distributing with their "Diamond Crystal" salt.

Now in stock with W. H. Gillard & Co. "Leader" cut tobacco 9's, a 5c. package of good quality and attractive appearance.

Warren Bros. & Co. have taken into stock an exceptionally choice bright raw sugar, which they are offering at a low figure.

Fruit sugar during the season is one of the specialties of The Eby, Blain Co., Limited. It is ground by their own machinery.

The Davidson & Hay, Limited, is showing an exceedingly handsome 5-lb. tea canister, in which it is packing special blends as required.

"The sale for 'Kolona' pure Ceylon tea is steadily increasing with our customers, and we are pleased to say that their number is increasing every week. We attribute this to the facts mentioned in our announce-

ment in this week's issue, to which we draw the attention of the trade, and respecting which we shall be glad to answer all enquiries for quotations, etc.," say The Eby, Blain Co., Limited.

Lucas, Steele & Bristol report a good sale for their Crystal beverages. They prepay freight and freight on empties returned in 5-case lots.

Pineapple, new pack, in 1-lb. flat, oval tins, "Extra Bahama" grated and triangular cut, is in stock with The Eby, Blain Co., Limited.

Just in store with W. H. Gillard & Co. a large shipment of Gillard's new pickle which this firm have had such a successful run on for several years past.

Lucas, Steele & Bristol are sending out with their "L.S. & B." and "Empire" coffees, simple directions for making coffee, which should be appreciated by their customers.

"Clearing prices" for California prunes, peaches and apricots are moving out the balance of The Eby, Blain Co.'s stock at a lively rate.

Nearly all the coffee now sold by grocers is of good quality, but is spoiled in making. Few people, especially those in hotels, understand it. Lucas, Steele & Bristol urge that cold milk should never be used.

The Davidson & Hay, Limited, has to hand this week a large shipment of Spanish olives, packed expressly for themselves under their own brand. "Buyers can fill their requirements in all grades at rock bottom prices," say the firm.

TWO WINDOW DISPLAYS.

Two windows recently described by a writer on grocery topics, appeared as follows:

A SOAP DISPLAY.

In this display there was a wall extending right across the window, and made up of washboards, packages of washing powder, and other washing materials. In the centre of this wall were two pillars of soap, in between which was a regular wooden gate, swinging on hinges, and marked, "Gateway of cleanliness." On top of each pillar was a bucket, with cotton batting on top to represent soap suds. The floor of the window was a white gloss starch, and set into this was a pathway of white and mottled castile soap leading to the gate.

A COFFEE DISPLAY.

All kinds of coffees were displayed in this window but a leading feature in the display was a sort of fort formed with the different brands of package coffee with the prices hanging in front. From this fort of coffee protruded several water pipes with apples wrapped in tin foil discernable at their mouths, to represent cannons ready to be fired. A label in front proclaimed "Death to high prices."

FEMALE CLERKS.

PROFITS are getting so small and expenses are increasing in a ratio so out of keeping with the business done that many grocers are contemplating employing female clerks, claiming that they can do all the work except the lifting and order deliveries. This is, of course, on the presumption that the wages will be less than men must be paid. And yet the grocery clerk (hours of labor considered) is paid a very small wage. Too bad that these labor men who agitate for short hours and high wages for clerks cannot see that the first essential to these desirable reforms is a good profit on goods sold. Ninety-five per cent. of those agitators will buy their goods at some cut-rate store, departmental concern or supply house. The inevitable result will be that men will be displaced by women as clerks. A reform to be effective must contemplate all the questions that enter into the solvment of a hard commercial problem.—Commercial Enquirer.

MR. MARCEAU GOING TO EUROPE.

Mr. E. D. Marceau, of L. Chaput, Fils & Cie, Montreal, sails on the ss. Umbria from New York on Saturday, 25th inst., for a six weeks' trip throughout England, Ireland and France. He proposes visiting London, Liverpool, Manchester, Dublin, Glasgow, Paris, and other trade centres, and will combine business with pleasure. THE CANADIAN GROCER wishes him a pleasant and successful trip.

Just try the effect
of our

**Metallic Cornices
Sky Lights and
Sheet Metal Fronts**

They make old buildings look like new at slight expense—and are the most handsome, durable and economical finish you can find for new buildings—dry, warm, and fireproof.

Our new catalogue gives full information—send for it and decide to use our up-to-date building materials.

Metallic Roofing Co.,
Limited

1180 King St. West, TORONTO

A BOOM IN PORK PACKING FACTORIES.

HERE is one other particular in which Canada is likely to be benefited by the popularity of its pea-fed bacon in Great Britain, besides the actual consumptive demand for it, and that is by the starting of pork-packing factories in this country by British capitalists.

Within the last few weeks, representatives of British syndicates have been in Nova Scotia, New Brunswick, and Ontario, looking for favorable sites on which to start these factories.

Already a company, with a capital of \$150,000, is seeking incorporation for the purpose of starting a factory at Brockville, Ontario, work on which will be started as soon as a site is secured. Then, a member of a Liverpool firm is looking for a site in Western Ontario, on which it is prepared to erect a \$50,000 building, and is trying to induce Ballantyne & Sons, of Stratford, to join him in the enterprise.

In New Brunswick, a joint-stock company is being organized, with a capital of \$100,000. The site of the proposed factory will, in all probability, be on the Strait shore. Nova Scotia is likely to have a pork-packing factory at Middleton, on the Yarmouth and Annapolis railway.

In Charlottetown, P.E.I., the unremitting exertions and intelligent enthusiasm of Mr. Pakenham, of Dublin, Ireland, are meeting with the appreciation they deserve, and we expect, in the near future, to see a practical result from his efforts.

Stouffville, again, is not far behind, and we hear of \$40,000 being raised in ten minutes at a farmers' meeting lately, to start a joint stock company for the same purpose.

The increased demand for good bacon and pork, has led to a corresponding improvement in hog raising. Mr. Brethour, of Burford, is said to produce the best Yorkshire bacon hogs in Canada. He proposes making a study of the bacon trade in England, and is certain to make a success of it, as he has studied all its branches in Messrs. Davies' and Fearman's houses, than which there are no better in the Dominion. Mr. Brethour says that the demand for thoroughbred hogs is excellent; he finds difficulty in supplying them.

Canada is gaining a reputation in Great Britain for its bacon, akin to that which it now enjoys there for its cheese. This reputation has been built up by pea-fed hogs, and, it is to be hoped that the Federal and the Provincial Governments and the pork-packers will hand in hand take steps to prevent this reputation being sullied

through the ignorance or carelessness of hog-raisers.

That a warning is necessary is obvious. Not only corn-fed, but, even grass-fed pork is being marketed. No one can prevent farmers feeding corn, grass, or even glass to their hogs if they so desire, but some vigorous and efficient means should be taken to see that the bacon of hogs so fed does not cross the Atlantic. Canada cannot afford to jeopardize its export bacon trade because a few people are short-sighted enough to feed their hogs with food, which, while it may fatten them, will kill the trade which is now so promising.

QUEEN CITY OIL CO. MOVING.

The headquarters of the Queen City Oil Co. has been moved from 30 Front street to the new building at the northwest corner of King and Yonge streets, where the company will occupy the entire top flat.

The founder of this company, Mr. Samuel Rogers, commenced business about 22 years ago, and already the product of this company reaches to every section of Ontario, involving an immense amount of business, embracing not only the output of the Sarnia Oil Co., but the Canadian agency of the Standard Oil Co.

For the expeditious handling of this large business, branches have been established at Hamilton, Ottawa, Brantford, Belleville, Brockville, Kingston, Napanee, Port Hope, Peterboro', Owen Sound, Orillia, Midland, London, Berlin, Woodstock, St. Thomas and Fort Erie.

A NEW WASHBOARD.

The progressive dealer is always on the look-out for something new and attractive for his customers. New goods draw new trade and retain your regular customers. A new line of washboards is being placed on the market; something that will give satisfaction and not fall apart after once using. No backs to come off, or warp and twist out of shape. The framework is constructed from selected hardwood, and has a patent ventilating feature to allow the water to drain off, and prevents becoming water-soaked, and corroding of zinc, as happens so frequently. The new line is manufactured in ten grades, with single and double surface, and improved tops. Every board is warranted if branded "Boeckh." Write to Boeckh Bros. & Co., Toronto, for catalogue and prices.

H. P. Eckardt & Co. are offering special value in select Valencia raisins.

H. P. Eckardt & Co. are offering gallon apples and 2-lb blueberries at a very low figure.

PEDLARS' LICENSES.

THE Toronto Retail Merchants' Association and the Toronto Retail Grocers' Association are using every effort to have the licenses of pedlars doing business in Toronto increased, the associations claiming that the pedlars do not pay a just share of taxation for the amount of business they do.

On Thursday of last week the meeting of the property committee of the city council was attended by a large number of grocers, butchers, etc., and by representatives of the pedlars. The grocers asked that a charge of \$50 for a two-horse wagon; \$30 for a one-horse wagon and \$15 for a hand-cart be charged, instead of the present general rate of \$10, and that the license for hand-baskets be reduced from \$2 to \$1.

The property committee talked long, but adjourned without taking any action.

They were to have met on Tuesday of this week, but, in the absence of the chairman from the city, they did not do so.

The Toronto commission merchants intend backing up the retailers, and the following petition is to be sent from the commission merchants to His Worship the Mayor, and to the members of the Toronto City Council:

GENTLEMEN,—In view of the proposed changes in the market building, we, the undersigned ratepayers of the City of Toronto, humbly beg to draw your attention to the fact that unless some measure is adopted, whereby farmers, hucksters and other vendors of produce are compelled to come to the market to dispose of their goods, in our opinion the money expended in making said alterations will be in vain. Consequently, we, the undersigned ratepayers of the City of Toronto would petition your honorable body so to legislate, that outsiders offering their wares for sale, off the market, will be compelled to pay a license, to put them on equal footing with business houses contributing to the taxes of this city. As it now is, much loss is entailed to the city, and we, as business houses, are put to a great disadvantage and actual loss, on account of the loose way this part of the business is conducted.

SALES AT CHEESE BOARDS.

THE following offerings and sales were made at the various cheese boards during the week:

London, June 18.—133 boxes of May and 3,525 boxes of June cheese were offered; 210 boxes were sold at 7 1-16c.; 340 at 7 7/8c.; 255 at 7 3-16c.; 935 at 7 1/4c.

Cornwall, June 18.—854 boxes of Canadian and 242 boxes of American were offered. The Canadian sold at 7 3/8c. and the American at 7c.

Cowansville, June 18.—2,470 boxes of cheese and 46 boxes of butter were offered; 352 boxes of cheese sold at 7 1/4c., 1,122 boxes at 7 3-16c., and 537 boxes at 7c. Twenty-one boxes of butter sold at 16 3/4c.

Belleville, June 21.—1,360 boxes white, and 175 boxes colored were offered; 545 boxes white sold at 7 3/4c.; 135 boxes white and 175 boxes colored were sold at 7 3-16c.

Ingersoll, June 21.—1,525 boxes offered, and 575 sold at 7 1/2c.

Campbellford, June 21.—1,170 boxes white and 80 colored offered, and 720 boxes sold at 7 9-16c. and 100 boxes at 7 1/2c.

Madoc, June 21.—915 boxes white offered; 700 boxes sold at 7 3/8c.

Quality Talks

When you can offer the consumer the best **Condensed Milk obtainable**, in **BALDWIN'S EXPORT BRAND**, at a very reasonable price. Why not improve your trade and please the public?

Try a sample order—1 Case, 48 Tins; 16 oz. net each. Prices furnished by any Jobber, or write us direct.

Rose & Laflamme, Agents, - Montreal.

CADBURY'S CHOCOLATES

ARE SIMPLY DELICIOUS AND ARE PACKED SPECIALLY FOR CANADIAN MARKET.

CADBURY'S COCOA

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

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

IT IS "A PERFECT FOOD," THEREFORE BEST.

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

VIEW OF MANUFACTORY, BOURNVILLE

SCENE ON CADBURY'S COCOA ESTATE

CADBURY'S COCOA

(Absolutely Pure)
AND MEXICAN CHOCOLATE HAVE AN ENORMOUS SALE ALL OVER THE WORLD.

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

IN ADDITION TO OUR USUAL SPRING IMPORTATIONS OF SOME OF THE LATEST AND MOST SELECT PATTERNS IN

Dinner Sets, Tea Sets, and Toilet Sets

from most of the celebrated manufacturers, we are pleased to inform our customers that our stock for Fall trade is now complete in

LAMP GOODS AND LAMP TRIMMINGS OF EVERY MAKE.

A Trial Order Solicited.

Prices as low as the lowest.

The John L. Cassidy Co.

339 and 341 St. Paul Street

Limited.

MONTREAL



TRADE CHAT.

AN early closing by-law was introduced into the Colborne, Ont., council last week, but was abandoned owing to its "knottiness," as a local paper puts it.

C. E. Lister intends to start a creamery at Chatham.

Butter making has commenced in the Coldwater, Ont., creamery.

The Lindsay, Ont., cheese board, is talking of establishing a creamery there.

The cheese factory at Tignish, P.E.I., is completed, and will be running in a short time.

The store and stock of J. N. Spenard, Three Rivers, Que., was damaged to the extent of \$1,000.

There is a good demand for flour in the West Indies, and large shipments have been made to Barbadoes, Martinique, and other points.

On Friday, last week, Wray & Hawkshaw's flour mill at Lucan, Ont., was burned. The insurance amounted to \$4,500.

W. H. Lewis, auctioneer of the Ottawa Fruit Exchange, has resigned his position owing to disagreement with the directors of the exchange.

The total receipts of creameries in Elgin County, Ont., last year were \$109,610, distributed among three creameries, Tilsonburg, \$31,250; Malahide, \$36,456; Harrietsville, \$41,904.

H. W. Mann, of Bridgetown, Barbadoes, West Indies, has made arrangements in Halifax for a series of shipments of cattle and sheep from that port to Bridgetown.

Mr. E. B. Smith, of Smith & Burton, wholesale and retail grocers, Brandon, Man., had his face badly burned with carbolic acid, which he had mistaken for eyewash.

The Brandon creamery is doing a thriving business. Already over 10,000 pounds of butter have been manufactured, about 1,000 pounds of which have been sold there, the balance going to British Columbia markets. The daily output of the creamery is from four to seven hundred pounds, which is much in excess of last year.

"Mistuh Pinkley," said Miss Miami Brown, "what is dis here diplomacy?"

"Well, I dunno whether I kin transparify the question so's you'll see froo it. But ef de lan'lord come 'roun' foh de rent an' I says I ain' gwineter pay, why, I gits put out. But ef I tells 'im to come 'roun' nex' week, an' nex' week, an' nex' week tells 'im ter come 'roun' ag'in, an' so on, dat's diplomacy."—Washington Star.

EMPIRE TOBACCO CO'S

COLUMN

If the Retailer

will examine the percentage of profit on his tobacco investment he will sell only Tobaccos manufactured by **EMPIRE TOBACCO CO.**

CURRENCY OLD FOX PATRIOT and SNOWSHOE

are our Leaders, and all Wholesale Grocers handle them.

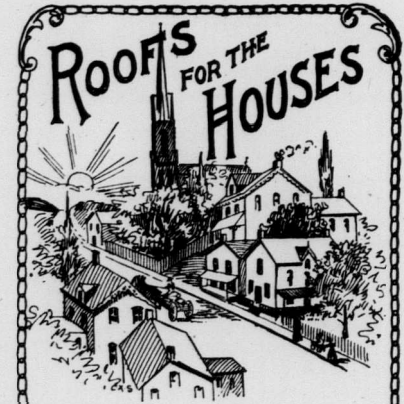
Empire Tobacco Co.

GRANBY, QUE.

BROCK'S BIRD SEED

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

NICHOLSON & BROCK - TORONTO.



32 Years ago

we started the manufacture of sheet metal building materials, and this long experience enables us to offer intending builders all that is desirable in Steel Roofing, Steel Sidings, Steel Ceilings, etc.

We give You

the benefit of our long experience—any of our big catalogues—and up-to-date information on these goods on receipt of a post card.

The Pedlar Metal Roofing Co.
OSHAWA, ONT.

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



TRADE MARK REGISTERED

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

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

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

J. H. TODD & SON,

Victoria, B.C.

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

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

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, June 23, 1898.

GROCERIES.

THE feature of the wholesale grocery trade this week is undoubtedly the sugar market, quotations for which are 1-16 to $\frac{1}{8}$ c. lower than they were a week ago. The demand for sugar is gradually improving, although the Canadian refiners are not yet feeling the benefit of it to any material extent. The fixing of the price by the packers of tomatoes, peas and corn for the coming season's output is the only new feature in the canned goods market. Teas are quiet, Ceylons being the only descriptions for which there is anything like a good demand. Coffees are quiet. Currants are easier in the primary market, and locally the demand is fair, with prices unchanged. In nuts, the only feature is the high price of Tarragona almonds. Syrups and molasses continue dull. Canned beef is lower by from 15c. to \$1.50 per case. Trade generally is not as good as wholesalers would like to see it.

CANNED GOODS.

The feature of the canned goods market is the fixing of prices, by the Canadian Packers' Association, on tomatoes, peas and corn, for the coming season. For tomatoes, the price is 80c., for peas, 75c., and for corn, 70c. No business, however, as far as can be learned, is being done at these figures, especially as some wholesalers have contracted for tomatoes at the price the packers are now asking for corn. There have been some offers of new pack strawberries at \$1.30 per dozen, but the figure appears to be too high to attract buyers. By no means the least of the features is the decline in the price of canned beef, packers' prices being all the way from 15c. to \$1.50 per dozen lower, according to size. Salmon is the most active line in canned goods, the demand for it being good. With the advent of green fruits, the demand for the canned description is falling off. Wholesalers' selling prices of all kinds of canned goods, except meats, are much as before.

SYRUPS AND MOLASSES.

There is practically nothing doing in either syrups or molasses. Advices from New Orleans state that the market there is quiet, with buyers and sellers apart in their views.

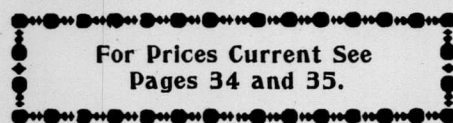
SUGAR.

The condition of the sugar market during the past week has not been satisfactory.

Prices have experienced another reduction of 1-16c. per lb., and, in the lower grades of yellows, even $\frac{1}{8}$ c. reduction is to be noted. No. 1 granulated is now down to 4 $\frac{5}{8}$ c. per lb., and No. 2 domestic and imported granulated are quoted at 4 7-16c. per lb. A new classification of yellows has also been put into operation, there now being a No. 3 at 3 13-16c., and a No. 2 at 3 $\frac{3}{4}$ c. The latter figure is also the price of imported yellows. The wholesalers report the demand much better, but refiners' agents are doing very little yet. Fresh shipments of foreign granulated are this week being taken into warehouse by the Toronto wholesalers, which, no doubt, in part explains the small business which the refiners are doing. An improved demand from this out is anticipated.

NUTS.

The strength of the Tarragona almond market is still being maintained. To-day old crop would cost 10c. per lb. to lay down



here, and new, for shipment in September, would cost the same figure. Prices, compared with a year ago, are 30 per cent. higher.

COFFEE.

The local market is quiet and unchanged. Fluctuations in exchange continue to interfere with business, and easier advices from Europe do not tend to add to the strength of the market.

TEAS.

Ceylon teas are still selling well on the local market. The London market has been showing good values in these teas for three months past. Prices there have a little higher tendency, all fine liquoring teas being keenly competed for at $\frac{1}{2}$ d. to 1d. per lb. advance. The Ceylon teas which are receiving the most attention on the local market just now are medium grades, which are showing unusually good value. Japans are coming forward more freely, although a cable from Yokohama states that there was no room on the Empress of China, which sailed on the 16th inst, for teas for Canada, all on board being for the United States. This will make Japan teas scarce on this market. The teas coming forward show good liquor, but there is not much business being done. China

teas are neglected. Most, if not all the teas shipped from Toronto to the United States appear to have got across the border before the war revenue bill went into operation.

FOREIGN DRIED FRUITS.

CURRENTS—The currant market is easier in Greece. Locally, there is not much doing on importation account, but retailers are still buying fairly well.

VALENCIA RAISINS—A few lots have changed hands, but it is now too late to allow of any import trade being done.

PRUNES—Are still neglected, and nominally unchanged in price.

CALIFORNIA FRUITS—It is now between the seasons, and there is practically nothing doing.

GREEN FRUITS.

The receipts of strawberries continue as large as ever, and they are selling briskly. The stock offered has been of comparatively good quality, and prices are steady at a small range running from 3 $\frac{1}{2}$ to 5c. per box. Gooseberries are now coming in plentifully, and are selling from 20 to 40c. per basket. Canadian cherries are arriving now in fair quantities, the prices quoted being 60 to 75c. per basket. The supply of bananas is better this week, and prices are easier. Mississippi tomatoes are arriving in moderate quantities at about \$1.25 per case. California plums are coming in well, and are readily purchased at \$2 to \$2.25 per case. California navels and Messina oranges are off the market, and Mediterranean sweets and California seedlings are offered in about equal quantities. The hot weather is gradually driving the poorer quality of lemons off the market, and, as the demand continues good, the best qualities are advancing in price. Pineapples are still scarce and prices are practically unchanged. New potatoes are arriving from the United States and are selling in 100-lb. bags at \$2.

BUTTER AND CHEESE.

BUTTER—Receipts of dairy tubs have been large, and, as the demand is small, a steady accumulation is noted. The hot weather has, however, reduced the receipts of large roll dairy butter, and the demand for creamery prints is better, causing a firmer feeling, and an advance of $\frac{1}{2}$ c. in the latter. At country points 11 to 11 $\frac{1}{2}$ c. is paid for dairy tubs and prints, 15c. for creamery tubs and 16 to 16 $\frac{1}{2}$ c. for creamery prints, f.o.b.

CHEESE—The feeling is firmer at factories, prices at cheese sales reaching as high as 7 $\frac{3}{4}$ c., while 7 $\frac{1}{4}$ c. is a common

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N.B.

d N.W.T.



Don't Experiment

The demands of business to-day gives little time for experimenting. It doesn't pay.

Let the others do it. You accept the actual results with proof.

So With Soap

Push and sell what's advertised—
what time and experience have proved to be best.

It pays, for this reason, to buy and sell **SURPRISE SOAP.**
For many years it has been the standard.

BRANCHES—

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

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

figure this week. The wholesale price in Toronto is unchanged at 7 3/4 c.

COUNTRY PRODUCE.

EGGS—The delivery is not quite as free as it has been, and, as the demand keeps brisk, an advance of 1/2 c. is noted, the ruling prices now being 10 1/2 to 11 c. Offerings outside are moderate, the price now being 9 1/2 c. f.o.b. country points.

POTATOES—The market is weak. Carload lots are quoted about 45 to 50 c., but, as the new potatoes will soon be in, dealers are not anxious to buy, considering it risky to purchase any quantity at these figures. The price asked on the street ranges from 50 to 55 c.

DRIED APPLES—Nothing doing. Prices nominally 2 1/2 to 3 1/2 c.

EVAPORATED APPLES—There is a steady feeling, with prices at 9 to 9 1/2 c. per lb.

BEANS—Business is dull. Hand-picked are firm at 95 c. to \$1, while ordinary beans are quoted all the way from 60 to 80 c.

HONEY—Nothing doing. No change in prices.

VEGETABLES—Green peas, butter beans, beets and carrots have declined materially. Rhubarb, spinach and asparagus are dearer. We quote as follows: Rhubarb, 15 to 25 c. per doz. bunches; onions, 5 c. per doz. bunches; lettuce, 10 to 20 c. doz. bunches; radishes, 10 to 20 c. doz. bunches;

cabbage, new, per doz., 50 to 60 c.; parsley, 10 to 15 c. doz. bunches; cucumbers, short, 40 to 60 c. per doz.; long, \$1 per doz.; watercress, 10 to 15 c. per doz. bunches; garden cress, 10 to 15 c. per doz. bunches; spinach, 25 c. per bush.; asparagus, 40 c. to 60 c. per doz.; green peas, Canadian, 80 c. per bag; Canadian butter beans, \$2.75 per bush.; beets, 20 to 30 c. per doz.; carrots, 20 to 30 c. per doz.

PROVISIONS.

A good, steady trade is being done in all lines, with no special features to report. Prices are firm in tone, but unchanged throughout.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—All grades of Ontario wheat have declined 3 to 4 c. during the past week. We quote on cars outside as follows: Wheat, red winter, 82 to 83 c.; white winter, 80 to 81 c.; goose, 80 c. The street market is quiet. We quote as follows: Wheat, old white, 83 c.; red, 82 c.; goose, 71 c.; peas, 51 c.; oats, 31 1/2 to 33 c. There is no barley or rye offering. No. 1 hard Manitoba wheat has declined 10 c., and is now quoted at \$1.05 per bush.

FLOUR—Decline of 50 c. in Manitoba and 25 to 40 c. in Ontario flours are noted this week. We quote: Manitoba patents, \$5.50; Manitoba strong bakers', \$5.10; Ontario patents, \$4.75 to \$4.85; straight roller, \$4.25 to \$4.35, Toronto freights.

BREAKFAST FOODS—Business is quiet. Rolled wheat has declined 50 c., and standard oatmeal and rolled oats 30 c. We quote: Standard oatmeal and rolled oats, \$4.00 in bags and \$4.10 in bbls.; rolled wheat, \$3.00 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$3.75; pot barley, \$3.75.

HIDES, SKINS AND WOOL.

HIDES—The feeling is firm, with an all-round advance of 1 c. to be noted. We quote: No. 1, 9 c.; No. 2, 8 c.; No. 3, 7 c.; cured, 9 1/2 to 10 c.

CALFSKINS—Dealers consider prices too high, and are not anxious to buy. We quote: No. 1 veal, 8 lb. and up, 10 c. per lb.; No. 2, 8 c.; dekins, from 30 to 35 c.; culls, 15 to 20 c.

SHEEPSKINS—Nominal. The season is over. Lambskins, however, are in fair demand at 30 c., and shearlings, at 20 c.

WOOL—The market is slow, country dealers considering the price low, while the city jobbers claim it is too high. Unwashed is selling at 10 to 11 c. and fleece at 16 to 16 1/2 c.

FISH.

The demand has quieted down somewhat. Prices are unchanged. We quote: Fresh salmon trout, 6 c.; fresh whitefish, 6 to 6 1/2 c.; steak trout, 7 c.; fresh pike, 5 c. per lb.; fresh perch, 4 c. per lb.; fresh herring, 3 1/2 c. to 4 c. per lb.; Labra-

GOLDEN CROWN CANNED LOBSTERS

1898 pack, now booking orders.
Golden Diamond Canned Blueberries.
W. S. LOGGIE CO., Limited, Chatham, N.B. (25)

FOR SALE. Choice Prime Beans.
Evaporated Apples.
Apply JAS. R. SHIELDS & CO.
Board of Trade, TORONTO

J. Y. GRIFFIN & CO.

Wholesale Produce
... and ...
Commission Merchants

Correspondence solicited. Consignments
handled to best possible advantage.
Prompt returns.

131 Water St. P. O. Box 28
VANCOUVER.

ROYAL JUBILEE OIL

Is the Best Burning Oil
in the Market.

ROYAL OIL COMPANY
SOLE MANUFACTURERS

Geo. Anderson, Manager. Toronto

CANADIAN

Manufacturers and Shippers who are not 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. 16 years' experience.

Strawberries. Strawberries.

Fresh Arrivals Daily.

Also full lines other FRESH FRUITS.

MAIL ORDERS
receive careful attention.

Clemes Bros. - Toronto

dor herring, \$5.50 per bbl. and \$3 per half-bbl.; Digby herring, 55c. per bundle of five; split herring, \$5 per bbl. and \$2.75 to \$3 per half-bbl.; boneless codfish, 3½ to 5c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg; ciscoes, \$1; haddies, 5½ to 6c. per lb.; fresh haddock, 5c. per lb.

SALT.

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

MARKET NOTES.

Eggs are ½c. dearer.
Hides are ½c. per lb. higher.
Creamery prints are ½c. dearer.
Canadian refined sugars are 1-16c. per lb. lower.
Japan teas are lower in the primary market.

Canadian canned beef is from 15c. to \$1.50 per case lower.

Manitoba flour has declined 50c. and Ontario flour 25 to 40c. this week.

Rolled wheat has declined 50c., and standard oatmeal and rolled oats, 30c.

D. Gunn, Bros. & Co. have an unlimited demand for choice dairy butter, and would be glad to hear from any holders. They want it while still fresh and sweet.

Rutherford, Marshall & Co. exported a shipment of creamery butter to Great Britain last week, and are sending another car this week. They are also handling a large quantity of dairy butter. They report a healthy market for both dairy and creamery.

QUEBEC MARKETS.

MONTREAL, June 23, 1898.
GROCERIES.

THE chief feature of the grocery situation is the unsettled feeling in refined sugar, refineries shading granulated another 1-16c. this week, though the jobbing range is not yet altered. The offers of foreign refined sugar account for the unsteadiness of the market, as the refiners watch every fluctuation of the market for raws. Tea has ruled quiet and steady after the excitement of last week, and other lines of groceries furnish nothing new, the volume of business in all lines being fairly satisfactory.

The Following Brands
Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCOS
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.
CIGARETTES ————
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE. DERBY

SARNIA Water White
Lamp Oil. .

Equal to the best American Water White Oil. Test it and be convinced. Genuine is branded **Sarnia Water White**. Wholesale only by
The QUEEN CITY OIL CO., Limited.
TORONTO, ONT.

THE TRADE BUILDERS OF B.C.

ARE
OKELL & MORRIS' GOLD MEDAL BRANDS
OF PURE Preserves, Pickles, Ketchups, Vinegars, Confectionery, Candied Peels
We guarantee the purity of our manufactures. Works: VICTORIA, B.C.

THE MANITOBA PRODUCE AND COMMISSION COY.
WINNIPEG, MAN.

Wholesale Dealers
PROVISIONS OF ALL KINDS
Consignments Solicited.

DON'T PAY FREIGHT ON WATER

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

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

EGGS and BUTTER

IN BIG DEMAND.

SHIP TO
RUTHERFORD, MARSHALL & CO.
Commission Merchants
Toronto.

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

CANNED GOODS.

There has been a firmer feeling in canned vegetables, and a trifle higher prices have been realized in several cases for round lots of goods. Tomatoes have brought \$1.15 to \$1.20; corn, 90c.; peas, 85 to \$1, and beans, 80c. Enquiry is also noted for canned fruits, especially strawberries, which are quoted at \$1.35 to \$1.40 in 3-lb. tins in straight invoice lots, but no new contracts have yet been closed. In canned salmon the situation is still a purely speculative one as no news of a definite nature is at hand from the Coast, and prices on new stock are not quotable.

SYRUPS.

Demand for syrups is limited, and stocks rather larger than they were in first hands. Refiners, however, are still asking the same price at the factory for round lots, viz. 2½c. per lb.

MOLASSES.

There is no new feature in the molasses market. No cable advices of an important nature have been received from the Islands lately, and, though planters have been bid 11c., they are said to be holding for 12c., and refuse to take less. Locally, trade is quiet, being confined to the sale of an occasional small lot at the basis quoted previously, the guild holding prices firm.

SUGAR.

The market for beet sugar has continued unsettled, a further decline of ¾ to 1½d. being noted this week, as compared with a week ago. The easiness in beet has exercised a depressing influence on local prices, and refiners have shaded granulated another 1-16c., compared with last week. Yellows are unaltered as yet, and jobbers' prices on granulated are not changed from last week, 4 7-16c. being asked in 10-bbl. lots, and 4½c. in less quantities. Raw is reported inactive in New York, fair refining at 3¾c. and centrifugal, 96 test, 4 5-16c. At London, cane was cabled dull but steady, Java 12s. 9d. and fair refining 11s. 9d. Beet was dull and lower, the present month's deliveries being 1½d. lower, at 9s. 7½d., and next month's ¾d. less, at 9s. 8¼d.

COFFEE.

The market remains firm at primary

McLauchlan's Graham Crackers

In 1 lb. packages. Retail for 10c. These Biscuits are manufactured from the choicest ingredients, and packed with neatness and care. Grocers can recommend them with perfect confidence.

J. McLauchlan & Sons, - - Owen Sound

points, but business is quiet here, and values remain as last quoted.

TEAS.

The tea market has ruled rather quiet since the excitement noted last week. Some small lots of new crop Japan have been arriving, however, and have been placed at 19 to 20c. It is considered a remarkable fact by many commission men that, despite the admittedly bare condition of the market, buyers appear to be in no hurry about supplies in Canada.

SPICES.

Spices rule strong on outside markets, and there is nothing particular to report locally.

RICE.

While easiness is noted on outside markets in rice, there has been no change in local quotations. Demand has ruled fair, and prices steady all round.

NUTS.

Advices from primary markets on nuts are firm in the extreme, but there has been little or nothing done here yet for forward importation. In a local way, jobbing prices are unchanged.

DRIED FRUIT.

California raisins have moved in a quiet way at steady prices.

There is nothing new to report in Valencia fruit, the small stocks of which are very firmly held.

Currants are quiet and unchanged, little movement being noted.

The only prunes moving here are California sorts, which are stiff.

Evaporated fruit of all kinds is quiet and steady. Figs are as last reported.

GREEN FRUIT.

The fruit trade has had a moderately active week. Strawberries have been extremely plentiful, and sold at 2 to 3c. per

quart box. Cherries range from 75c. to \$1 per basket for Canadian and \$1.40 to \$1.80 for Californian. Cucumbers are in good demand at \$3 to \$3.25 per bushel. Pineapples are scarce and rather firm at 15c. each. Tomatoes are quiet at \$2.75 per carrier. California apricots and peaches arrived for the first time this season, and are selling at \$1.75 to \$2, as to grade.

DRIED APPLES.

Dried and evaporated apples are unchanged.

COUNTRY PRODUCE.

EGGS—This market was without any new feature. The demand was fair for small lots to fill actual wants, and prices rule steady. We quote; Fancy selected stock, 10 to 10½c.; ordinary run, 9 to 9½c., and No. 2 stock, 8 to 8½c. per dozen. The receipts to-day were 1,107 cases.

BEANS—Beans are neglected, and the market is quiet and about steady at 95c. to \$1 for primes, and at \$1.05 to \$1.10 for choice hand-picked per bushel.

HONEY—Business in honey is dull, and the market is featureless. We quote: White clover comb, 11c. to 12c.; dark do., 8 to 10c.; white strained, 6c. to 7c., and dark, 4 to 5c.

MAPLE PRODUCT—The demand for maple product is slow. We quote: Syrup in wood, 4½ to 4¾c. per lb., and in tins at 45 to 50c., as to size. Sugar, 6 to 6¼c. per lb.

TALLOW—Quiet and unchanged.

POTATOES—Stocks light and of poor quality. Prices steady.

HOPS—Dull, at 12 to 14c. for good to choice, and 8 to 10c. for yearlings.

PROVISIONS.

There was no change in the local provision market, except that the feeling in hams was rather easier, owing to the

BE SURE AND GET

BRIGHTON**Canning Co.****New Process****THISTLE
BRAND****TOMATOES****GARDEN
GROWN**

"IT'S THE BEST"
Returned July 8/98



KOLONA
PURE CEYLON TEA.

Not An Imitation

NOR AN EXPERIMENT
BUT AN IMPROVEMENT.

BEST VALUE TO THE CONSUMER.
FAIR PROFIT TO THE RETAILER.
LEAST MARGIN TO THE PACKER.

OF ANY PACKAGE TEA IN THE MARKET.

THE **EBY, BLAIN CO.** LIMITED
IMPORTERS, BLENDERS AND PACKERS

TORONTO

Canned Lobsters

Are now arriving daily. As this season's pack has been very short, and our supply is rapidly diminishing, intending purchasers should order at once.

It does not pay to buy cheap lobsters at any price. "ICE CASTLE" is a brand that you can depend upon.

Put up by

J. W. WINDSOR
MONTREAL

We can also supply Mackerel and Finnan Haddie, 1898 pack. Ask for quotations.

Agents { *Henry Wright & Co., Toronto.*
A. E. Richards & Co., Hamilton.
C. E. Jarvis & Co., Vancouver.

✦ Packer of "ICE CASTLE" Brand of Canned Lobsters, Salmon, Tomatoes, Corn, Peas, Beans, Peaches, Pears, Plums, Pumpkins, etc., also Tomato Catsup, Sauces, Evaporated Vegetables.

CLUB BLEND COFFEES

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

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

S. H. Ewing & Sons,

Importers and
Manufacturers

Montreal

increased supplies, and prices in some cases have been shaded $\frac{1}{2}$ c. per lb. The demand for smoked meats is still good and a fair amount of trade is doing. Pork and lard are quiet and without change. We quote as follows: Canadian pork, \$16 to \$16.50 per barrel; pure Canadian lard, in pails, at $8\frac{1}{2}$ c. to $8\frac{3}{4}$ c.; and compound refined at $5\frac{1}{2}$ c. to $5\frac{3}{4}$ c. per lb.; hams, $10\frac{1}{2}$ c. to $11\frac{1}{2}$ c.; and bacon, $11\frac{1}{2}$ to 12c. per lb.

FLOUR, GRAIN, ETC.

There was no improvement in the grain market. The demand for all lines was slow, and business continues dull. The feeling in oats was again weak, and prices scored another decline of 2c. per bushel, with holders offering No. 2 white, in store, at 32c. All other lines were nominally unchanged.

The feature in the flour market was the decline of 25 to 35c. per bbl. in the price of Manitoba grades of flour, which is in sympathy with the recent decline in grain. The demand is still of a very limited character, and the market is dull. Ontario brands are 25c. down, also. We quote: Winter wheat patents, \$5.75; straight rollers, \$5.25 to \$5.40; bags, \$2.45 to \$2.50; Manitoba patents, \$6.15 to \$6.40, and strong bakers', \$5.75 to \$6; extra, in bags, \$2.25 to \$2.30.

There was no change in feed, but the market continues quiet and featureless. We quote: Ontario winter wheat bran, \$12.50 to \$13; shorts, \$14 to \$15 per ton in bulk; Manitoba bran, \$13 to \$13.50; shorts, \$15 to \$15.50, and moullie, \$17 per ton, including bags.

In sympathy with the recent weakness in the market for oats, prices for meal have declined 20c. per bbl., rolled oats now being quoted at \$3.85 to \$4 per bbl., with holders, in some cases, even disposed to shade these prices in order to make sales.

CHEESE AND BUTTER.

Cheese continues to gradually appreciate in price on this side, with but little encouragement in the shape of response from Britain. In fact, as we pointed out before, values are being fixed for June cheese entirely irrespective of what British buyers' views are, for those who do respond to the current advances do so very reluctantly, and only for small quantities. It has become, therefore, a question between speculators who have bought June cheese, and put up the price, and the British buyers which shall meet the other. At present it is a drawn battle. Trading Monday at the wharf involved 5,000 boxes of Quebec cheese, and various prices were named, ranging from $6\frac{3}{4}$ to $7\frac{1}{8}$ c. It is learned on pretty good authority, however, that 7c. was the ruling,

which is an advance of $\frac{1}{4}$ c. per pound over a week ago. In Ontario, cheese values are purely nominal, but holders asked $7\frac{1}{2}$ c., and in some cases more from people who were looking around the market to find out what they could pick up.

Butter was quiet, and though high prices have been paid in the country, and also on spot, the ruling range is $16\frac{1}{2}$ to $16\frac{3}{4}$ c. for creamery, for there was plenty of stock available at that price. Other reports stated that in some cases private cables had advanced limits 6d. per cwt. In one case also 17c. was paid, so that the market is a rather irregular one.

MONTREAL NOTES.

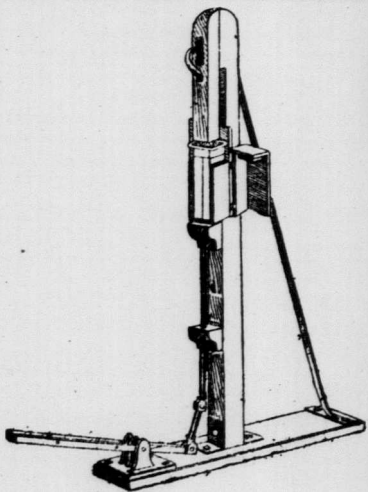
Hams are $\frac{1}{2}$ c. lower than they were under freer offerings.

Refiners have reduced the price on granulated sugar another 1-16.

The speculation in June cheese continues, and prices are advanced $\frac{1}{4}$ to $\frac{1}{2}$ c. per lb.

First arrivals of California and Canadian cherries were received this week and sold well.

The first large sales of new crop Japan tea were made here this week, costing wholesale grocers 19 to 20c. per lb.



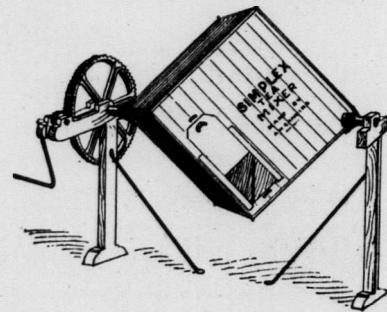
THE Armada Tea Packer and Simplex Mixer

Said Mr. Northrop, of Northrop & Co., wholesale grocers, Saint John, N.B.:—

Mr. Canning: Your Tea Packer is a marvel of completeness, I am more than pleased with it. I will not forget to mention it when in London, Eng., this summer.

Write for Prices.

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



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

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

POTATOES

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

The _____
DAWSON Commission Co., Limited

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

California Navels
California Seedlings
Messina Lemons

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

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

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



SHORT ROLLS

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

F. W. FEARMAN
Pork Packer HAMILTON

Fancy Oranges, Lemons and Bananas.

And all kinds of Foreign and Domestic Fruits.

LOOK OUT FOR THE
"CLAN BRAND"

Best package Tea on the market.

BALFOUR & CO. - Hamilton

FANCY MOUNT ROYAL MILLS

INDIA BRIGHT
JAVA
ROYAL
JAPAN GLACE
POLISHED
IMPERIAL SEETA
IMPERIAL GLACE

D. W. ROSS CO. RICES
Agents

THE MOST NUTRITIOUS COCOA.

EPPS'S
GRATEFUL—COMFORTING
COCOA

In labelled Tins. 14 lb Boxes.

Special Agent for the entire Dominion, **C. E. OOLSON & SON, Montreal.** In Nova Scotia, **E. D. Adams, Halifax.** In Manitoba, **Buchanan & Gordon, Winnipeg.**

FIRST QUALITY

Oak Dash Churns

WHITE SPRUCE

Butter Tubs

PARCHMENT

Butter Paper

Also complete lines of Woodenware, Brooms, Brushes, Paper, Paper Bags, Twines, etc.

WALTER WOODS & CO.
HAMILTON.

HUGH WALKER & SON

Direct Importers and Commission Merchants

GUELPH, - ONT.

E. T. STURDEE
Mercantile Broker,
Manufacturers' Agent,

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

HAMS
BACON
LARD
SHORT CUT PORK
MESS PORK

The Wm. Ryan Co. Limited
TORONTO

COWAN'S

Hygienic Cocoa
Royal Navy Chocolate
AND
Famous Blend Coffee
are the favorites with all grocers.

THE COWAN CO., LIMITED TORONTO

FOR THIS WEEK
Special Prices on

**Breakfast Bacon
Shoulder Hams**

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

D. GUNN, BROTHERS & CO.
Pork Packers
TORONTO, ONT.

Send along your orders as you are doing, which will receive best attention and prompt shipment.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., June 21, 1898.

THERE is little life in the wholesale grocery business. The rapid decline in flour and other lines has made people very backward buyers. The berry season is about here, as the large quantity of empties passing through from the American buyers to different parts of the country is proof. For some years this business, particularly in raspberries and blueberries, has been large. It is said that this year the American Government will charge a duty of 1c. per quart. What effect this will have is yet to be seen.

OIL—This is a quiet season. Dealers require but light stocks, and are well supplied. In cod oil, receipts are light, and perhaps a little more could be used, but it would not take much to overstock the market.

SALT—The cargo which has been landing during the past week has found but a fair sale, the larger quantity having to be put in store. While there is not likely to be any further arrivals for some little time of Liverpool salt, there is a steamer on the way with a small cargo. So at least no higher prices are looked for, and, if bought to arrive, no doubt figures could be shaded. In Canadian salt there is the regular movement. Prices show no change. We quote: Liverpool coarse, 45 to 48c.; English factory-filled, 90c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 to \$2.60 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30; mineral rock salt, 60c. to \$1.

CANNED GOODS—While there is no large sale, a fair demand is noted. Values in canned meats have shown quite a falling off. As our dealers, however, bought at the early prices, they still stand to make a fair profit. The salmon market is thought to be in better shape. Both the English and American Governments have included them in their army supplies. This and the high prices of meats have very much improved the sale. The local market shows no change. Vegetables show firm prices, but hardly as good as expected. Peas are, perhaps, the finest line. In grated pineapple there is quite a sale at this season.

GREEN FRUIT—During the summer months this is always a busy line, both because it is the season of demand and because stocks spoil so quickly. Nearly all lines are now on the market except perhaps pears. California apricots, peaches and plums have been received and prices are quite low for first arrivals. Oranges range

rather higher, but quality shows no improvement. Lemons still have quite a wide range in price and quality. Bananas are firm; supplies while quite large are not as free as usual at this season. Pines are firmly held with limited sale. Strawberries are now being received from Ontario, and native berries will soon be to hand. Rhubarb is plentiful and low in price.

DRIED FRUITS—Business is very quiet. In raisins values are low. There are fair stocks still in this market. While outside it is said currants are easier, there is no change here; stocks light. There is a fair demand for cleaned currants. In prunes and apricots wholesale men are not buyers, as the season is late and they prefer to work off present stocks, which, however, are light. Dried apples are dull. Wholesale grocers cannot help taking a few from country dealers, and they find it very difficult to resell. In evaporated, sales and stocks are both light. In onions, Egyptian are about the only grade on hand; prices rather easier.

SUGAR—The market shows no change, though local trade, perhaps because of the decline in other lines, look for lower prices. Sale have been light, but with the coming in of July, better business is looked for.

MOLASSES—There is still an easier feeling, but many seem to think that, at least, in regard to Porto Rico it is only temporary, claiming that the trade will have it and that further supplies will be difficult to get. The price of Barbadoes cannot but affect the market, however. Small quantities of New Orleans continue to arrive.

PRODUCE—Except, perhaps, in eggs, this is also an easy market, and even they only hold their price because of rather light arrivals. Butter, being very plentiful, is low, but to get a first-class article is much more difficult than one would suppose. Cheese sells slowly; the presence of quite a few old tends to lower prices.

FISH—Large arrivals of dry fish have been the order of the day. In cod, however, this has had very little effect on prices, as stocks were low and large, or, at least, very large, and further arrivals are not looked for. With pollock, however, prices are much lower, as there is limited sale. While the stock of smoked herring is quite light, the prices still hold low. Pickled fish show but little movement. In fresh fish receipts are light. Gaspereaux are about over; about 6,000 barrels were pickled, or rather made into alewives, for which, as yet, there is little sale. In shad, the spring catch, which is now over, was large, and prices ruled low. Quite a quantity were pickled, and are now being offered. In salmon, though season is now well entered upon, the catch is light, and

not over one-quarter of what it was this time last year; prices rule firm, and will, if arrivals do not improve, go higher. Lobsters are hardly seen. There are fair receipts of mackerel. We quote: Large cod, \$3.50 to \$3.65; medium, \$3.50 to \$3.60; pollock, \$1.35 to \$1.45; Grand Manan pickled herring, \$1.85 to \$1.95 per ½-bbl.; smoked herring, 7 to 8c. per box; Canso, pickled \$5 per bbl.; boneless fish, 3½ to 4½c.; cod, 6 to 7c.; finnan haddies, 4 to 4½c.; fresh Gaspereaux, 40c. per 100.; fresh halibut, 6 to 7c. per lb.; shad, 10 to 12c.; salmon, 12 to 14c.; ½-bbl. shad, \$4.

PRODUCE—There is but limited business. Prices, particularly pork, are quoted lower. There are but light stocks here. In beef, there is fair sale at rather easier prices.

FLOUR, FEED AND MEAL—It is here the chief trouble is. The bottom seems out, particularly as far as the local market is concerned. There are many who feel rather firmer figures will rule as soon as the somewhat panicky feeling gets over. Oatmeal shows lower figures, as does cornmeal, and in oats there is quite a falling off; buyers are very backward. Beans are dull, and lower prices are asked, western holders being more anxious to sell. Feed keeps scarce, though rather more bran is being offered. Split peas are about out of the market, and it is almost impossible to get any. We quote as follows: Manitoba flour, \$6 to \$6.20; best Ontario, \$5.25 to \$5.50; medium, \$5 to \$5.25; oatmeal, \$4.30 to \$4.40; cornmeal, \$2.15; middlings, \$20 to \$22; bran, \$18 to \$19; oats, 42 to 45c.; hand-picked beans, \$1.05 to \$1.10; prime, 90c. to \$1; yellow eye beans, \$1.75; split peas, \$3.80 to \$3.90; round, \$3.25 to \$3.40; pot barley, \$3.50 to \$3.75; hay, \$8.75 to \$9.00; timothy seed, American, \$1.75 to \$2.15; do., Canadian, \$2 to \$2.40; mammoth clover, 7 to 7½c.; alsike, 7¾ to 8½c.

ST. JOHN NOTES.

W. G. J. Cosman, retail grocer, St. John, has assigned to T. H. Bullock.

T. A. Anderson, lumberman and ice dealer, offers a compromise of 35c. on the dollar.

The grocers' picnic will be held, if present arrangements prevail, on the last Tuesday in July. Proceeds will go to the park fund.

Counterfeit one dollar Dominion of Canada bills have been seen in the city of late. Merchants would do well to keep a sharp lookout.

Furness, Withy & Co. are adding two new steamers for their service between London, Halifax and St. John. Particular attention is being given to the comfort of passengers.

P.E.I. local markets are quoted as follows: Potatoes are showing quite a decline.

PARAGON CHEESE



THE
STANDARD for
PURITY and
EXCELLENCE

You can make no mistake when you order Paragon—because of no uncertainty in its use—quality always the same—The best that can be produced.

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

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



Pickles.

Your clothes are all prepared by an expert—why not your food? "Heinz's Baked Beans with Tomato Sauce" are perfectly prepared, wholesome, and more palatable than the best home cooked.

Others of our Popular Specialties are:

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

For sale by
H. P. Eckardt & Co., Toronto.
Hudon, Hebert & Co., Montreal.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The **GENUINE**
always bear this
Keystone trade-mark.



ROSE'S LIME JUICE

IS

The Original & Genuine Brand.

THE STANDARD FOR PURITY AND EXCELLENCE.

Being the product of absolutely the finest cultivated Lime Fruit in the World, it is the best procurable.

Canadian Agents: **LAW, YOUNG & Co.,**
Montreal.



WINN & HOLLAND
MONTREAL
SOLE AGENTS
FOR CANADA

BRUNNER, MOND & Co.'S
Bicarbonate of Soda
Soda Crystals
Concentrated Sal Soda
Caustic Soda
Bleaching Powder
Pure Alkali

**BEST IN
THE MARKET**

**PUREST THAT
CAN BE MADE**

Potatoes, 30 to 32c.; oats, 40c.; hay, \$7 to \$7.50. eggs, 8½c.; hides, 5½c.; pork, 5½ to 6c.; Island flour, \$2 to \$2.50.

W. R. Miles was appointed, by the board of trade, to represent St. John at the meeting of the Board of Customs, held in Ottawa, June 21, to discuss the question of making new tea standards.

Percy B. Evans, who is so well known throughout these Provinces, as traveler for C. N. Bostwick & Co., is now in the wholesale grocery business for himself. His many friends wish him success.

Wheelmen are much pleased that the difficulties over the admission of tourists' bicycles into Canada and the United States have been removed. Early in the season it looked as if the arrangements of the last few years would not be renewed.

Said Mr. Tilton, of the brokerage house of Smith & Tilton, to THE GROCER: "We are finding an improved sale for English goods, as for the past few weeks dealers have been holding orders so as to get the benefit of the extra ¼ rebate after July 1." All representatives of English houses make the same report.

The annual meeting of the Sussex Board of Trade was held last week. The following officers were elected: Murray Huestis,

reelected president; J. A. Humphrey, treasurer; John P. Robinson, secretary. The matter of a condensed milk factory for Sussex was discussed, but with no definite result. The matter will have further consideration.

MANITOBA MARKETS.

WINNIPEG, June 20, 1898.

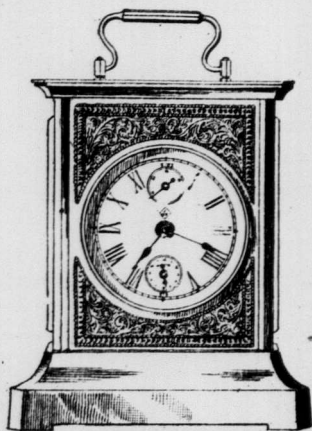
THE weather is very hot, with frequent showers of rain. Growth during the past week has been astonishing, especially to new arrivals from other countries, who are not accustomed to see the business of raising a crop done in such a hurry. Produce of all kinds is coming in freely, and, in the matter of vegetables from local market gardeners, the supply is fully two weeks ahead of last year. Business continues good, and active preparations are being made for the great summer fair. Every available room in many of the hotels was engaged as early as the first week in June, and hotelmen are advertising for lists of rooms in private houses.

CANNED GOODS—This market presents some changes and an increase of activity. New strawberries were offered this week, and, judging from the energy with which they were pushed by local brokers, the pack is large. The price of new goods is \$3.25 per case, and those to hand are a very fine

sample. The stock of old goods was limited, and will not be affected by the new pack. The next articles to come in will be June peas and raspberries, but it is too early yet to predict a price. The tomato market continues easier, though it is difficult to say that there is an actual change in price, because all houses are not selling at the same figure. There is no question that the fact of fresh vegetables being in larger supply, cheaper, and of better quality, has materially affected the sale of tomatoes. Asparagus has been on the market for weeks, and is now retailing at two bunches for 5c. New cauliflower, cabbage, tomatoes, cucumbers, and the like, are to be had at reasonable figures. Stocks of canned goods in the east would seem to be in second hands; the factories have very few, and the eastern holders seem anxious to realize. Corn remains firm, though it has been offered a little more freely this week.

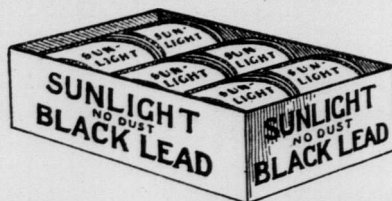
EVAPORATED FRUITS—Dried apples are offering freely with lower tendency. Evaporated are still firm at the old figure of 10½ to 11c. California evaporated fruits are offering freely, particularly apricots, in expectation of the new crop being on hand some two or three weeks earlier than usual.

COFFEE AND TEAS—Are without change for the week.



To be given away free to our customers

A record breaker in the sale of Stove Polish—over 1,000 gross of Sunlight Black Lead sold to the retail trade alone inside of two months, and still the sales increase. Try it, it's a seller.



A Chance of a Lifetime

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

The Alpha Chemical Co., Berlin, Ont.



To be given away free to our customers

THERE is no satisfaction or money in selling a poor article. But there is good satisfaction and good money in selling a first-class article.

RICE'S PURE SALT

is perfect Salt---pure---uniform in grain, clean, dry, and packed in bright and attractive packages and every one guaranteed.

PUT UP FOR ALL PURPOSES.

Sole Manufacturers

The NORTH AMERICAN CHEMICAL CO.

Limited

Long Distance
Telephone . . . 54

Goderich, Ont.

RICE—A small consignment of Japan is now in transit and will sell at 6½c. per lb.

SUGAR—Is steady, with very fair demand, but syrups are offering more freely. The decline in price, however, is slight. Quotations are 2¾ to 3c. per lb., according to quality.

CURED MEATS—The burning of Armour's packing houses has not affected the market, but lovers of "Star" hams and bacon will have to content themselves with something else for a short time. The decline in the American market has not yet caused any change of price here, and this market is still firm with a good demand. Quotations are as follows: Dry salt extra short clear, 8¾c.; dry salt clear smoked, 9¼c.; dry salt long clear, 9¼c.; hams, 11½ to 12c. according to average; breakfast backs and bellies 11½ to 12c.

LARD—Is firm and the market good. Pure \$1.95; composite, \$1.45.

MATCHES—All grades of matches have gone up 25c. per case.

CHEESE—There has been a slump in cheese during the week and it is now quoted at 7 to 7¼c., f.o.b. The make is large. MacLaren is putting in a small stock of "Imperial" potted cheese in cold storage, so that dealers will be able to get it at any time in first-class condition. This will be a convenience as this is a favorite article on this market.

BUTTER—Offerings for the week have been very large. Quality of creamery is much improved. Market is a little uncertain and 16c. at factories is the best figure. It is thought that it may even go lower owing to a lower tendency in the British Columbia market. Dairy butter is coming in abundantly, and extra choice is worth 11 to 11½c. at country points.

EGGS—Are in demand, and the price has stiffened to 11½c. Winnipeg. The supply, however, is increasing.

GREEN FRUIT—Market is well stocked. Bananas are still scarce and dear, though the price is not so bad as a slip on my part last week made it appear. The price is \$2 to \$2.50 per bunch, not \$2.50 to \$3.50, as quoted. Oregon strawberries are of the past; their season was brief, but very satisfactory. It will be a week before the more northerly States begin to send forward. Cherries, Royal Ann's, are in from Oregon, Washington, and Idaho, very fine in quality, and are quoted at \$1.50 to \$1.75 per 10-lb. box. Apricots are \$1.75 to \$2, and the quality, so far, is poor. On the other hand, the Alexandria peaches are exceptionally fine. Price, \$1.75 to \$2; plums, \$2.50 for 20 lb. box. Oranges show quite a range of prices, but for really good fruit the price is \$3 to \$4. Lemons show a decided upward tendency, and are bringing \$4 to \$4.50 per

box. Tomatoes from Southern Illinois are now on the market, at \$1.75 the 4-basket crate; cucumbers, \$1 per box.

ADVANCE IN FREIGHT RATES.

An advance in freight rates to the west is to take place on Saturday next, which will affect Ontario and Quebec manufacturers and merchants who do a business with Pacific Coast points. The Transcontinental Freight Bureau, embracing all the western roads, have issued a new tariff, effective on the 25th, from Chicago to the Pacific Coast, in which rates on a number of commodities have been advanced from 20 to 25 per cent., and this, of course, means a similar advance on the through rate from Canadian points. The roads doing the through business are the Canadian Pacific, the Great Northern and the Northern Pacific. The advance in all dry goods is quite 25 per cent., while rates on machinery and stoves will be 20 per cent. higher. There are also advances on metallic shingles, whiskey, high wines and spirits in wood, and on ales and porter, the latter two if in less than carloads. The rates on furniture remain the same.

OUTING FOR PICKLE MEN.

The employes of the H. J. Heinz Co., pickle manufacturers, etc., Pittsburgh, Pa., have annually an outing to some of the pleasure resorts near that city. This year they hold their outing at Ross Grove, going there on Saturday, July 2. THE CANADIAN GROCER cannot accept the invitation to be present, but it hopes the day will be fine and the amusement abundant.

A NEW GROCERY STORE.

J. Shields & Son, grocers, have dissolved, Frank Shields retiring, J. Shields continuing under the old style. Frank Shields, in partnership with his brother, William, has opened up a grocery store at the south-east corner of Church and Carlton streets, under the style of Shields Bros.

BRANCH HOUSE:

40 Yates St., Victoria

A. BRENCHELY
Manager

Representatives at

REVELSTOKE
AND
NELSON, B.C.

CAUGHT STEALING GROCERIES.

The way of the thief in Toronto is hard. On Saturday evening two thieves entered the warehouse of Park, Blackwell & Co. and stole some hams, but before they got home they were arrested by the police on suspicion and were in the cells even before the robbery was reported to the authorities.

The same evening a man was discovered opening a large box of coffee, and, as he could give no reason for his possession of it, he was arrested. It was later discovered that the Cowan Chocolate Co.'s premises had been entered and the coffee stolen from that place.

SITUATION VACANT.

SALESMAN WANTED CALLING ON GROCERS and confectioners to sell a well-known specialty on liberal commission. Apply, L. care of GROCER. (25)

DRINK :::

::: Chocolate for Breakfast

It invigorates MIND and BODY
whereas Tea and Coffee

SLOWLY RUIN THE NERVES



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

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

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

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate

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

Cold Storage

At Revelstoke, B.C.

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

F. R. STEWART & CO.

Wholesale Provision Merchants

30 and 32 Water St. VANCOUVER, B.C.

Guaranteed to keep in all climates

TH
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E. B. C
Vice-

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Bramp
Seafort

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Guaranteed to keep in all climates

Perhaps You Wonder

how it is our sales of "OWL BRAND" CONDENSED MILK have increased so enormously in the short time we have been manufacturing. Well! It is just because we have surpassed all the old established firms in the production of Condensed Milk. Ours is not only richer in fat but it excels all others in uniformity of finish, indicating the utmost care in its manufacture.

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

THE DOMINION BANK

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

DIRECTORS

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

HEAD OFFICE TORONTO

AGENCIES

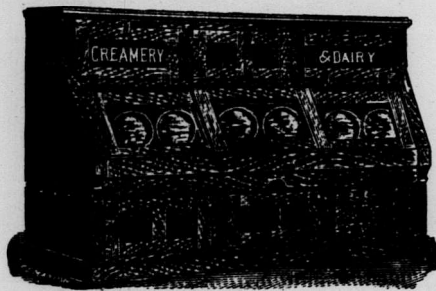
Belleville	Cobourg	Lindsay	Orillia
Brampton	Guelph	Napanee	Oshawa
Seaforth	Uxbridge	Whitby	Winnipeg

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

Drafts on all parts of the United States, Great Britain and Europe bought and sold.
Letters of Credit issued available at all points in Europe, China and Japan.

R. D. GAMBLE, General Manager.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

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

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

If You Handle Them You Know

THAT

"Sterling"

BRAND

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

T. A. LYTLE & CO.

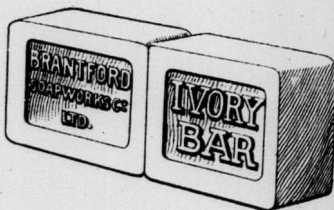
Vinegar Manufacturers, TORONTO

Raw Sugar

EXTRA CHOICE
BRIGHT PORTO RICO
PRICE EXCEPTIONALLY LOW

Warren Bros. & Co.

TORONTO.



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

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

Brantford Soap Works Co., Limited

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

Extra Choice Hams Bacon Pure Lard Mess Pork

PARK, BLACKWELL & CO., Limited

Pork and Beef Packers,
TORONTO

Sugar

Dutch Granulated

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

PERKINS, INCE & Co.

TORONTO.

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



Better try it
You can't do better.

CURRENT MARKET QUOTATIONS

June 23, 1898.

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

Goods in large lots and for prompt pay are generally obtainable at lower prices.

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

SUGAR

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Granulated (Redpath, St. Lawrence)	4 7-16	4 3/4	4 3/4	5 1/8
Granulated, Acadia	4 7-16	4 9-16	4 3/4	5 1/8
German (Canadian) bbls (imported) bags	4 3/4	4 7-16	4 3/4	5 1/8
Dutch, bags	4 3/4	4 7-16	4 3/4	5 1/8
Paris lump, bbls. and 100-lb. bxs	5 3/4	5 15-16	5 3/4	6
in 50-lb. boxes	5 3/4	6 1-16	5 3/4	6
Extra Ground Icing, bbls.	5 3/4	5 1/2	5 3/4	6
Powdered, bbls.	5 1-16	5 1/2	5 3/4	6
Cream	4 1-16	4 1/4	4 1/4	5 1/8
Extra bright	4 1-16	4 1/4	4 1/4	5 1/8
Bright coffee	4 1-16	4 1/4	4 1/4	5 1/8
Light yellow	3 3/4	3 13-16	3 3/4	4 3/4
No. 3 yellow	3 3/4	3 3/4	3 3/4	4 3/4
No. 2 yellow	3 3/4	3 3/4	3 3/4	4 3/4
Demerara	3.50	3.75	3.50	4.00
Imported yellow	3 3/4	3 3/4	3 3/4	4 3/4

SYRUPS AND MOLASSES

Syrups—	2	2 1/2	3	3 1/2	4	4 1/2	5	5 1/2	6
Dark	23	30	37	44	51	58	65	72	79
Medium	23	30	37	44	51	58	65	72	79
Bright	23	30	37	44	51	58	65	72	79
Honey	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
25-lb. pails	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
38-lb. pails	1.40	1.40	1.40	1.40	1.40	1.40	1.40	1.40	1.40

Molasses—		31	27	45	26	28	35	45
New Orleans		31	27	45	26	28	35	45
Barbadoes		31	27	45	26	28	35	45
Porto Rico		23	25	38	42	32	34	42
Antigua		22	23	35	25	28	28	35
St. Croix		22	23	35	25	28	28	35

Teas		11	40	35	40	35	40
Black—		11	40	35	40	35	40
Congou—Half-chests Kaisow, Moning, Paking		11	40	35	40	35	40
Caddies Paking, Kaisow		14	40	18	50	15	40
Indian—Darjeelings		35	55	35	55	30	50
Assam Pekoes		20	40	20	40	18	40
Pekoe Souchong		18	25	18	25	17	24
Ceylon—Broken Pekoes		35	42	35	42	34	40
Pekoes		20	30	20	30	25	32
Pekoe Souchong		17	35	17	35	17	35
China Greens—		42	50	42	50	42	50
Gunpowder Cases, extra firsts		42	50	42	50	42	50
Half-chests, ordinary firsts		22	28	22	28	22	28
Young Hyson—Cases, sifted, extra firsts		42	50	42	50	42	50
Cases, small leaf, firsts		35	40	35	40	35	40
Half-chests, ordinary firsts		22	28	22	28	22	28
Half-chests, seconds		17	19	17	19	17	19
Half-chests, thirds		15	17	15	17	15	17
common		13	14	13	14	13	14
Ping Sueys—		28	32	28	32	30	40
Young Hyson 1/2-chests, firsts		16	19	16	19	16	19
seconds		16	19	16	19	16	19
Half-boxes, firsts		28	32	28	32	28	32
seconds		16	19	16	19	16	19
Japan—		38	40	38	40	38	40
1/2-chests, finest May pickings		32	38	32	38	35	45
Choice		28	30	28	30	28	30
Finest		25	27	25	27	25	27
Fine		22	24	22	24	20	25
Good medium		19	20	19	20	19	20
Medium		16	18	16	18	16	18
Good common		13	15	13 1/2	15	15	20
Common		16	22	16	22	15	20
Nagasaki, 1/2-chests Pekoe		14	15	14	15	14	15
Oolong		16	19	16	19	16	19
Gunpowder		16	19	16	19	16	19
Siftings		7 1/2	11	7 1/2	11	7 1/2	11

WOODENWARE

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

BUTTER AND CHEESE

Dairy, large rolls, per lb.	15	12	12 1/2	15	16	17	19
" pound prints	12 1/2	14	14	15	16	17	19
" tubs, best	12 1/2	13	13	15	16	17	19
" tubs, second grade	10 1/2	11 1/2	11 1/2	13	15	18	20
Creamery, tubs	16 1/2	16 1/2	16 1/2	17 1/2	18	20	20
" prints	20	17 1/2	18	18	19	20	20
Cheese	6 1/2	7	7 1/2	8	8 1/2	10	10

PROVISIONS

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Dry Salted Meats—				
Long clear bacon	7 1/2	8	8 1/4	9
Smoked Meats—				
Breakfast bacon	12	11 1/2	12	12 1/2
Rolls	9	8 1/4	9	9 1/2
Hams	10 1/2	11 1/2	11 1/2	12
Shoulder hams	10	8 1/4	8 1/2	9
Backs	11	11 1/2	11	12
All meats out of pickle 1c. less.				
Barrel Pork—				
Canadian heavy mess	16 50	17 00	16 00	16 50
short cut	16 00	16 50	17 00	16 50
Clear shoulder mess	12 50	18 00	11 00	15 00
Plate beef	12 50	18 00	11 00	15 00
Lard, tierces, per lb	8 1/2	7 1/2	8	8 1/2
Tubs	8 1/2	7 1/2	8	8 1/2
Pails	8 1/2	7 1/2	8	8 1/2
Compound, Pails	1 15	1 40	6 1/2	7
Shortening, in 60-lb. tubs	6 25	6 25	6 50	7 1/4
Dressed hogs, light	6 25	6 25	6 50	7 1/4

GREEN FRUITS

Oranges, Cal. navels, per crate	3 50	4 00	3 50	4 00	4 00	4 00
California seedlings	2 75	3 00	2 50	3 25	3 25	3 00
Mediterranean sweets	2 50	3 00	2 75	3 25	2 50	3 25
Messina, 1/2 and 3/4 bxs	1 75	2 25	1 75	2 25	1 75	2 25
Blood, 1/2 boxes	4 00	4 50	4 00	4 50	4 00	4 50
Lemons, Messina, per box	2 50	3 50	2 75	3 50	2 50	3 50
Sorrento, 300's	4 00	4 50	4 00	4 50	4 00	4 50
Bananas, per bunch	1 50	2 00	1 50	2 25	1 50	2 25
Apples, per bbl	5 00	8 00	4 00	7 00	3 00	5 00
Pineapples, each	10	15	15	20	15	20
cases, 30's, 36's	3 75	4 00	3 75	4 00	3 75	4 00
Strawberries, per quart	3 1/2	5	3 1/2	5	3 1/2	5
Gooseberries, per basket	20	40	20	40	20	40
Cherries, per box	60	75	60	75	60	75
Tomatoes, 4-basket carriers	1 25	2 50	1 25	2 50	1 25	2 50
Onions, Egyptian, per sack	2 75	3 00	2 75	3 00	2 75	3 00
Bermuda, per case	2 00	2 25	2 00	2 25	2 00	2 25

NUTS

Brazil	12	13	12 1/2	14	12	12 1/2	15
Valencia shelled almonds	25	27	22	24	25	25	30
Tarragona almonds	10 1/2	11 1/2	10	11	11	12	13
Peanuts (roasted)	6 1/2	9	7	10	9	10	12
(green)	5 1/2	8	9	11	10	11	12
Cocanuts, per doz.	4 00	3 50	4 00	3 50	4 00	3 50	4 00
Grenoble walnuts	10 1/2	12	10 1/2	12	12	13	14
Marbot walnuts	8	9	9	10	9	10	11
Bordeaux walnuts	8	9	8	9	9	10	11
Sicily filberts	8	9	8	9	8	10	12
Naples filberts	10	11	10	11	10	11	12
Pecans	8 1/2	12	8	11	11	12	15

SPICES

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

PETROLEUM

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

COUNTRY PRODUCE

Eggs, fresh laid	10	10 1/2	10 1/2	11	9	9 1/2	10	15
Poultry—chickens, dressed	5	8	50	60	60	90	90	90
Geese, per lb.	5	6	5	6	70	1 00	1 00	1 00
Ducks, per pair	8 1/2	9	9	10	50	1 00	1 00	

A Drummer Speaks

Copy of letter from a salesman of a leading Montreal grocery firm.

The original of any testimonial printed in this journal is on file at our office, and will be produced on application.

Montreal, June 4th, 1898.

Messrs. Chase & Sanborn, Montreal:

Gentlemen,—On my arrival home this evening your esteemed favor of 1st inst. was handed me, for which please accept thanks.

I beg to assure you the sale of your coffee will never be neglected, as I consider I am doing a favor to our customers in getting them to handle your Coffees instead of the poor coffees they are sometimes induced to buy.

I am, gentlemen, yours very truly,

R— B—

Chase & Sanborn, Boston Montreal Chicago.

	FRUITS				COFFEE			
	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Foreign—								
Currants, Provincials, bbls...	5 3/4	6	5 3/4	6	7	7 1/4		
" " " 1/2-bbls	5 7/8	6	6	6 1/2	7	7 1/4		
" " " Filiiatras, bbls	6	6	6	6 1/2	7 1/4	7 1/4		
" " " 1/2-bbls...	6 1/8	6 1/4	6 1/8	6 3/4	7 1/2	7 1/2		
" " " cases	6 1/4	6 1/2	6 1/4	6 1/2	7	7		
" " " 1/2-cases.	6 1/4	6 1/2	6 1/4	6 1/2	7	7		
" " " Patras, bbls	6	6	6	6	7	7		
" " " 1/2-bbls	6 1/2	6 1/2	6 1/2	6 1/2	7 1/4	7 1/4		
" " " cases	6 1/2	6 1/2	6 1/2	6 1/2	7 1/4	7 1/4		
" " " 1/2-cases	6 1/2	6 1/2	6 1/2	6 1/2	7 1/4	7 1/4		
Vostizas, cases	7	8	7	8 1/2	8	8		
Dates, boxes	4	6	4	5	6	6		
Figs, 4-crown	10	12	10	11	12	12 1/2		
" " 5-crown	12	13	11	13	12	13		
" " 7-crown	13	14	13	14	13	14		
" " 9-crown	15	16	15	16	17	17		
" " natural, bags	3 1/2	6	3 1/2	4 1/2	6	6		
Prunes, Sphinx, B's	7	8	7	8 1/2	10	12		
" " " A's	7	8	7	8 1/2	10	12		
" " " California, 40's	10	11	8 1/2	10	12	12		
" " " 50's	8	9	8	8 1/2	9	9		
" " " 60's	7 1/2	8	7 1/2	8 1/2	8	8		
" " " 70's	7	8	7	7 1/2	7	8		
" " " 80's	6	7	6 1/2	7	7	7		
" " " 90's	5	6	5	6 1/2	6 1/2	6 1/2		
Raisins, Valencia, off stalk	5	5	4	4 1/2	5	6		
" " " Fine off stalk	5	5 1/2	4 1/2	5	5	6		
" " " Selected	5 1/4	6 1/4	5 1/2	6 1/2	6	7		
" " " Layers	6	7	6	6 1/2	8	9		
" " " Sultanas	9 1/2	12	8	12	10	12		
" " " Cal. L.M., 3-crown.	7	8	7	7 1/2	6	6 1/2		
" " " 4-crown.	7 1/2	8 1/2	7 3/4	8	7	8 1/2		
Domestic—								
Apples, dried, per lb	6 1/2	7	5	6	5 1/2	6		
" " " evaporated	9	10	9 1/2	10	10 1/2	11		
Cal. Evaporated Fruits—								
Apricots, 50-lb. boxes	9	10	9	9 1/2	9	10		
" " " 25-lb. boxes	9	16	9 1/2	15	11	16		
" " " cartons	13	14	12	13	13	14		
Peaches, 25-lb. boxes	10	12	9	12	10 1/2	12		
" " " 1-lb. cartons	12	13	12	13	12	14		
CANNED MEATS								
Comp. corn beef, 1-lb. cans	\$1 60	\$2 25	\$1 55	\$1 60	\$1 60	\$1 75	\$3 00	\$3 25
" " " 2-lb. cans	2 75	4 10	2 80	2 80	2 50	2 75	2 75	3 00
" " " 4-lb. cans	9 00	13 00	8 75	9 00	8 75	9 25	9 25	9 25
" " " 6-lb. cans	18 25	28 15	20 00	20 00	20 00	21 00	21 00	21 00
Minceed callops, 2-lb. can	2 60	2 70	2 60	2 60	2 75	2 80	2 80	2 80
Lunch tongue, 1-lb. can	3 50	3 75	3 20	3 25	3 25	3 35	6 50	7 00
" " " 2-lb. can	6 50	7 40	6 75	7 00	5 80	6 00	6 25	6 50
English brawn, 2-lb. can	2 60	2 90	2 75	2 80	2 75	2 80	2 50	2 75
Camp sausage, 1-lb. can	2 40	2 50	2 50	2 50	2 50	2 50	2 50	2 50
" " " 2-lb. can	4 00	4 25	4 00	4 00	4 00	4 00	4 00	4 00
Soups, assorted, 1-lb. can	1 50	2 00	1 50	1 40	1 40	1 50	1 50	1 50
" " " 2-lb. can	2 25	3 00	2 20	2 25	2 25	2 30	2 30	2 30
Soups and Boull., 2-lb. can	1 75	1 80	1 80	1 80	1 75	1 80	1 80	1 80
" " " 6-lb. can	4 25	3 50	4 50	4 25	4 25	4 50	4 50	4 50
Sliced smoked beef, 1/2's			1 65	1 70				
" " " 1's			2 80	2 95				
CANNED GOODS								
Apples, 3's	\$ 90	\$1 00	\$0 95	\$1 00	\$1 10	\$2 25	\$2 50	\$2 50
" " " gallons	2 40	2 75	2 25	2 50	2 60	2 70	2 70	3 50
Blackberries, 2's	1 40	1 70	1 40	1 70	1 50	1 80	3 25	3 50
Blueberries, 2's	80	90	75	85	85	95	2 00	2 50
Beans, 2's	70	95	70	95	90	95	1 80	2 00
Corn, 2's	2 00	2 35	1 85	2 25	2 30	2 40	4 00	4 75
Cherries, red, pitted, 2's	90	95	85	95	95	1 00	2 25	2 25
" " " sifted select	1 14	1 20	1 10	1 25	1 15	1 20	2 25	2 40
" " " extra sifted	1 25	1 40	1 20	1 25	1 30	1 50	2 75	2 75
Pears, Bartlett, 2's	1 50	1 75	1 50	1 75	1 70	1 80	3 00	3 50
" " " 3's	2 25	2 40	2 00	2 40	2 40	2 40	5 00	5 50
Pineapple, 2's	2 10	2 40	2 40	2 50	1 75	2 40	4 50	5 00
" " " 3's	2 50	2 60	2 50	2 60	2 50	2 60	5 00	5 00
Peaches, 2's	1 75	1 90	1 40	1 75	1 75	1 90	3 50	3 50
Plums, green gages, 2's	1 50	1 55	1 30	1 55	1 30	1 60	3 00	3 50
" " " Lombard	1 30	1 50	1 20	1 50	1 30	1 50	2 25	2 50
" " " Damson, blue	1 10	1 30	1 00	1 40	1 10	1 30	2 00	2 00
Pumpkins, 3's	75	85	70	80	90	1 00	2 25	2 50
" " " gallon	2 10	2 25	2 10	2 25	2 10	2 25	2 25	2 25
Raspberries, 2's	1 50	1 90	1 40	1 70	1 50	1 90	3 00	3 00
Strawberries, 2's	1 50	2 00	1 60	1 90	1 75	2 00	3 50	3 50
Succotash, 2's	1 10	1 15	1 15	1 10	1 15	1 15	3 20	3 20
Tomatoes, 3's	2 50	2 95	2 40	2 70	2 50	2 60	11 00	11 00
Lobster, tails	2 75	3 00	1 65	1 75	1 25	1 30	11 50	11 50
" " " flats	1 30	1 35	1 30	1 35	1 10	1 25	1 25	1 25
Mackerel	1 15	1 25	1 15	1 30	1 00	1 20	4 50	5 00
Salmon, sockeye, tails	1 30	1 45		1 30	1 35	1 35	1 25	1 25
" " " flats	1 20	1 25		1 25	1 25	1 25	1 25	1 25
" " " Horseshoe	1 20	1 25		1 25	1 25	1 25	1 25	1 25
" " " Clover	1 20	1 25		1 25	1 25	1 25	1 25	1 25
" " " Leaf	1 45	1 32 1/2	1 35	1 35	1 35	1 35	1 35	1 35
" " " Cohoes	95	1 00	95	1 00	95	1 00	4 25	4 50
Sardines, Albert, 1/4's	10 1/4	11	10	11	13	14	15	15
" " " 1/2's	20	21	20	21	21	21	21	21
" " " Sportsmen	11 1/2	12	12 1/2	12 1/2	12 1/2	12 1/2	12 1/2	12 1/2
" " " key opener	19	20	20	21	20	21	21 1/2	21 1/2
" " " other brands	10	11	10 1/2	11	16	18	18	18
" " " P. & C., 1/4's	16	18	18 1/2	23	10	11	11	11
" " " 1/2's	23	35	16	17	16	17	17	17
" " " other brands	23	25	23	25	23	25	25	25
" " " American, 1/4's	33	36	33	36	33	36	36	36
" " " 1/2's	4	5	4	5	4	5	5	5
" " " Mustard, 1/4 size, cases	9	11	9	11	10	11	11	11
" " " 50 tins, per 100	9 00	11 00	10 00	11 00	10 00	11 00	11 00	11 00
Fruit in glass jars					4 25	4 50		
Haddies			1 10	1 20	1 00	1 10		
Klipped Herrings	1 40	1 50	1 15	1 60	1 10	1 15	1 90	2 00
Herring in Tomato Sauce	1 35	1 45	1 20	1 60		2 00	1 90	2 00

TRADE IN OTHER COUNTRIES THAN OUR OWN.

CURRENTS IN LIVERPOOL.

AN English paper in regard to the Liverpool market says: Further forced sales of currants have stimulated the demand, the attractive values of Gulph having induced buyers to operate with a little more freedom. Provincial fruit is again easier, and is difficult to sell at the decline, its value not being useful when compared with the better growths at from 2s. to 3s. more money. The statistical position of currants is so strong that the season seems bound to wind up with a higher range of prices, and such a position generally means a fairly high opening level however good the prospects may be of plentiful supplies and reduced prices as the season advances. With these circumstances in view a reasonable good working stock at present values is at least prudent.

SULTANA RAISIN OUTLOOK.

The market for Sultanas is in rather an unusual position. The larger holders, who control probably three-fourths of the remaining stock, are firm in their ideas that present rates are fully justified by the shortness of stocks, both in Smyrna and in England, and by the unfavorable reports of the growing crop. It must frankly be admitted that these same gentlemen were correct in the views which they took in the commencement of the season, and that what was then regarded by the English buyers as being an extravagant range of values, has proved to have been justified. Whether or not they will again be found to have come to correct conclusions must, of course, remain to be proved, but it must be admitted that it seems likely to be the case. So far as the immediate moment is concerned, however, the demand from the dealers is so small that the few merchants, who have for one reason or another had to force sales, have had to do so at a very marked decline, and, for the time being, have spoilt the market for the larger and the stronger holders.—Produce Markets' Review.

CANNED GOODS IN ENGLAND.

Although business has again been somewhat limited, signs are not wanting that stocks of many articles in the retailers' hands will before long need replenishing. The market is full of inquiries for cheap apricots and salmon a little below market value. Both these articles are difficult to obtain, and, although buyers are confining their purchases within as small limits as possible in the hope of inducing a reduction, prices continue to steadily harden. Although

it is too early to form an opinion of the salmon pack for 1898, it is generally expected that it will be much smaller than last season. Prices asked for British Columbia fish, although still moderate, are in advance of those now ruling. Quotations for Alaska salmon on the spot show an advance of fully 6d. per case, and some sales have been effected, though not to any extent. Sardines have sold freely at a slight reduction, the rate of exchange having been very favorable to this country. A reaction has now taken place, and it is doubtful if recent purchases could be repeated. Some lobster of 1898 pack has been landed, but the quality is poor: choice descriptions will probably not be available for a few weeks. Forward sales, principally for the Continent, will absorb the earlier arrivals, so that the supply is likely to be short of requirements for some time. Meats have sold slowly, and the full advance asked by packers has not been paid, as stocks in dealers' hands have, up to the present, proved sufficient for the limited demand.—Produce Markets' Review, London.

BRAZIL COFFEE MOVEMENTS.

The crop movement of Brazil coffee to June 11, with comparisons, is as follow:

	Bags.
Receipts at Rio July 1, 1897, to June 11, 1898.....	4,193,000
Same time in 1897.....	3,408,000
Same time in 1896.....	2,266,000
Receipts at Santos July 1, 1897, to June 11, 1898..	6,050,000
Same time in 1897.....	4,964,000
Same time in 1896.....	2,943,000

TEA IN THE UNITED STATES.

A fairly large volume of business has been transacted in lines, as dealers generally have been in the markets as buyers to replenish the supplies which they are marketing with the retail trade, the latter having come in the market as a free buyer, stimulated by the placing of an import duty of 10c. per lb. on tea, and they have paid full values. There has also been considerable business transacted in a large way, and sales for the week include 50,000 packages Formosa and Amoy, 12,000 packages Congou and 3,000 packages Pingsuey.—N.Y. Journal of Commerce.

THE PRUNE CROPS.

Regarding the situation in prunes on the Coast, The California Fruit Grower says in its last issue: "A few prunes are changing hands at previous quotations. The overland movement is light at this time. Estimates place the stock held in the Santa

Clara Valley at from 50 to 75 cars. The shipments from San Jose for week ending June 4 were 147,800 pounds. The outlook in the Santa Clara Valley for the growing prune crop is good, and estimates at this time place the output at from 35,000,000 to 55,000,000 lb. Some of the leading guessers say one-half to two thirds of a crop, others say as many prunes as last year. It is a little early to estimate the prune crop, but in a general way reports indicate that the crop of the State will be a fair average one, possibly not so large as last year, but large enough for all purposes. The prune crop of Europe promises well at this time, and, with favorable weather, a large output of French and Turkish prunes may be expected."

SALMON PACKING IN THE U.S.

In its issue of June 10, the San Francisco Trade Journal says of the salmon situation on the Coast: "There is a very active demand for Alaska pinks and Oregon cohoes and silversides. This call is cleaning up spot quite fast. The feature of this year's business is the phenomenal run on Puget Sound sockeyes. The call is from the east, north, and south. It is stated that over 75 per cent. of the estimated pack has been contracted on the basis of 85c. for talls. It is thought by the trade that more have been sold than will be canned this season. In Columbia river there is a steady movement in carload lots, as heavy buyers had placed their orders earlier in the season. Sacramento river is slow, and why it is hard to say, for it is equal to the Columbia river. The run on the Columbia river continues below that at the corresponding time in 1897. Strong efforts have been made at Washington to have salmon placed on the army ration, and, if reports are correct, with success, for we hear that the Government has placed an order for 3,000 cases of red Alaska with the Alaska Packers' Association, and 3,000 cases with Griffith-Durney Co. The price named is 87c. for talls and 96c. for halves."

The majority of the fruit canning factories have commenced canning, the start being made with strawberries last week.

The London Advertiser states that Mr. Whitworth, a member of one of the largest firms dealing in pork and bacon in Liverpool, Eng., is looking for a site upon which to establish a pork factory, the construction of which is expected to cost \$50,000. The Advertiser claims London to be the best centre for such a business.



FOUR REASONS WHY GROCERS

for which Grocers can offer no substitute without injury to

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

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The Modern **STOVE POLISH**

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

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Pharaoh - 10c. Special.

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GRANBY, QUE.

GRAND MOGUL Tea Cabinet.

Keeps the tea from flies and dust, and a splendid show case. Grand Mogul is a seller, because it is a superior tea, and every package contains coupons which assist to advertise the tea more effectually than any other means. A good profit for the grocer and no competition with pedlars. If not handled in your town, write us for a cabinet.

T. B. ESCOTT & CO.

Wholesale
Grocers,

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EFFECT OF THE DUTY ON TEA.

THE following is from the New York Journal of Commerce: "As has already been reported, a duty of ten cents per pound is imposed on tea by provisions of the war revenue bill. Considerable difference of opinion exists among importers, brokers and tea merchants as to whether the duty of 10c. will stop the importations of the low grade teas. Some hold that no more of the lowest grades can be brought in here and handled profitably at the duty of 10c. per pound. Others think that the duty, causing a higher price for all grades of tea, will drive a large mass of consumers from the better to the poorer qualities. Wholesale prices will be advanced from 4 to 7c. per pound, according to the basis taken, and the retail price will go up about 10c. per pound.

"A member of a prominent tea importing house said recently: 'The duty will help the trade on the better grades of teas. When it does not pay people to do anything they will not do it, and as soon as the importers of the lowest grades find they cannot have those qualities laid down here at a figure that will yield them a profit, when the duty is taken into consideration, they will not import these teas, but turn to higher grades. This will materially improve the general quality of the goods to be offered on the market and turn many consumers from the poorer to the better qualities. A taste once formed for the better grade, the consumers will be loth to again use poor qualities, and, in my opinion, the duty will create a larger permanent market for good teas and shut out poor lots.'

"Mr. Thomas Phelan said: 'It remains to be seen whether this 10c. per pound duty will shut out the lower grades of teas. It will have a tendency to do so, it is true, for importers, left to themselves, would prefer to import the higher grades of tea, as the percentage of duty imposed on such teas is less than on the lower grades, but if there is a demand for the lower grades they will be imported. The retailers for the past year have been selling large quantities of low-grade teas, which shows there is a very good demand for them at present, and I am inclined to think that many users of tea will hesitate in paying the higher prices. This duty of 10c. may even have the effect to increase the demand for the lower grades, for the increased price at retail will put the better qualities out of the reach of many consumers and compel them to take lower-grade teas at the same price they have been paying.'

"Mr. S. W. Gillespie said: 'The wholesale price will be advanced on account of the duty, the amount of the advance depending on the basis taken. Some teas will

advance 5c. per pound, others 6c., and still others 7c. per pound. Very few of the lowest grade teas will be imported while the present duty remains in force.'

"Mr. Frank S. Thomas, president of the Montgomery Auction and Commission Co., said: 'In my opinion this duty will create a larger demand for the lower grade teas. The lowest retail price at which tea was sold before the duty was effective was 25c. per pound. This will be advanced to 35c., so that while the duty is effective that figure will be the lowest at which tea can be purchased at retail. The highest retail price at which tea was sold before the present duty was imposed was 75c. per pound; that grade of tea will now be advanced to 85c. per pound. Of course these figures are average market prices. Exceptional qualities of tea are sold at retail about 75c. per pound, and there may be bargain sales at 20c. per pound for poor qualities.'

"Now, assuming that a consumer has been paying 60c. per pound for tea, he goes to his retailer and finds the price of that tea advanced to 70c. per pound. He does not wish to pay more than 60c. per pound, and so takes a grade of tea that was 50c. before the price was advanced, still paying 60c. for it. Of course, the wealthier classes will pay the advance, but I think the majority of consumers will take the lower grades at the same prices they have been paying. On the poorest quality of tea, of course, the increased price will have to be paid. The lowest price at which tea could be laid down here before this duty was imposed was 10c. per pound. It is now 20c. per pound.'

"The tea inspector of the appraiser's stores has rejected about 50,000 cases during the past year, but, owing to the new regulations regarding standards, which went into effect last May, a considerably better quality of tea has been coming here of late. Another effect of the new rules is that it has stopped, to a very large extent, the exportation of very low grade teas by the natives in China, who, at one time, were sending a very poor quality of Pingsueys. The tea inspector when seen recently said that he thought the effect of the duty of 10c. per pound would be to turn a large number of consumers to a lower grade of teas, not necessarily the poorest, but to the medium grades. The cost of some of the lowest grades here during the past year was from 10 to 18c. per pound. Of course, no duty has been levied heretofore."

ADVANCE IN FEATHER DUSTERS.

THE CANADIAN GROCER has been advised by Boeckh Bros. & Co. that prices on feather dusters, of all kinds, have advanced considerably during the past week. The cause of the advance is attributed to scarcity of feathers.

TOMATOES LOWER IN NEW YORK.

There has been a marked decline in the price of spot tomatoes, both here and in Baltimore, during the past few days, which is generally attributed to liberal offerings and the small demand, prices being 5 to 15c. per dozen less here than a week ago, according to seller, brand, and variety.

The requirements of the Government, which were expected to be very large, have not come up to expectations, it is reported, and the demands of general consumers have been somewhat disappointing. While stocks of spot goods in first hands have, for some time past, been held to be exceptionally light for the season, it would now appear that the supply left from last season is much larger than was generally believed. The effort to dispose of this surplus before the advent of the new packing season, now near at hand, is said to be responsible, in a large measure, for the break in prices. A week ago sales on the spot of Jerseys were mentioned at \$1.15 cash, while to-day, goods of the same or similar packing, are reported to be procurable here at \$1. On Marylands, the price has declined from \$1.05 to 97½c., though on some brands \$1 is demanded.

It is intimated in some quarters that the decline in prices is due to speculative influences. Some dealers in spot goods state that supplies here are not more than a fifth of what they were a year ago. It is rumored that some sellers having made contracts with the Government are now trying to cover and are bearing the market with that object in view. On the other hand, the indifference of buyers is said to be the chief cause of the depression.

Baltimore mail advices state that the result of the decline in prices in spot tomatoes has been a larger business than for several weeks past, but the New York market continues unresponsive. — N. Y. Journal of Commerce.

APPLES IN MISSOURI.

"Apples will be scarce this year," says J. C. Evans, president of the State Horticultural Society of Missouri. "The crop is now gone on the old trees. The prospect for apples early in the season was good, with the exception of the Ben Davis and Johnson varieties. These varieties bore beautifully last year and exhausted their nutriment. They did not bloom this year. At the time the fruit buds should have formed last year it was very dry and the trees lacked vitality to form them. The extreme cold and damp weather this spring prevented those which did from maturing. There will be a larger crop in the eastern than in the western part of the State. The peach crop will be spotted, dependent on altitude and exposure." — American Grocer.

A SHOP-STARTER.

OVER in England they have the professional "shop-starter," or "pusher-off." One of them tells something about his methods in Pearson's weekly, from which the following is taken:

You must have the shop fitted attractively, and see that it is on the right side of the road, and boom it thoroughly. Nothing so important as having your shop on the right side of the road—that is to say, the side on which most pedestrians pass. And that's the sunny side. In streets running from north to south, the east side is the best; while in those stretching east and west, the north side is the best. Many a capable business man has failed for no other reason than that he has not paid proper attention to the question of the side of the road.

A shop cannot be too well lighted; the brighter the light the greater the attraction; and here is presented a curiosity in things human, for when people see a brightly-lighted shop they will gather round it like moths, and, very often, won't move away until their pockets are burned.

Everything in the way of trimmings should be made particularly attractive—neither glaring nor offensive to the eyes, but just sufficiently effective. The thing is to draw attention to the window, and prominence given to any other feature detracts from that and is a mistake. After all, the window is the main thing.

There are many methods of calling attention to a newly-opened shop—some of them suitable in one neighborhood and some in another. Not a bad speculation is the engaging of a band to play on the opening night of, say, a grocer's shop in a working district. It wouldn't do, though, in a middle-class neighborhood. I pushed off successfully in Nottingham, a little while ago, a grocer's shop on these lines. The band played for the first four Saturdays, at a cost of £10, but a good connection had been built up before the fourth Saturday came round, notwithstanding the comparative failure of one or two other similar businesses in the neighborhood. I started a business in Leeds once for a young firm, and got them to give away a handsome dinner service, worth four guineas, to the customer who presented at the end of the first month the greatest number of checks, which were given with every article worth sixpence or

more. It sent the business up safely. But on one occasion the police in another town interfered with this idea, claiming that it was a lottery. That did more to advertise the business than the service itself, the gift of which was got through all right.

A cheesemonger's I started in a similar way, only I gave away six eggs with every pound of bacon for the first week. In Blandford I opened a cigar and tobacco shop for a young married couple, and got a connection together for them by selling ounce packets of tobacco at half price for the first week. An enterprising London drapery salesman took it into his head to open a country public, and he commanded almost instantaneous success by giving away half-ounce twists of tobacco with every glass of ale—my suggestion—for a month. The second week he augmented this gift with a pincushion for the customer to take home to his wife, which put the lady on good terms with her husband and "The Romping Kitling."

IN THE LONG RUN.

IT is to be presumed that when a man buys a store, stocks it and opens its doors for business that he has some intention of staying there for a while, says Trade Magazine. Nearly all merchants are in business to make a living and acquire a competency, and do not move of their own accord unless with a view of bettering their conditions. They are working not for to-day or to-morrow, but for the years to come. They can only afford to build solidly, therefore, if they would realize their ambition.

These are facts to be borne in mind these days, when there are so many who do not scruple to stoop to disreputable methods in business for the sake of temporary profit.

There are "schemes" and "plans" and "methods" without number, all of which are widely advertised as sure to increase business. It is safe to say that fully half of them are essentially dishonest, and even a large percentage beneath the dignity of an honorable man. It is just as true that 90 per cent. of them are ephemeral,

resulting at the most in a little temporary business, which is followed by a most pronounced reaction.

How about the men who are everlastingly adopting these methods? Their stores are crowded for a while.

How long?

They make a great noise in the community and seem in a fair way to sweep everything before them.

How long?

They start in the race at a great speed and go rushing towards the goal in a way that promises sure success.

How long?

Just long enough for the people to tire of their sensationalism or discover their dishonesty. It sometimes takes a year or two, but usually they are off for pastures new in a much shorter time.

They may worry the legitimate merchant for a while, but he should never allow their apparent success to tempt him to adopt any of their methods.

The man who is in a community to stay must be straightforward, honest, natural.

It's the "long run" that counts.

RETAIL GROCER MARRIES.

On 15th inst., E. S. Haines, grocer, St. Mary's, N.B., was married to Miss Ida M. Grey, of St. John, N.B. Mr. Haines is quite popular in St. Mary's, and he and his bride were given a reception. THE CANADIAN GROCER sends congratulations.

SCARCITY OF FISHERMEN.

Malcolm & Windsor, Limited, write from Steveston, B.C., as follows: "The only news of interest at the moment is the scarcity of labor on the river for this time of year; fishermen do not seem to be coming around in the same numbers as in former years."

LAPORTE, MARTIN & CIE.

IMPORTERS AND WHOLESALE GROCERS

Agents in Canada for

"Princess Louise" Japan Tea.

"Victoria" Japan Tea.

"P. Richard's" Brandy.

"Mitchell's" Whiskeys.

72 to 78 St. Peter Street, MONTREAL.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

PARADIS & JOBIN have been appointed curators of Nester Desilets, general merchant, St. Stite, Que.

Robert Strang, baker, Montreal, has assigned.

W. T. G. Cosman, grocer, St. John, N.B., has assigned.

Wm. C. Harper, grocer, Amherst, N.S., has assigned.

Thomas J. Hayes, trader, Bay St. George, Nfld., is offering 25c. on the dollar.

Carmichael & Co., grocers, Tottenham, Ont., have assigned to G. P. Hughes.

J. E. Murgatroyd, general merchant, Smithville, Ont., has assigned to John B. Brant.

W. Y. Cannon, general merchant, Sharbot Lake, Ont., has compromised at 20c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Lalande & Frere, grocers, Montreal, have dissolved.

Pouliot & Co., grocers, Quebec, have registered dissolution.

W. T. Ware & Co., cheese exporters, Montreal, have dissolved.

Hurtubise & Frere, grocers, St. Henri de Montreal, have dissolved.

George R. Hutton and James E. Hutton have registered as partners under the style of Hutton Bros., grocers, Montreal.

J and M. J. Taylor have registered partnership under the style of John Taylor & Co., of the Morse Soap Works, Montreal.

Co-partnership has been registered by James A. and Donald F. Fraser under the style of Angus Chisholm, grocer, New Glasgow.

Victor Gervais and Victor Reeves have registered as partners under the style of Gervais & Reeves, confectioners, St. Hyacinthe, Que.

Edmond Guerin and Joseph Gendron have registered as partners under the style of Guerin & Gendron, confectioners, St. Hyacinthe, Que.

Henri Thorn and Emile Loiselle have registered as partners under the style of Thorn & Loiselle, cheese and butter factory owners, St. Angele, Que.

Lockerby Bros., wholesale grocers, Montreal, have dissolved, Wm. W. Lockerby retiring, and the business being continued

NEW RECRUITS are added every day to the army of consumers

who want **Clark's Meats.**

ARE YOU STOCKED?

ORANGE MARMALADE

Have you tried Upton's Gilt Edge Brand?

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

THOS. UPTON & CO., Hamilton

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

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

by David L. and Alex. I. Lockerby under the old style.

SALES MADE AND PENDING.

W. T. Harris, grocer, etc., Chatham, N.B., is selling out.

The assets of J. M. A. Blanchette, St. Louise, Que., have been sold.

The assets of Pelletier, Fils & Cie., general merchants, Fraserville, Que., have been sold.

John McLeod, general merchant, Ymir, B.C., has sold out his grocery stock to the Des Brisay Jobbing Co.

The assets of Boydell & Davis, general merchants, Robinson, Que., are to be sold at auction on the 29th inst.

CHANGES.

Ed. Ray, confectioner, etc., Ymir, B.C., has sold out to Mrs. Butler.

J. W. Vaughan, grocer, Wolfville, N.S., has sold out to H. W. Davison.

The Roland Farmers' Elevator Co., Roland, Man., has been incorporated.

George Castonguay has registered as proprietor of Laroche & Co., grocers, Quebec.

The Winnipeg Lodging and Coffee House Association, Winnipeg, has been incorporated.

Treffle E. Grenier has registered as proprietor of the firm of J. A. Grenier & Co., fruit dealers, Montreal.

J. A. McNaughton, general merchant, Lakeside, Ont., has been succeeded by Young & Co.

S. McWilliams & Co., furniture dealers and grocers, Crystal City, Man., has been succeeded by R. Parker.

John C. Lombard, general merchant, Little Brook, N.S., has registered consent for his wife, May Lombard, to do business in her own name.

John A. McNeil, general merchant, Little Glace Bay, N.S., has registered consent for his wife Catherine J. McNeil, to do business in her own name.

FIRES.

J. C. Williams, grocer, Freelon, Ont., has been burned out.

Mary Spooner, grocer, etc., Fort William, Ont., has been burned out.

Lyon & Co., confectioners, Fort William, Ont., have been burned out.

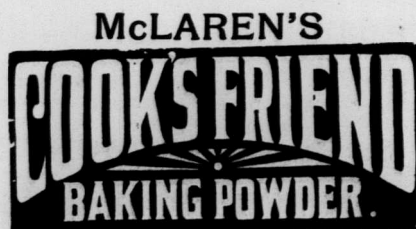
The factory of Robert Arnott, manufacturer of cheese boxes, Peterboro', Ont., has been burned. Loss, \$2,500; partly insured.

DEATHS.

Manus S. Holden, of Holden Bros., general merchants, Shelburne, N. S., is dead.

Lobster fishing in Kent County, N.B., has been a failure this year.

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



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

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ST. JOHN, N.B., GROCERS' PICNIC.

At a meeting of the Grocers' Association, of St. John, N.B., arrangements were completed for the annual picnic on the last Tuesday in July. Two bands are to be engaged, and all the boats necessary to carry every person wishing to go will be chartered. The proceeds are to be given to the park fund.

BUSINESS FOR SALE.

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

The Ontario Mercantile Agency

(Limited)

18 Wellington Street East, TORONTO.

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

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1726.

Agents for Canada:

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



Not only are the sales of

WHITE MOSS COCOANUT

increasing, but the territory in which it is sold now extends from the Atlantic to the Pacific, so that all retailers should be able to obtain a supply from their nearest jobber.

Should your jobber be out of "White Moss," write direct to

THE CANADIAN COCOANUT CO. MONTREAL.

HIGHEST

PAILS TUBS

And Wood Packages

FOR

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

Manufactured by

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

BOECKH BROS. & COMPANY
Sole Agents, Toronto

QUALITY

Always Uniform in Strength.

COW BRAND



ABSOLUTELY PURE.

No digging out of the keg, no loss in weight, no strings and paper bags necessary. Customers can be waited on in less than half the time.

JOHN DWIGHT & CO., Manufacturers.

For sale by all wholesale Grocers in Canada.



NEW 18

SEASON'S 98

"CROSSE & BLACKWELL"

Candied and Drained Peels

C. E. COLSON & SON, MONTREAL

HIS REPORT A GOODLY ONE.

MR. W. D. ROBERTS, who for nearly a year has been with G. F. & J. Galt, Winnipeg, has been in Toronto for a few days. "Trade," he said, "is good in Winnipeg. So it is in Vancouver. In Victoria, the Klondyke trade has petered out for the time being, but ordinary business is still fairly good in Victoria. You know that city has got an established trade. Business is quiet in New Westminster. Taking British Columbia generally, trade is good throughout the Province. While I was on the Coast I took a trip on the Stickine river. I went up on the second trip of the first boat. When I reached Glenora there were only about 300 people there. I was only there five days, but when I came away there were nearly 3,000 people there."

The spice mills started in Winnipeg by the Messrs. Galt are doing well, Mr. Roberts said, an enlarged plant already being necessary. "Blue Ribbon" tea was also doing well, and the firm was introducing it in Tacoma and other United States Coast cities.

FLOUR IN HALIFAX.

Flour in Halifax is to-day nearly \$1 a barrel lower than the highest point during the recent boom. Flour that would have brought from \$6.25 to \$6.40 a month ago, good Ontario 80 per cents., for instance, can be had to-day in car lots at \$5.40, or a shade lower. From 75 cents to a dollar lower than a month ago is a fair statement of the Halifax flour market.

Stocks are light. Most of the dealers are holding a mere hand-to-mouth stock, and have a smaller quantity than for two years, a satisfactory condition in a falling market. Reports come that on the western shore stocks are rather heavy, especially at such points as Shelburne, Lockport and Liverpool. Rumor has it that some merchants at these places bought from a Boston house at pretty good prices, just before the decline. Generally speaking, it will be found the best policy to patronize Halifax houses. Their experience in buying flour from Boston on this occasion may bring home this connection to some of the western shore merchants.

The general impression seems to be that elsewhere in Nova Scotia, as in Halifax, the rule is comparatively light stocks.—Herald, Halifax, June 17.

A large number of Chinamen and Japanese have secured work in the Fraser river canning factories. They will make the tins for the season's pack.

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

Amongst an Army of Competitors

Has an "Acceptable Individuality," established by its incomparable Quality and general all round goodness of make-up.

"PICK THE WINNER FIRST"**Experiment Afterwards**

This is Good Business Wisdom.

SALADA TEA CO.

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

Evaporated Vegetables

FOR SOUP
Always Ready
Always Delicious

Specially adapted for **Miners'** and **Sailors'** use.
Samples sent on application.

Kerr Vegetable Evaporating Co.
Limited
KENTVILLE, NOVA SCOTIA

**Dewar's Famous Scotch**

Can be had from
Geo. J. Foy Perkins, Ince & Co. Toronto.
R. H. Howard & Co. Adams & Burns
James Turner & Co., Hamilton, and all first-class houses.

ADAMS'**TUTTI FRUTTI**

The Best Gum and the Best Seller.

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

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

SOVEREIGN LIME JUICE

equal to any made in the world.

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

Order through wholesale Druggist or Grocer.

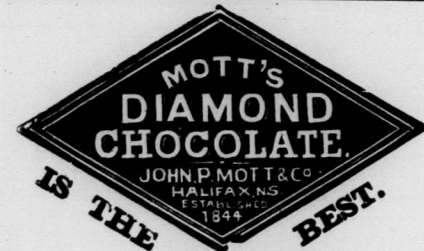
E. FIELDING, Agent

34 Yonge St., TORONTO

THE MODERN GROCER

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

Knowles, Ham & Nott Co., Limited
BRANTFORD



IS THE BEST.
ASK FOR
MOTT'S



Blind Man's Buff . . .

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

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



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

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PERSONS addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with **THE CANADIAN GROCER, Toronto or Montreal.**

THE Oakville Basket Co.

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

OAKVILLE, ONT.

THE PRESS CLIPPING DEPARTMENT

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

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

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

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

The Press Clipping Department, Board of Trade, Montreal

The Dry Goods Review



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

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer **\$3.00**

Send for Samples.

THE DRY GOODS REVIEW

TORONTO . . .

. . . . MONTREAL

SOLD FROM ATLANTIC TO PACIFIC

FAC SIMILE OF CASK LABEL.



PURNELL'S

PURE PLAIN and SPICED

MALT VINEGARS

Brewery, Bristol, England.

AGENTS

St. John, N.B.—W. S. CLAWSON & CO.

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

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

Hamilton—JOHN W. BICKLE & GREENING.

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

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

Quot etc., a agents accura If a ch cine, i as a m reques

4 oz. or 10 cent Cool Size 1. " 10. " 2. " 12. " 3. Pound oz. t lb. t lb. t Diar 1 lb. 1/2 lb. 1/4 lb. 1/2 lb. 1 lb. 1 lb.

When We Talk 

Keen's D.S.F. Mustard

We know what we are talking about.

QUALITY and DEMAND know nothing better

The GROCER who handles KEEN'S is ALIVE.

Current Market Quotations for Proprietary Articles.

June 23, 1898.
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

BAKING POWDER.

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2 1/2 lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4 oz. cans, 4 and 6 doz. in case.....	1 25
10 cent can.....	0 90

Cook's Friend—

Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	80
" 12, in 6 ".....	70
" 3, in 4 ".....	45

Pound tins, 3 doz. in case..... 3 00
oz. tins, 3 "..... 2 40
oz. tins, 4 "..... 1 10
lb. tins, 1/2 "..... 14 00

Diamond— W. H. GILLARD & CO.

1 lb. tins, 2 doz. in case.....	per doz. 1 20
1/2 lb. tins, 3 ".....	90
1/4 lb. tins, 4 ".....	60

MAPLE LEAF BAKING POWDER.

1/2 lb. glass jars.....	\$1 25
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25



THE F. F. DALLEY CO.

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

JERSEY CREAM BAKING POWDER.

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

BLACKING.

P. G. FRENCH BLACKING. per gros

1/2 No. 4.....	\$4 00
1/2 No. 6.....	4 50
1/2 No. 8.....	7 25
1/2 No. 10.....	8 25

THE F. F. DALLEY CO.

English Army Blacking, 1/4 gross cases.....	\$9 00
No. 2 Spanish ".....	3 60
No. 3 Spanish ".....	4 50

per doz.

No. 5 Spanish Blacking, 1/4 gross cases.....	7 20
No. 10 ".....	9 00
Vucan Oil Blacking, 1 doz. cases, liquid.....	2 00
New York Dressing, 1 doz. cases.....	0 75
Spanish Satin Gloss, ".....	1 00
Crescent Ladies' Dressing, 1 doz. cases.....	1 75
Spanish Glycerine Oil Dressing.....	2 00

BERRY'S ENGLISH BLACKING.

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

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

THE ALPHA CHEMICAL CO.

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

Shoe Blacking— in 1/4 gross cases.

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

Alpha Metal Polish No. 2..... 9 00

Patent Stove Polish—

Sunlight Lead Bar.....	4 2
Packed in 1/2 gross cases.....	10 30
Sunlight Liquid, 1/2 gross cases.....	10 30
Moody's Black Lead.....	2
Reliable Stove Pipe Varnish, 1/4 gross cases.....	6-oz. bottles



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

Stove Polish—

Quickshine Polish.....	9 00
Reliable Paste.....	6 00
Electric Crown Paste.....	8 00
Electric Crown Lead Bar.....	7 80



Rising Sun Stove Polish

For durability and for cheapness this preparation is truly unrivalled.

Rising Sun, 6 ounce cakes, half-gross boxes.....	Per gros \$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	4 50
Sun Paste, 10c. size, 1/4 gross boxes.....	10 00
Sun Paste, 5c. size, 1/4 gross boxes.....	5 00

LAUNDRY STARCH

There is nothing better made than **LILY WHITE GLOSS** in 1-lb. and 6-lb. packages.

Brantford Starches make neat, attractive shelf goods, and their quality will win and retain custom.

CULINARY STARCH

We guarantee the quality of our **CHALLENGE PREPARED CORN**. It is unsurpassed.

THE BRANTFORD STARCH CO., Limited, BRANTFORD, ONT.

Selling Agents for the Celluloid Starch Co., New Haven, Conn.

PICKLES---STEPHENS'

A. P. TIPPET & CO., AGENTS.
per doz.
Patent stoppers (pints) 2 30
Corked (pints) 1 90



per box
Case of 1 lbs. (containing 60 p'kgs) 3 00
" 1/2 lbs. (" 120) 3 00
" 1/4 lbs. and 1/2 lbs. (containing 39 1 lbs. and 60 1/2 lb. packages) 3 00
Case of 5c. p'kgs (containing 96 p'kgs. 3 00

SOAP



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



BRANTFORD SOAP WORKS CO.

Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 130 in box; Twin Cake, 11 1/4 oz. each, 100 in box.
Quotations for "Ivory Bar" and other brands of soap furnished on application.
A. P. TIPPET & CO., AGENTS
per gross
Maypole Soap, colors 12 00
" black 18 00
10 per cent. discount on gross lots.

STARCH.

EDWARDSBURG STARCH CO., LTD.

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



40-lb. boxes, 1-lb. p'kgs. 0 08
6-lb. boxes, sliding covers (12-lb. boxes each crate) 0 08 1/2
PURE—49-lb. boxes, 1-lb. pack. 0 07
48-lb. " 16 3-lb. boxes. 0 07
For puddings, custards, etc.
OSWEGO 40-lb. boxes, 1-lb. packages 0 07 1/2
CORN STARCH }
ONTARIO 38-lb. to 45-lb. boxes, STARCH } 6 bundles 0 06
STARCH IN Silver Gloss 0 07 1/2
BARRELS Pure 0 06 1/2

THE BRANTFORD STARCH CO., LTD.

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

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

TEAS.

"SALADA" CEYLON.



Wholesale Retail
Brown Label, 1s and 1/2s 0 20 0 25
Green Label, 1s and 1/2s 0 22 0 30
Blue Label, 1s and 1/2s and 1/4s 0 30 0 40
Red Label, 1s and 1/2s 0 36 0 50
Gold Label, 1/2s 0 44 0 60
Terms, 30 days net.

RAM LAL'S (lead packages)



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

"KOLONA"



Ceylon Tea, in 1-lb. and 1/2-lb. lead packets black or mixed.
Black Label, 1-lb., retail at 25c 0 19
" " 1/2-lb., " " 0 20
Blue Label, retail at 30c 0 22
Green Label " 40c 0 28
Red Label " 50c 0 35

Orange Label, retail at 60c. 0 42
Gold Label, " 80c. 0 58
Terms, 3 per cent. off 30 days.

CROWN BRAND.

(Ceylon in lead packages)
Wholesale Retail
Red Label, 1-lb. and 1/2s 0 35 0 50
Blue Label, 1-lb. and 1/2s 0 28 0 40
Green Label, 1-lb. 0 18 0 25
Green Label, 1/2s 0 19 0 25
Japan, 1s 0 19 0 25

TOBACCO.

EMPIRE TOBACCO CO.
Foreign—
Royal Oak, 2 x 3, Solace, 8s. 0 58
Something Good, rough and ready, 8 1/2s 0 61
Something Good, rough and ready, 7s 0 60
Golden Plug, 3 x 6, 3 1/2s. 0 66
Domestic Chewing—
Currency, 13 1/2 oz. bars, spaced 9s, (10 1/2 to the lb.) 0 59
Patriot, 2 x 6, Navy 5s 0 44
Old Fox, Narrow 12s 0 44
Silver Buckle, bright 8s. 0 44
Snowhoe, 10 1/2 oz. bars, spaced 8s, (12 to the lb.) 0 44
Snowhoe, pound bars, spaced 6s. 0 44
Cut Smoking—
Leader, 9s, in 5 lb. boxes (10 lxs. in case) 0 12

WOODENWARE.

per doz
THE E. B. EDDY CO.
Washboards, Planet 1 60
" XX 1 40
" X 1 25
" Special Globe 1 50

Matches—
5-Case Single Lots, Case
Telegraph \$3 25 \$3 45
Telephone 3 63 3 25
Parlor 1 30 1 40
Red Parlor 1 50 1 60
Safety No. 1, wall box 1 40 1 50
" No. 2, slide box 2 80 2 90
" No. 3, capital 2 75 2 85
Flamers, slide boxes 2 25 2 35
" wax stems 3 20 3 39
Tiger 2 65 2 85

BRYANT & MAY.

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