

**PAGES
MISSING**

PUBLISHED
EVERY
FRIDAY

CIRCULATES
IN EVERY
PROVINCE

THE CANADIAN GROCER AND GENERAL STOREKEEPER



QUALITY..



*1200
1800*

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

PEEK FREAN & C^o'S



BISCUITS

ARE NOW PRODUCED IN
Several Hundred Varieties.

Recent Novelties are
FLORENCE WAFERS
—AND—
CREAM SANDWICHES

CHAS. GYDE, Canadian Agent, MONTREAL.

<p>Corn Brooms</p>	<p>BROOMS</p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck" ... Always reliable and as represented.</p>	
<p>"GEM" "WIRE" "SNOW" "OORKER" "HEARTH" "LA BELLE" "BARBERS" "TRAVELLER" Wood, Bone, Nickel, Silver and Flush Handles. Large Variety. Low Prices.</p>	<p>STANDARD BRANDS</p>	<p>Always reliable and as represented.</p>	<p>A can of Heinz Baked Beans makes a handy and satisfactory picnic lunch.</p>
<p>WHISKS HISKS</p>		<p>Corn Whisks</p>	<p>There are 57 varieties of Heinz Pickles and Pure Food Products.</p>

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

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

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

MAYPOLE SPECIALTIES

POPULAR

PROFITABLE

Maypole Soap Dyes

The most perfect, convenient and economical Household **DYE** made. **DYES** any material. **DYES** any color. Retails 10c. for Colors, 15c. for Black.

"Oriole" Toilet Soap

A singularly choice article. Packed only in boxes of 1 dozen each. Each cake in **Enamelled Soap Box**.

Maypole "Straw Hat Polish"

Fills a long-felt want. With it an old White Straw Hat can be simultaneously **DYED** and **POLISHED** any fashionable color. Can be used by anyone. Retails 10c. Packed in assorted colors, 1/4-Gross Boxes.

COLORS

Cardinal
Green
Poppy Red
Brown

Moss Green
Light Blue
Pink
Transparent

Dark Green
Lemon Yellow
Heliotrope
Jet Black

40% profit to retailers on Maypole Specialties.

Made only by

THE MAYPOLE CO., Limited,

LONDON, ENG.

Canadian Depot: 8 Place Royale, Montreal

ARTHUR P. TIPPET & Co., Managers.

ART Baking Powder

OUR PREMIUM LIST AND A FEW FACTS.



No. 14. SAUCE PAN.



10-INCH PIE PLATE.

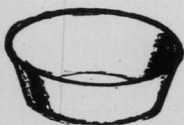


1 1/2-QUART PUDDING PAN.

The above three articles go with one pound.



No. 28. PRESERVING KETTLE.
Largest size ever offered.



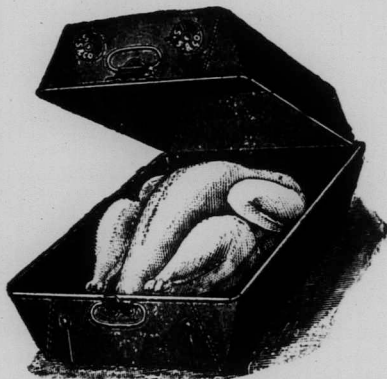
6-QUART WHITE ENAMEL
PUDDING DISH.



No. 24. SAUCE PAN.



1 1/2-QUART TEAPOT.



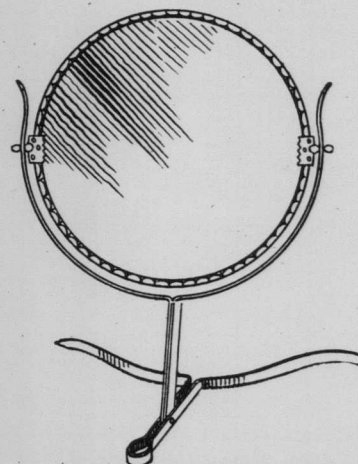
DOUBLE ROASTING PAN.



12-QUART MILK PAN.



2-QUART COFFEE POT.



10,000 BRITISH BEVELED PLATE
GLASS MIRRORS, worth \$1.00 each
at retail, giving one with each
pound. Glass 5 inches in diameter.



A 2 and 4-QUART PUDDING
PAN with 1 lb.



A PAIR OF WASH BOWLS
No. 28 and No. 30, with 1 lb.



20-QUART TIN BREAD PAN
WITH COVER.



10-QUART WATER PAIL.

THE enamel ware portrayed above is an exact imitation of Stransky ware—finest ware made. It has been gotten up expressly for our trade, and we are now offering the first consignment of about \$7,000 worth.

Art Baking Powder is being sold everywhere in Canada to-day, and in the best stores, something no other prize powder can boast.

Art Baking Powder is the best that can be made and the premiums the most reliable, useful and popular ever offered.

Do you want an attraction for your store? Write us for particulars and prices.

MAYELL & COMPANY TORONTO



I am not a "Cutter"

I make the prices of my Cigars low; but I am not a "cutter" or a "slasher" of prices. The "cutter" usually buys a job lot of tobacco, and that generally means inferior quality to begin with. Briefly, somebody makes a mistake; and "somebody" wants you to help him out of a hole by buying his tobacco. He is willing to let it go cheap—if he can find a purchaser.

Whenever you buy cigars at a lower price than I ask for my "Pharaoh" (retails for ten cents), or my "Pebble" (retails for five cents), you may be absolutely sure that the quality is sacrificed, and, too, that the workmanship is inferior. I would like to send you samples of my "Pharaoh" and my "Pebble" Cigars.

J. Bruce Payne, Mfr.,
GRANBY, QUE.

Cheques Payable to Your Order

will be the result of selling

CROWN FLAVORING EXTRACTS

Manufactured by

The Greig Manufacturing Co.
456 St. Paul St., MONTREAL.

FOUND

BY SELLING

"OZO" TEAS

Time, trouble and expense is saved, while good satisfaction, custom, and profits is given.

THE OZO CO., Limited
MONTREAL
Tel. Main 2537.

MADE IN CANADA.



"Sterling" Brand Pickles

THE PEOPLES'
CHOICE

An appetizing relish is given the luncheon or dinner when these unrivalled Canadian-made pickles are served. That is what makes pleased customers, and pleased customers are the kind that stay with the grocer.

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

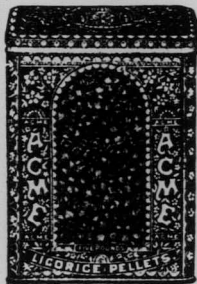


CLEAN, BRIGHT, WHOLE SPICES

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

FOR THE PICKLING SEASON.

LICORICE..



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

YOUNG & SMYLLIE

BROOKLYN, N.Y.

Established 1845.

DUNN'S PURE MUSTARDS

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

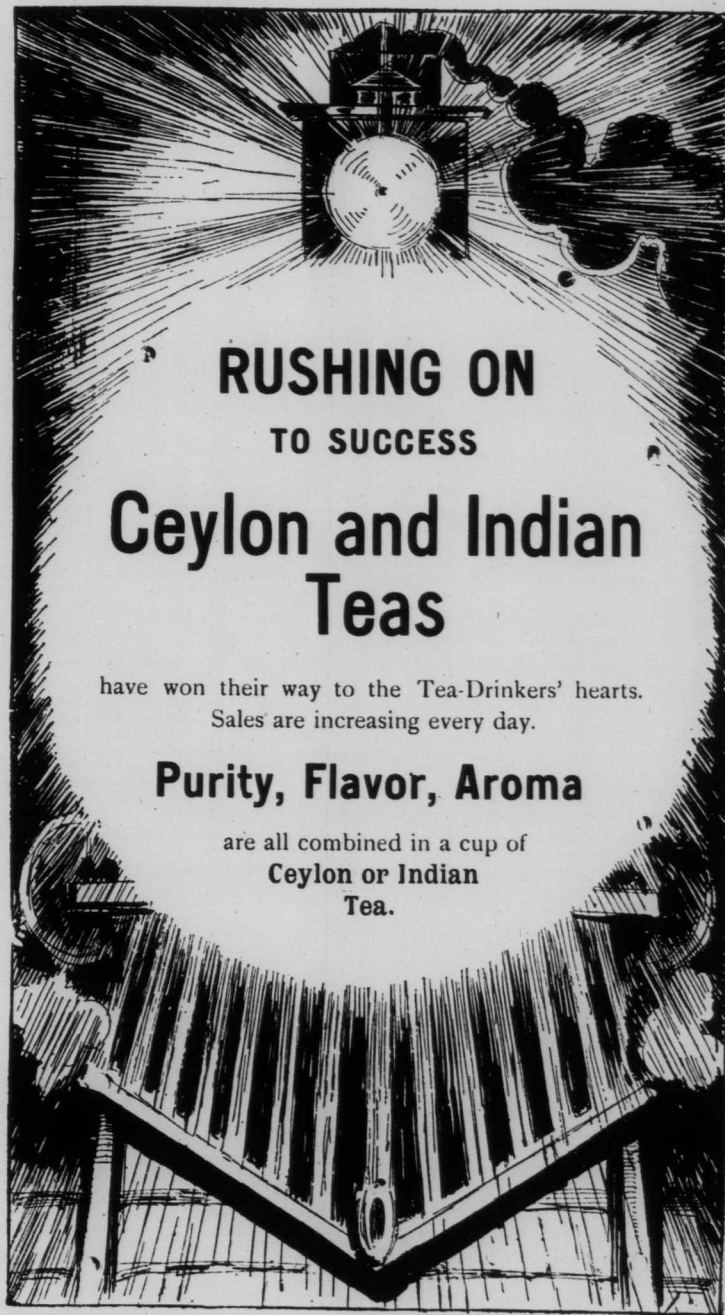
Push
and
Win!

Tillson's
Flake Barley

sells itself in warm weather.
PUSH IT and you win larger profits than you'd believe dull times could ever bring you. Besides being a light, delicate, strengthening, easily digested breakfast cereal, it makes delicious puddings that even the dyspeptic can eat with impunity. It is sold by the pound—no order is too small for us.

The Tillson Co'y, Limited
Tilsonburg, Ont.

From Manufacturer to Retailer Direct.



**RUSHING ON
TO SUCCESS**

**Ceylon and Indian
Teas**

have won their way to the Tea-Drinkers' hearts.
Sales are increasing every day.

Purity, Flavor, Aroma

are all combined in a cup of
**Ceylon or Indian
Tea.**

E
S





New York Ginger Ale

(Quart Bottles—1 Doz. in case.)

The quickest seller on the market during the hot weather.

Your Profit is **50 per cent.**

WE ARE THE SOLE AGENTS FOR NEW YORK GINGER ALE for the Grocery Trade of Ontario.

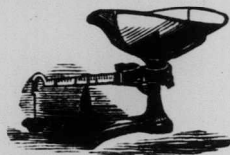
As far east as Belleville and as far north as Sundridge, five case lots are delivered at 80 cents per doz.

W. H. GILLARD & CO., :: Sole Agents :: HAMILTON

GROCCERS, MAKE MONEY!

BE UP-TO-DATE

WILSON'S MONEY WEIGHT SCALES



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

Handsomely Finished. AGATE BEARINGS

Send for Catalogue

C. WILSON & SON

69 Esplanade St. E., TORONTO, ONT.

A Polished Polisher METALLINE...

the new cleaner. No acids—very durable—easily applied; will not injure wood, enamel or leather—cleans all equally well. 5 and 10-cent packages. Samples sent on application.

SILVERINE MFG. CO.

... MONTREAL

DOLLARS

are made by selling

Paterson's Sauce.



Rose & Laflamme

Agents

MONTREAL.



Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES AND PURE OLIVE OILS.



INDIAN CURRIES AND CHUTNIES.

Makers of High-class

PICKLES OF ALL KINDS.



SAUCES OF ALL KINDS.

Groceries
Island
THE

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account do, a ness, a ce They of or we t over beco sold nothi man strict State befo won about men to b to selve of c wise som poss sees sala won char the we So, necc accc how perc

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

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CIRCULATES
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VOL. XIII.

TORONTO AND MONTREAL, JULY 28, 1899.

NO. 30

DELINQUENT ACCOUNTS AND METHODS OF SECURING COLLECTIONS.

By William A. Joyce.

THE poor we always have with us; it makes little difference whether we refer to the poor people or to our poor accounts, for, with the latter, so long as we do, and must necessarily do, a credit business, so long we are positively sure to have a certain number of delinquent accounts. They necessarily become a part, as it were, of our stock in trade, yet how little value we usually attach to them when looking over the books of some concern that has become insolvent, for, as a rule, they are sold with the other assets for little or nothing. What an ideal life for a business man if his business could be done on a strictly C.O.D. plan or a sort of a United States postal plan—that is to say, "pay before you taste the stamp," but, if this wonderful change in business would come about, what would become of us poor credit men. I see no other vocation left for us but to become the iceman—"wouldn't you like to be the iceman?" So, for our own selves, we had better encourage the existence of delinquent accounts, and then, with a wise look and a very little action, collect some small account that no one else could possibly have collected. Then our concern sees the great necessity of advancing our salary ere some other concern discovers our wonderful value and makes it an object to change for our health, and, perhaps, like the preacher, we receive a "call" where we can do more good at a little better pay. So, having settled the fact that out of necessity we must have the delinquent accounts, let us consider for a few moments how to care for some and how to keep our percentage of losses under one-half of 1 per

cent. of our business sales, which, in the shoe trade, is, in my judgment, a fair estimate of what the maximum losses should be.

It has been the custom of the concern I represent to make our statements daily, keep the same arranged alphabetically, and, on the first of the following month, send them to all purchasers during the month, marking the statement, "not a dun, but sent to you for comparison, and for the purpose of correcting any errors that may have been made." In addition to this, we send at that time statements of all past due accounts and those becoming due soon, making a list of these, and then, say, after 10 days, we send another statement to all those who have failed to settle, attaching to same a colored slip calling attention to their past due matter. If this does not have the desired effect, we follow by a notice of draft. If draft is returned unpaid, we write them a pleasant letter asking for an explanation, and, at the same time, notifying them in many cases that we shall discontinue the account, and mainly for the reason that, considering the prices upon which we sell goods, we cannot afford to change our terms beyond those named upon invoice. We find that this frequently has much better effect than by sharper treatment.

We have found by years of experience that, as a rule, it does not pay to place accounts for collection in the hands of country attorneys, either through yourself or through your own attorney. Invariably, when it reaches the attorney who is to do the collecting, we find the very party against whom we have the claim is either a relative,

friend, or, in some way, closely connected, and very often is the regular attorney for the party against whom we hold the claim. Our claim is then either pigeon-holed or dallied with until we have lost all patience in the matter. Our custom has been to go directly to the party in a pleasant manner, and secure by best means possible, giving ample time.

During nearly 25 years of experience our concern has never sued what is termed a live account. After a delinquent has become insolvent we have placed claims of this nature in judgments, especially where we have anticipated that in the future there might be a chance to recover some part of the amount. We have made it a rule to be lenient and at the same time firm. We have found that by kindness and forbearance we have saved many delinquent accounts. The good credit man should look up and read Alice Carey's little poem "Don't Crowd," which, for your benefit, I will read:

Don't crowd! this world is large enough
For you as well as me;
The doors of art are open wide—
The realm of thought is free.
Of all earth's places, you are right
To choose the best you can,
Provided that you do not try
To crowd some other man.

What matter though you scarce can count
Your piles of golden ore,
While he can hardly strive to keep
Gaunt famine from the door?
Of willing hands and honest hearts
Alone should men be proud!
Then give him all the room he needs,
And never try to crowd.

Don't crowd the good from out your heart
By fostering all that's bad;
But give to every virtue room—
The best that may be had;
Be each day's record such a one
That you may well be proud;
Give each his rights, give each his room,
And never try to crowd.

We have another scheme which has taught many a delinquent to become a prompt and valuable customer. It may not

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.

always work, but our plan has been something after this fashion: We fund the present indebtedness and secure the same by a plan of guarantee or real estate security. We then insist upon the delinquent discounting all purchases whether of us or of other concerns; in addition to this, we insist on a very small weekly payment, which payment must be made on a regular date. We allow discount on all his purchases, and insist upon his paying interest upon the funded indebtedness, which interest we collect either monthly, quarterly or semi-annually. We know of a number of cases where, by careful financing for good honest and industrious men, it has enabled them to become prosperous dealers.

The question often arises, "When does a man become a delinquent?" In my judgment he becomes a delinquent the minute he commences to lose his discounts, and from that time he is in no condition to compete with his neighbor who is in the habit of looking after every cent in that direction. It is well to watch all accounts that are known as "running accounts," that is, accounts that buy indiscriminately and pay what they can afford to pay on account from time to time, and making no settlement from the first of the year to the last. The days of these accounts are past, and no good business man can afford to have them or can afford to carry them, for sooner or later the blow will come, and, unless you are securely buttoned up, you will surely have an item for the debit side of your profit and loss account.

It is somewhat of a question in my mind whether these few simple facts are of much interest to you, but if they are, you are most welcome to them, and I sincerely trust the time will arrive when delinquent accounts will continue to grow less in number, which I really think they will, for it seems to me as if we were getting closer and closer to a cash basis, necessarily so on account of the close margins upon which goods are sold.

RETAILING SUGAR IN VANCOUVER.

"Wait a moment and I will tell you what happened in our line the other day," said a grocer recently.

"You know" (I didn't, but of course I nodded wisely) said he, "the Retail Grocers' Association have been selling granulated sugar at 17 lb. for the dollar ever since the last rise in price and there is not much in it at that."

"Never is any money for your trouble in sugar," put in the grocer's clerk, sympathetically.

"We heard that a certain grocer was selling 19 lb. of sugar for \$1," continued the grocer. "How he was able to do that was a mystery. So I resolved to test it. I sent a party to buy a dollar's worth of sugar. When I got it and put it on the scale, expecting, of course, to see it on the light side, it weighed 20 lb. 10 oz. full weight.

"For fear it might have been a mistake, I sent another purchaser in for a dollar's worth of the sugar. This lot was weighed and touched the beam at 19 lb. 6 oz., an evident intention to make 18 lb. for \$1, but with the error in the weighing machine it compared exactly with the previous weight. The long and the short of it was that fellow was selling sugar at less than cost and then his scales cheated him 1 lb. 10 oz. on 19 lb., and he does not know it yet.

"Can you wonder some people are unable to make it 'go' in business," concluded the grocer, with some heat.—The Province, Vancouver, B. C.

IS IT TRUE?

How to reduce the cost of doing business is the great mercantile problem of the day. Some of the retailers are trying to get around it by forming combinations to reduce the purchase price of goods, but the limit to that sort of thing is soon reached. Some dealers don't know what "cost" really

means. If they met it in the street they wouldn't recognize it. Verily, they are in a parlous state.—New York Merchants' Review.

NOVEL WINDOW DISPLAY.

D. S. Coonrad, a retail grocer of Rockford, Ill., has pleased his fellow-townsmen by a unique window display, showing a "grocers' picnic train," his idea being to advertise the local grocers' picnic.

According to The Grocers' Criterion Mr. Coonrad has constructed the picnic train of the following materials:

The locomotive boiler is made of a five-gallon oil can, the smokestack is a lantern chimney and the cowcatcher is made from fly paper upon which the grocer has written truly; "No flies on this train." The wheels are the round tins in which "Sweet Burley" fine-cut tobacco is sold, and the driving rods are made of "Red Cross" macaroni boxes. These boxes are also used for rails on which the unique train runs. From the cab window of the engine a brownie's head is protruded; he is the engineer. The tender is made of a "Morgan's Sapolio" box and is laden with bottled and canned dainties suitable for a picnic lunch.

The baggage car was made from a match box and is inscribed; "C. & N.-W. Flyer—Buy picnic lunches here."

The passenger cars are made from boxes of the "Robert A. Johnston" crackers; in no trust, buy them and you get the best; Milwaukee, Wis." The car wheels are made of salmon cans.

At every car window brownies are seated and the heathen Chinese are obliged to take to the roof. Underneath the train is the placard: "All aboard for the Grocers' Picnic," and above the display are draped the stars and stripes. The depot from which the train runs is made out of boxes of "Rockford" oats.

The display attracts great attention and will undoubtedly sell many tickets for the picnic.

COMPETITION

has disturbed the relative values of low and high grade teas. High grades were never so cheap---a return to original values may be expected. For **one week** our travellers have special figures for our L.S. No. 1 **Japan** and Empire Golden Tipped **Ceylon**.

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

The leaders of all English Tobaccos.



Established

1749

James Turner & Co., Sole Agents for **Canada,** **Hamilton.**

Hot Weather Coming

and people are skipping for the Country. Sell them some "Reindeer" Brand Condensed Coffee and Milk to take with them.

NEW SEASON JAPAN TEA

First to
arrive in
this market.
1899 Crop.

OUR FAMOUS

GOAT BRAND JAPAN TEA

Now in store. All orders will be filled promptly.

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

HAMILTON GROCERS' PICNIC.

THE annual picnic of the Retail Grocers' Association is one of the events of the year in Hamilton. This year was no exception to the rule, as the attendance at the picnic, which was held on July 19, at Queen Victoria Park, Niagara Falls, was greater than in any previous year. Over three thousand took in the trip.

Great preparations had been made for the reception of this large crowd. In fact, representatives of the association had been sent to the park the day before, so, when the excursionists arrived, everything was ready for their reception. Tea, coffee, milk and hot water were served free to all, and by noon the three thousand were scattered everywhere in the shady places in the park, making merry at their luncheon.

The 13th Battalion band accompanied the party, and their music contributed not a little to the pleasure of the afternoon.

After luncheon the crowd scattered in all directions. As reduced rates had been provided for trips on the electric observation cars, many went up or down the Niagara. Many visited the beautiful Dufferin islands, others went under the Falls, others patronized the Maid of the Mist. Hamilton excursionists were to be seen

everywhere, especially until 2.30 o'clock, when a good crowd gathered to see the programme of races, sports, etc., run off by a committee of the grocery clerks. The following were the winners :

100 Yards' Foot Race—For grocery clerks under 17 years of age.—R. Kerr, G. Clyde, E. Edwards.

100 Yards' Foot Race—Handicap, for grocers—J. Lampman, R. Ryckman, E. H. Young.

200 Yards' Foot Race—For retail grocery clerks and drivers.—Geo. Blair, R. Kerr, J. L. Brown.

100 Yards' Sack Race—For drivers.—L. Capple, S. Ross, Geo. Blair.

200 Yards' Hurdle Race, eight hurdles—For grocery clerks and travelers.—J. L. Brown, Geo. Blair, J. Lampman.

100 Yards' Foot Race—Open to all.—Albert Newman, Niagara Falls; E. Smith, Dundas; John Garson, Hamilton.

100 Yards' Three-legged Race—For grocery clerks and drivers.—J. L. Brown and C. Hall, Geo. Blair and C. Kerr, L. Capple and John Henry.

75 Yards' Race—For lady bookkeepers and clerks.—Miss Robinson, Miss McCullough, Miss Burton.

¼ Mile Foot Race—For grocery clerks and travelers.—J. L. Brown, C. Hall, S. Ross.

Running Long Jump—For grocery clerks and drivers—John Garson, J. Lampman, John Henry.

¼ Mile Foot Race—Open to all.—E. Smith, Dundas; Albert Newman, Niagara Falls; John Garson, Hamilton.

Ladies' Soap Race.—Misses McManus, O'Neill, Walker, Galloway, Bremner, Urry, Whiteley and Athawes.

The committee of the day was: J. C. Boligan, president; C. Bremner, treasurer; W. R. Harvey, secretary; Joseph Kirkpatrick, chairman; Adam Ballantine, Andrew Bain, Wm. Smye, jr., James Main, J. O. Carpenter and John Ronan.

POTATOES SCARCE IN ROSSLAND.

There is a potato famine in Rossland, says The Vancouver World, and many restaurants have ceased to serve them on account of the price. The price last Saturday had advanced to \$5 per sack or about 4½c. per lb. by the sack. The famine is chiefly caused by the fact that large quantities are being shipped from the Pacific Coast, especially in the United States, for the use of the American soldiers, in addition to which the demand for Alaska is large.

Essex is to have two tobacco factories to work up the crop of the peninsula. It is proposed to instruct growers how to cure the crop, a good deal of that hitherto offered having suffered in the process.

The value of the exports from Hamilton in the fiscal year, ending June 30, was \$253,367, and in the last quarter year the exports amounted to \$63,727. In hides and calfskins alone this city exported \$12,000 worth in the year.



In The Dog Days

many articles do not sell so readily as during the rest of the year.
But

Imperial Cheese

is in demand the whole year round, and especially at this season when picnics and excursions are so frequent.

A. F. MacLAREN & CO., Toronto, Canada.

CANNED GOODS

Our quotations on "future" Vegetables and Salmon are not quotations merely, but a guarantee that **your order will be filled.** We have always delivered every case of "futures" sold by us.

We never plead "short pack" to escape our contracts.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

TORONTO

AN INTERESTING CASE.

Bank of Hamilton vs. Imperial Bank of Canada.—Judgment in action tried without a jury at Toronto. Action to recover from defendants \$495 paid by plaintiff to defendants under the following circumstances: One Carl Bauer had an account with the Bank of Hamilton in Toronto, and, on January 25, 1897, there was to his credit the sum of \$10.23. He drew a cheque for \$5 and had it marked good at the bank. He drew it in such a way that there was room to fill in other words and figures in the cheque, and after the marking he filled it in so as to make it a cheque for \$500. This cheque so altered he took to the agency of the Imperial Bank at the corner of Yonge and Queen streets, deposited it to the credit of an account which he there opened. He then drew cheques upon this new account to the extent of \$485 and got the money therefor. Bauer had been for some time employed in Toronto as agent for The Metropolitan Life Insurance Company, and being known at the different banks, no suspicion was felt as to the genuineness of the cheque. He was subsequently prosecuted for forgery in altering the certified cheque, and sentenced to imprisonment in the Kingston Penitentiary. The cheque so deposited with the Imperial Bank was, on the morning of January 27, sent by that

bank, with the other cheques drawn upon the Bank of Hamilton, and also with the bills of that bank that had been deposited on the previous day in the Imperial Bank, and was presented at the clearing house in the usual way. Held, that the fraudulent alteration of the cheque by raising it from \$5 to \$500 constituted a forgery, and the condition of the cheque when certified by the bank afforded ample opportunity for the commission of the crime. But, under the law as now settled by the House of Lords, a drawee bank, in certifying a cheque, would be under no duty to take precautions against fraudulent alterations in a cheque, after certifying the same, any more than an acceptor of a bill of exchange is under a duty to take precautions against fraudulent alterations in a bill after acceptance. Schofield v. Earl of Lonsborough (1895), 1 Q.B., 536 and (1896), A., 514. Held also that the claim of plaintiffs against defendants in respect to the excess of the sum appearing on the cheque over the amount at which it was certified, is not in any way prejudiced by the rules of the clearing house. There was no negligence on the part of the plaintiffs, as the course they pursued in regard to the certified cheques was the one universally adopted by the banks since the establishment of the clearing house; and the holders of the cheques, the

Imperial Bank, were not deprived of any rights, nor was their position altered by reason of notice of the forgery not being given until the following day. Judgment for plaintiffs for \$495 and costs.

ALWAYS MAKE A MEMORANDUM.

See to the little things and the little things will take care of themselves. The only way it is really possible to attend to little things properly, that is, if one desires to attend to them, is, not to trust to the memory in doing the work, no matter how good it may be.

A pad should be carried in the pocket; on this mark down whatever you may think of as soon as it occurs to you. One by one attend to the things recorded, and whenever something on the list has been attended to run a pencil through the memorandum.

The little pad and prompt and proper attention to the memoranda on them, will not only aid you in making things better, but will also rid you of many a troublesome hour.

Make use of the pad and this suggestion. You will find them to work well.—Alfred Meyer, in The Shoe Retailer.

The annual picnic of the St John, N.B., grocers was held on July 25.

FOR HOT WEATHER.

Morton's Whole Pineapple

IS A GOOD SELLER.

JOHN SLOAN & CO.

Wholesale Grocers.

TORONTO

CURING OF TOBACCO.

“WHEN the leaves of the tobacco plant are mature and ready for harvest they are gathered and first laid on the ground to wilt—that is, to wither and lose their brittleness,” says The Contemporary Review. “This done, they are collected into bundles and packed, top upwards, into moderate-sized heaps to sweat. Matting is placed over the heaps, and a gradual rise of temperature begins. The increase in temperature is due to certain processes which are taking place within the leaves, whereby, as the leaves dry, their more complex contents become broken down into simpler ones, with an evolution of heat and water. The water thus given off is in vapor form, but it condenses again on the cooler matting covering, and it is the presence of this water which gives rise to the idea of the heaps ‘sweating.’ Care and attention are needed at this time to prevent overheating, for, did the temperature rise unduly, there would be darkening of the leaves and injurious drying. When the ‘sweating’ is completed the leaves are dried, either slowly, by simple exposure to currents of air, or rapidly, by artificial heat. Moldiness and consequent rotting must be guarded against, and then, if all the conditions are favorable, in six or

eight weeks the leaves will have turned a bright warm brown color, though tobacco at this stage lacks aroma and flavor. The chief result of this process has been to effect a further alteration in the constituents of the tissues of the leaves. After it is completed moist air is again brought into play to soften the leaves and render them pliant, and it is not till then that they are ready for the great process of fermentation in which, it is now asserted, the bacteria play so crucial a part.

“Fermentation has always been looked upon as a very important stage in the preparation of tobacco, but, if bacteriologists are right, even greater stress must be laid upon it, for it is the keystone of the whole and of paramount importance. As a preliminary to it, the brown leaves are sorted and made up into hands, or small bundles, containing, perhaps, from six to 10 leaves apiece. All these separate bundles are collected and piled up into great heaps or solid stacks—a stack containing sometimes as much as 50 tons of tobacco. Directly the stacks are completed fermentation begins, encouraged by the warmth and moisture within, and now, too, begins the production of aroma and flavor. And this is the work of the bacteria which inhabit these heaps, for it is con-

clusively shown that these stacks are the homes and breeding places of myriads of bacteria—in fact, a complete flora of fungus life is to be found within them, for side by side with the bacteria are members from many other parts of the great group of fungi of which the microbe life is only a small section.”

CATALOGUES, BOOKLETS, ETC.

POETIC ADVERTISING.

Keen, Robinson & Co., London, Eng., manufacturers of Keen's mustard, “Oxford” blue, Robinson's patent barley, etc., have issued a little booklet entitled “Khartoum, Some Verses Before its Capture,” in which the muse sings the praise of their wares. The book is cleverly illustrated and gives a novel account of the white man's work in Egypt. Frank Magor & Co., 16 St. John street, Montreal, are distributing the pamphlets.

FACTORY LOCATION WANTED.

W. M. Purdy, 45 City Councillors street, Montreal, is advertising for a location for a factory, within 100 miles of Montreal, employing 200 to 300 hands. This is understood to be for a canning company and that a municipal bonus is wanted.

Selected Quality.

Full Weight.



EVERY CAN GUARANTEED.

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CANNED GOODS

WE QUOTE AT CLOSE PRICES AND
GUARANTEE DELIVERY

FROM STANDARD PACKS,
FOR FUTURE SHIPMENT.

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

WHOLESALE GROCERS,
MANUFACTURERS, IMPORTERS OF TEAS.

TORONTO

HINTS TO BUYERS.

TKINNEAR & Co. have received their first shipment of "Goat" brand Japan tea, and they are now filling orders as rapidly as possible.

See H. P. Eckardt & Co.'s announcement on page 19 of this issue.

T. Kinnear & Co. are in receipt of a shipment of "Cherry's" mustard.

John Sloan & Co. are showing special samples in Japan siftings and fannings.

New pack kippered herring and haddies are in stock with The Davidson & Hay, Limited.

A large consignment of "Quaker" oats and Pettijohn just at hand with W. H. Gillard & Co.

The Eby, Blain Co., Limited, offer Californian prunes, 90-100's, 80-90's, 40-50's and 30-40's, at quick clearing prices.

Cooked corned beef, smoked sliced beef and lunch tongue, just the articles for the picnic trade, in store with W. H. Gillard & Co.

Several consignments of Indian and Ceylon teas, with rich flavory draw, have been passed into stock by The Eby, Blain Co., Limited.

New York ginger ale, of which W. H. Gillard & Co. are the agents for Western

Ontario, is having an immense sale during the holiday season, some retailers handling 20 cases a week.

Valencia raisins are scarce. The Eby, Blain Co. Limited, quote closely on Trenor's and Rogers' finest off-stalk and Grustan's layers.

The Davidson & Hay, Limited, quote special figures on potted and deviled meats, $\frac{1}{4}$'s and $\frac{1}{2}$'s.

Naegely & Paseros' olive oil, pints and reputed quarts, one of the finest brands imported, is in stock with The Eby, Blain Co., Limited.

The F. F. Dalley Co., Limited, say that "English Army" blacking has the largest sale of any blacking made or sold in Canada.

The Davidson & Hay, Limited, are passing into stock this week direct importations of "Codou," "Garofalo" and "Marco Ravano" macaroni and vermicelli.

"The handsome pamphlets, just out of the press, illustrating all 'Grand Mogul' goods will be sent with each shipment from this time forward," write T. B. Escott & Co.

T. B. Escott & Co. advise that a thousand half-chests "Myrtle" brand Japan tea are en route to London, and another thousand half-chests will be shipped a little later. "These teas" write the firm, "were bought at the

lowest point in the market, and, as we are introducing this brand to the trade, we are prepared to accept very low prices considering the high quality of the tea. We ask the trade to get samples before buying as we intend to offer special value."

"Yes," say Lucas, Steele & Bristol, "we have handled Burnham's 'Jellycon' for years, and can confidently recommend it as a first-class article. Their 'Custard Powder' is also a good one."

The F. F. Dalley Co., Limited, write that they have sold more "Tiger" stove polish this year than in any three years combined, and still they have not reached the ten car lots a week that some claim.

Since the big addition to their warehouse, giving them extra shipping facilities, Lucas, Steele & Bristol are more than ever prepared to ship same day as received all orders sent by mail, wire or phone.

"The total sales of 'Salada' tea last week from the Toronto office," said Mr. Larkin, of the "Salada" Tea Co., to a representative of THE CANADIAN GROCER, "were rather larger than the sales of all our offices during the corresponding week of 1898. As, besides the Toronto office, we have branches in Montreal, Buffalo, Pittsburg, Detroit and Boston, you may have some idea how large the increase in business must be."



DO NOT COMPARE

UPTON'S MARMALADE with other brands which sell at the same price, for it's not in the same class.

But, compare it with Imported goods at a much higher price, and you will understand why **UPTON'S MARMALADE** has such an enormous sale.

SOLD BY ALL JOBBERS
In 1-lb. Glass Jars, and
7-lb. Wood Pails.

Henry Wright & Co.

TORONTO
Selling Agents for Canada.



VINEGAR.

We warn the merchants of Canada against Vinegars made specially to sell at a low price. It is easy to paint an X or two on the outside of the barrel while the article inside may be of low grade.

We make the best. We guarantee Government strengths.

Do not trifle with your trade, and perhaps lose it, by selling poor vinegar, but sell only that made by

The WILSON, LYTLE, BADGEROW CO.
Of Ontario, Limited

Front St. cor Spadina Ave., Toronto.

Rowntree's

Rowntree & Co., Limited, of York, England, desire to call the attention of the Canadian trade to their well-known preparations, viz.:

Rowntree's
ELECT **Cocoa**

A delicious, highly-nourishing, and thoroughly digestible Cocoa, so economical in use that 120 breakfast cups can be filled from a 1-lb. tin.

Rowntree's
ELECT **Lemonade**

A new Lemonade (in essence), of great purity and delicate flavour. Very economical.

ROWNTREE'S
Chocolates

Of world-wide fame for delicacy of make. Chocolate creams of all varieties.

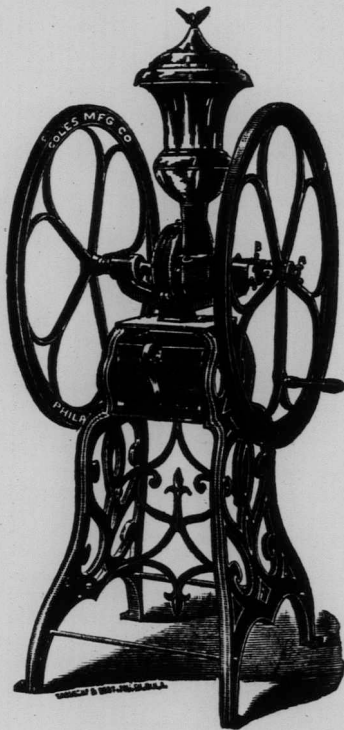
ROWNTREE'S
Confectionery

Rowntree & Co., Limited, are the largest manufacturers of Gum Confectionery in the world, their large Yorkshire Factories employing over 1,500 hands.

Agent for Canada

CHAS. GYDE,

20 St. Francois Xavier Street, MONTREAL.



Notice.

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

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

We Claim to have the easiest and quickest Grinders.

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

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

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

No. 18

Agents: **TODHUNTER, MITCHELL & CO., Toronto.**
DEARBORN & CO., St. John, N. B.
FORBES BROS., Montreal.

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

Wool Soap

For Toilet and Bath

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

Swift and Company, Makers, Chicago

Canadian Representatives:

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



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

THE MacLEAN PUBLISHING CO.
Limited.

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

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Telephone 2148.
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Subscription Canada, \$2.00 Great Britain, \$3.00

Published every Friday.

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

CURRANTS AND RETENTION LAW.

IN a recent issue it was stated that the Greek Government had passed a bill in regard to the retention of currants which was to have a life of 10 years. Since then further details in regard to the bill have been received.

Although the bill has a life of 10 years, the percentage of currants to be retained by the Government is to be fixed from year to year by a commission composed of growers, packers and municipal representatives. This commission will meet about August 12 of each year.

The percentage to be retained is not altogether left in the hands of the commission, the law fixing a maximum of 25 per cent. and a minimum of 10 per cent. Under the annual laws which have been adopted during each of the last three or four years, the quantity to be retained was fixed at 15 per cent.

Mr. Wood, of Hancock & Wood, Patras,

Greece, when in Toronto a few days ago, expressed the opinion that the quantity retained for the current year would probably be 25 per cent.

The percentage retained comes from the shipper, and is, therefore, a tax, but it, of course, ultimately comes out of the consumer.

One of the difficulties under the previous Retention laws has been in regard to the disposal of the quantity of currants held by the Government, for the only purpose to which they could be applied under the law was distillation.

It is thought that under the ten-year Retention law this difficulty can be greatly minimized by British capital being induced to embark in the manufacture of spirits from the currants which have been retained.

The strength which the passage of the bill imparted to the currant market has further increased during the last few days, according to the cable despatches.

CANNED CORN IN MONTREAL.

The situation in regard to new pack canned corn is becoming highly interesting to some jobbers, who would not be at all averse if they could get some firm offers from packers. This cannot be done this week, for buyers who bid 75c. were again turned down this week, and if the situation is not modified they stand to lose money on canned corn this fall.

The reason is simple. When the market opened five or six weeks ago at 65c., several jobbing houses accepted orders from retailers at 70c. for futures. Some oversold themselves at this basis, and, now the first cost of the article having advanced beyond where they sold at fully 5c. per dozen, their position is not a pleasant one. They are hoping that prices will not go higher; in fact, they are anxious to book at 75c., but packers are in no hurry to sell.

APPLES FOR MONTREAL.

THE CANADIAN GROCER has already been favored with two replies to its inquiry of two weeks ago for persons in the Maritime Provinces wishing to ship apples to Montreal, both of which were handed over to the correspondent seeking the information. The firm inquiring is a responsible one and does a large fruit business.

THE SUGAR AGREEMENT IN MONTREAL.

AS a result of the disagreement between Montreal jobbers, referred to last week, the refined sugar situation is again in an unsatisfactory state. It is quite true that, so far, the trouble is only a local one, but now another leading firm, L. Quintal & Sons, Montreal, have announced their intention of selling at an open price. This means that three of the largest firms in the trade in Canada, Hudon, Hebert & Co., L. Chaput & Sons, and L. Quintal & Sons, decline to observe the agreement, and that they can exert a material influence on values cannot be denied.

So far, the remainder of the jobbers in Montreal have not given any indication of falling away, but it remains to be seen how long the present state of affairs can last.

Naturally, the firms who sell sugar at an open figure do not get the benefit of the refiners' rebate, but that fact does not seem to bother them very much, for it is understood that they have offered granulated at \$4.40, which, of course, is 10c. less per 100 lb. than the refiners' price.

President Laporte, of The Guild, is at present consulting with firms who observe the agreement in Montreal and elsewhere, and something may come from it.

DENIA RAISIN PROSPECTS.

There is a distinctly firm tone prevalent in regard to Valencia raisins, owing to the very light stocks held by jobbers generally in Canada.

With regard to new fruit, Denia advices to hand this week state that the quality of the fruit this season is finer and larger than for the past two years, and that raisins will be ready to ship by August 1.

The new treaty between Spain and Germany, under which the duty on raisins entering Germany is considerably reduced, is expected to materially influence European consumptive requirements.

As there have been practically little or no exports to Germany during the last decade, owing to the high rate of duty, the demand from that country under the new conditions may have an important bearing on prices. If the crop turns out as good as expected, however, it is estimated that there will be an abundance of raisins to go around.

BUSINESS MEN AND POLITICAL CORRUPTION.

BOAST as men may of their political independence, there is scarcely one who does not lean towards one or other of the two great parties which have in turn ruled this country.

This is natural. To find a man who can say with truth that there is nothing in the tenets of the Liberal or of the Conservative party that does not arrange his sympathy on the side of the one or the other, we do not believe is possible. The sympathy may not be very pronounced, but it exists to some extent, nevertheless, and to an extent at times sufficient to influence him.

Proof of this is frequently seen in the actions of men who embrace some fad which requires legislation to give it effect. They one and all vow they will not support the candidate of any party which does not promise to fall in with their views; yet, when the test comes, the "independents" dissolve as a party and each marches to the poll under the banner of his respective political party.

What is wanted is not that men shall have no political affinity, but that their affinity for right shall be greater than their affinity for party.

As long as men refuse to do this we may expect to see repeated such disgracefully corrupt acts as those which characterized South Ontario during the general and bye-elections and West Elgin during the bye-election.

What is wanted is not necessarily that men shall forsake party, but the determination that unless the party sets its face decidedly against corrupt acts it cannot have their support, and, in pursuance of this, outsiders must be kept out of the constituencies who are known to be there for no good purpose. Furthermore, party leaders in constituencies, who are honest themselves, must not purposely shut their eyes to what the unscrupulous are doing for political ends.

Not long since the head of a certain local political organization, in a constituency where a great deal of bribery has been practised, told THE CANADIAN GROCER that when a certain worker with a questionable reputation politically came into his constituency to aid his party he had requested him not to acquaint him with what he was doing. "You

know," he explained, "I knew that he had not come into our constituency for any good purpose, so I did not want to be mixed up with him. He did this. Consequently, if they put me into the witness box they cannot get anything out of me, for I know nothing."

If, instead of following this course, the local party leader had told this political crook to get out of the constituency, what corruption might not he have prevented.

There is no class that should be more interested in honest elections than the business men of the country. Corrupt elections do not tend to the creation of efficient representatives. Where there is not the latter efficient laws cannot in turn be expected. And what class suffer more as a result of inefficient laws than the business class? None.

Self interest should alone, therefore, be sufficient to stir them up to a sense of their duty.

OVERBUYING.

An interesting article on the question of overbuying, from the pen of F. C. Brunhouse, appeared in a recent issue of The Grocery World. The successful buyer, says the writer, is one who is conversant with his business and who is likewise a man of resolute character. He is one who keeps close tab on his stock and who can tell you in a moment just what amount of stock he has on hand of every grade. He is one who studies his trade and the requirements of his customers. As a result, he knows what novelties he can sell and to what extent. He is always in a position to regulate his purchase, and thereby keep his stock in proper condition. He is always wide-awake and well-informed on what is being offered in the market. Does he read? Yes. He carefully scans every trade journal that is issued touching the line of goods that he buys, and thereby he attains new ideas, and very frequently secures most valuable information. In a word, he is a thoroughly-posted man.

More failures can be attributed to overbuying than to any other one cause, with, perhaps, the exception of incompetency and lack of capital. Overbuying is to be avoided

only by close application, constant vigilance, and all-round information. To disregard possible overstocking is to invite embarrassment. The judicious purchasing of goods, in quantity as well as in kind, is one of the corner stones of success.

WHEN A MAN IS AT HIS BEST.

AMAN is at his best when comfortable. This is a big thing for the grocer who sells cigars—especially in hot weather. You can't change a man's sense of taste. Not one man in fifty can give up smoking after he has acquired the habit, and the one man who does give it up makes life unbearable for his friends and his family, because he feels the loss of the restful, soothing influence of "the weed that brings content and peace to body and mind."

It is a singular fact that there is no race prejudice against tobacco in its many forms. History simply repeats itself whenever the anti-tobaccoists begin a crusade. The cigar has come to stay.

Nothing jars upon the sensibilities of the ordinary man so much as disappointment in the quality of the cigar he buys—the sun has set upon the day of inferior quality in cigar-making. If a "man is at his best when comfortable," then is there any reason under the sun why a grocer should expect to win trade from the man who is disappointed in the cigars he buys at that grocer's store? You can't fool the ordinary man more than once, but you can lose a lot of cigar trade by attempting to do it.

It is worse than foolish for a grocer to attempt to endanger his family trade by advising the man of the house to buy cigars whose quality he is not able to stand back of. If the grocer has the name of a reliable cigarmaker back of him, he has something tangible to fall back upon in case of a possible complaint.

As Shakespeare says, "'Tis true, 'tis pity, and pity 'tis true," but the fact remains that the number of reliable cigar manufacturers in Canada is limited. There are a number of "mushroom" concerns that have sprung up in a night, so to speak, who trade upon the incredulity of the grocer, and who expect to make large profits only for a short time, or until their methods are shown up in the plain light of day.

We certainly advise caution in the choosing of the cigar manufacturer that the grocer buys from—do not forget that a "Man is at his best when comfortable." It pays to try to make him so.

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STRONG CANNED SALMON SITUATION.

CANNED salmon conditions on the Coast continue to be of an unfavorable nature.

The run is still small, the great proportion of the salmon running up the United States side of the river, which is practically covered with traps, gill nets, etc.

Correspondence from New Westminster, under date of July 19, stated that some of the fishermen the night before had only caught on an average one salmon per boat.

The Province, Vancouver, in its issue of July 19, contained the following :

To the many who are anxiously watching the run of salmon the slacking off in numbers of fish after the first rush was not any great surprise, as it was expected before any more would come. But the news that the "humpbacks" have begun to appear in the Fraser will be received as bad news by the many who are interested in the industry. It has always been the rule in the salmon run that the appearance of the humpbacks indicates the end of the sockeyes, as they are supposed to follow the latter. It was so last year, and when the humpbacks came the fishermen and canners alike made up their minds to quit the season. That is the sentiment which is gaining ground in salmon circles now, as the humpbacks were seen quite frequently yesterday and Sunday. Should the indications turn out correct that would be the end of the prosperous year which everyone seems to have been expecting.

And not only is the run poor, but the competition among the packers for the fish is daily becoming more aggravated. Thirty cents per fish is still being regularly paid, and The News-Advertiser states that as high as 35c. has been paid.

Telegrams which were received in Toronto this week state that there is no improvement in the condition, while private letters state that the unsatisfactory conditions are likely to result in the formation of a combination next year.

One thing which proved of some benefit to the packers on the Fraser was the fact that the Fisheries Department extended the time by one week for the registration of fishermen, in regard to which The New Westminster Columbian, on the day the time for registration finally expired, had the following to say : "About 75 per cent., or 54 in number, of the licenses issued, from Monday morning until yesterday morning, were obtained by fishermen who availed themselves of the extension, making a declaration, giving satisfactory reasons for their inability to register before July 1. In

the majority of cases, the applicants were men who had been away lumbering or mining, and were unable to register at the appointed places."

Packing on the northern rivers, as well as on the Fraser, appears to be unsatisfactory, the run of salmon not being up to expectation. And one correspondent writes that so unpromising is the situation that a lot of canned salmon, which was to have been shipped to France has been withdrawn.

A well-known packer on the Coast claims that, based upon the price which is now being paid for salmon, Fraser river fish costs \$5.50 per case to put up in tall tins.

The agents of some of the canneries have been instructed to make no further offers. And, while the situation is undoubtedly stronger than it was a week ago, packers who are offering are strong at \$4.50 for Fraser river pack, and at \$4 for Lowe Inlet, f.o.b. the Coast.

THE WHOLESALE PURCHASING COMPANY.

A MEETING of wholesalers interested in the formation of the purchasing company, referred to in previous issues of THE CANADIAN GROCER, was held in Toronto on Tuesday. There were two sessions, one in the forenoon and the other in the afternoon.

Among those present were : Mr. A. M. Smith, of London ; Mr. H. Beckett, of W. H. Gillard & Co., Hamilton ; Mr. Bristol, of Lucas, Steele & Bristol, Hamilton ; Messrs. Turner and Newman, of James Turner & Co., Hamilton ; Mr. Sutherland, of Balfour & Co., Hamilton ; Mr. J. F. Eby, of Eby, Blain & Co., Limited, Toronto ; Col. J. I. Davidson, of The Davidson & Hay, Limited, Toronto ; Mr. John Sloan, of John Sloan & Co., Toronto.

The company is to be a joint stock affair, with a capital stock of \$40,000. The style under which incorporation has been sought is The Trading Agency of Canada, Limited, and this is the name under which letters patent will be granted, unless it is found

that a company already exists bearing a similar style.

The firms which compose the company are 11 in all and are as follows : A. M. Smith & Co., London ; James Turner & Co., Lucas, Steele & Bristol, Balfour & Co., W. H. Gillard & Co. and Macpherson, Glassco & Co., Hamilton ; John Sloan & Co., T. Kinnear & Co., Perkins, Ince & Co., The Eby, Blain Co., Limited, and The Davidson & Hay, Limited, Toronto.

The purchases of the company will be chiefly the various lines of imported groceries, although staples of domestic manufacture and production will not be altogether neglected. The purchasing of teas will be nearly, if not altogether, left with each wholesaler.

Mr. Thomas Wilson, the official buyer, is not only well informed in regard to the requirements of the wholesale trade, but is decidedly popular with the trade. At present he has an office in the warehouse of The Davidson & Hay, Limited, but later he will occupy a suite of rooms in the Board of Trade building.

TURN ON THE LIGHT.

He who thinks that because he has something to sell which people will want there is no need to advertise is not wise.

People will traverse in search of gold regions where never the foot of white man trod, but no man was ever known to make a tour of factories, warehouses and stores in search of something he never heard of before.

It is only after he has seen a thing advertised that he wants it, and if he wants it, he gets it, provided he has the means, and the price is right.

If you have a good thing in your factory, warehouse, or store, do not put it under a bushel ; turn the light of advertising upon it.

ALMONDS WILL BE PLENTIFUL.

Almonds are likely to be fairly plentiful the coming season.

The Sicily crop is estimated to be about 100,000 bags and that of Apulia (Bari), 120,000 to 130,000 bags, an increase of 50 to 75 per cent. in the former, and of 100 per cent. in the latter.

Crop reports from Spain are also of a favorable nature.

THE SECRET OF STILTON CHEESE

VARIOUS attempts have been made during the last 100 years, and especially within the last quarter of a century, remarks an English paper, to discover the secret of success in the making of Stilton cheese, in itself a characteristic English product, superior when properly made and cured to everything else of its kind. In the making of, for example, Cheddar cheese, there is no secret involved. The process of manufacture is well known and understood, and the product can be as creditably turned out in the Galloway district of Scotland and in the cheese factories of Canada as in the Somerset vale from which the Cheddar cheese takes its name. Around the aristocratic Stilton, the native home of which is in Leicestershire, some degree of mystery has, on the other hand, always lingered.

To penetrate, if possible, more deeply into this mystery than anyone had ever done before, J. Marshall Dugdale, who combines the skill of the expert with the energy of the enthusiast, accepted a commission from the Royal Agricultural Society to visit the Stilton district in order to report on the present method of making Stilton cheese. The result of Mr. Dugdale's inquiries appears in the new quarterly number of the society's journal (Vol. X., No. 36), and it may safely be said that it advances our knowledge of the subject to a higher level than has previously been attained. Yet, at the outset, Mr. Dugdale tells us that, as his visit of inspection proceeded, it became more and more evident that the task upon which he had entered was a most difficult one. Every cheesemaker seemed to work upon different lines, and he was unable to find any two cases where all the details were carried out in the same manner.

Whether the dairy and the buildings for the manufacture of the cheese were convenient and well fitted-up, or were inconvenient and made the most of, the fact remains that, owing to the skill and attention of each maker, at all the different dairies he visited he tasted excellent cheese. Illustrations are given of Stilton cheese-rooms and of the methods of manipulating the curd—a most important matter. It does not appear possible to enunciate a single series of rules for the making of the kind of cheeses. There is a fair degree of uniformity up to the time when the curd is ladled into the straining cloths, but, at this stage, and in the treatment of the curd before salting, diversity sets in, and as many as three different methods in successful current use are described in detail. Most of the cheese is made from two curds, as making from one curd is very risky.

Great divergence of opinion prevails as to the degree of tightening of the straining

cloths. No test for acidity was used at any of the farms, the degree of acidity being judged by the taste, feel, and smell of the curd. When the right amount of acidity has developed the curd is broken by hand to the size of small walnuts, and salt is added at the rate of about 1 oz. to 4 lb. of dry curd, or 1 oz. to 3½ lb. of wet curd, care being taken not to get the curd pasty. For further technical details, and for information as to curing the cheese, the paper itself should be consulted by makers. It is significant, however, to read that the more the author inquired into the subject the more were the variations in methods of working that came under his notice. He therefore concludes that at the present time it is impossible to lay down any definite and precise rules for the making of Stilton cheese so as to suit every case.

What he has accomplished is to describe certain methods of making and to indicate certain causes of failure. He is convinced that nothing but practical experience on each farm will show the best method of making really first-rate cheese from milk obtained on the farm. The secret of success in Stilton cheesemaking appears to be the possession of a thorough knowledge of the subject, and the capability of applying that knowledge with effect on whatever farm the maker may reside. If a maker knows how to rennet the milk properly, and how to get the right amount of acidity at the time of hooping, he has acquired, probably, two of the most important details in the process of manufacturing Stilton cheese.

CANADA'S GREATEST FAIR.

This year will mark the coming of age of Canada's Great Fair and Industrial Exposition, which will be held in Toronto from August 28 to September 9. It is just 21 years since Toronto Exhibition was established as an annual institution under the present management. During that time it has increased five fold in every direction, and to-day can fairly lay claim to have assumed a national character. Last year upwards of 300,000 people attended, and this year such arrangements are being made as will warrant the expectation of a still larger attendance. Many entirely new features will be presented, while the exhibits, with an increased amount given in prizes (totaling \$35,000), will undoubtedly crowd the 600,000 dollars' worth of buildings to their utmost. The usual brilliant military spectacles will be given, illustrating recent famous feats of arms on land and sea by both England and America, and arrangements have been made for an illustration of wireless telegraphy, wireless telephoning and the improved X rays. In short, the Exhibition will be more than ever up-to-date.

CALIFORNIAN APRICOT CROP.

The Los Angeles Times says: "The apricot season is pretty nearly over. The crop, as a general rule, has been a good one, and growers have had a prosperous year. Here in Southern California there will be harvested a total of about 7,000 tons of the fruit, perhaps 1,000 tons more. Buyers began by taking the whole orchards at \$20, and, little by little, prices crept up, until growers got \$30 per ton, the buyer taking everything. At these prices, the growers got \$40 to \$60 per acre from their crops. Cannerymen have run night and day to handle the fruit. The soft fruit has gone to make pulp, for which fruit there is an active demand. It is thought that the apricot crop of the State will be 50 per cent. greater than the average. But the amount of dried fruit will be smaller. Southern California may not turn out over 300 carloads, and the North 100. At \$20 per ton dried apricots pay a good profit at 7½c. At \$30 they must bring 10c. to let the dryer out. They are being bought now at 9½c. as fast as offered, and most holders want 10c. Buyers insist the market will sag after 50 to 75 cars are shipped."

MARMALADE MANUFACTURING IN SCOTLAND.

The manufacture of marmalade forms a considerable industry in Dundee. It is made in two kinds—known to the trade as "marmalade" and "home-made marmalade." In the former case, all the white substance adhering to the skin is retained, while in the quality known as "home-made" this is carefully removed, and the outer skin but sparingly used, giving the preserve the appearance of a jelly. The skins are cut in quarters by hand, and parboiled in barrels arranged in a line and having a steam pipe running along the top, from which branches pass down the centre of the barrels. Seeds and fibrous matter are removed by machinery. Bitter oranges only are used, and come from Spain. In the best qualities pure sugar is used; in the cheaper varieties inferior sugar mixed with glucose in a proportion varying from 3½ lb. to 7 lb. for every 100 lb. of sugar. The cost of a 15 h.p. boiler is \$973. This will supply heat to six pans, from which five or six tons a day can be turned out. Jam-boiling pans of 60 lb. pressure cost \$67; of 90 lb. and 120 lb. pressure \$76 and \$85 respectively. These are of the same size, the additional cost being due to the heavier copper for the high pressure. A small horizontal engine with governor costs \$171; chipping machine for skins, \$124; pulping machine, \$110; machine for "home-made" marmalade, \$124; shafting, hangers, and drums, \$42. These prices are on board steamer at Dundee.—United States Consul at Dundee.

MARKETS AND MARKET NOTES

GROCERY QUOTATIONS, BY WIRE.

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

ONTARIO MARKETS

TORONTO, July 27, 1899.

GROCERIES.

FOR this time of the year the wholesale trade in Toronto is good. Of course, orders which are being shipped are largely of a sorting-up character. The condition of the market as to prices is, as a rule, steady to strong. There is not as much doing in canned goods as there was. In view of the fact that large sales have been made for future delivery, together with the more favorable weather, this is only to be expected. The general tone of the canned goods market is strong, particularly in regard to canned salmon and peas. Quotations on canned meats are higher. The spice market is steady and quiet. The sugar market continues active, with prices locally unchanged. Syrups and molasses continue quiet. There is very little doing in the tea trade, either on wholesale or retail account. The general tone of the tea market is strong. The currant market is still strong abroad, and the same can be said of Valencia raisins. Locally, no new features have developed.

CANNED GOODS.

Advices to hand this week from the Coast show that the same strong tone which obtained last week in regard to new pack canned salmon still exists. Up to the time of writing, no higher prices, however, have been quoted. There have been some sales during the week as high as \$4.75 f.o.b. the Coast and round lots to the wholesale trade, but, as a rule, \$4.50 is the idea as to price.

The favorable crop weather is giving the trade more confidence in regard to the pack of canned tomatoes. However, the market is still firm, although very little business is now being done, transactions having fallen off considerably. This, of course, is only to be expected, particularly in view of the fact that during the last few weeks a great many orders for future delivery have been placed. However, there is a disposition to await further developments as to the probable size of the pack before making contracts for

new business. The ruling quotation for canned tomatoes for future delivery is 75c., although the range runs as high as 80c., but wholesalers report that they are not doing any business at the latter figure. For prompt shipment 80c. is the idea as to price. The packers are still holding their figures firm at 75c. In canned vegetables, the strongest line is canned peas, in regard to which more confidence has developed during the past week. Prices have not, however, so far been affected, and wholesalers are still asking 70c. upwards. Corn is firm and unchanged, wholesalers quoting 95c. to \$1. for prompt shipment and 70 to 75c. for future delivery, although for some brands 5c. more is demanded than the outside figure named.

Manufacturers of canned meats have again advanced their prices. The increase is 5 per cent. We now quote as follows: 1's, \$1.50 to \$1.60; 2's, \$2.65 to \$2.75; 4's, \$5.25 to \$5.50; 6's, \$8.25 to \$8.75; 14's, \$18.50 to \$19.50.

COFFEE.

The market for Rio coffee has ruled easy until the last day or so, when a slightly

See pages 31 and 32 for
Toronto, Montreal, St. John,
and Winnipeg prices current.

steadier turn was taken in regard to prices, but the volume of business is still light. The European markets are also, at the time of writing, fairly steady. Locally, there is a moderate business being done at unchanged prices. There is a little more doing on the local market for importation, the recent reduction in price being some attraction to buyers.

SUGARS.

Up to Tuesday last, the European markets showed considerable strength, there having been several advances. On Tuesday, however, beet sugar was cabled $\frac{3}{4}$ d. lower. This, however, has not, so far, had any effect upon the markets on this side of the Atlantic, for New York has, up to the time of writing, ruled firm. On the Canadian market prices rule unchanged at quotations, and the demand is fairly good, both on wholesale and retail account. The demand for the new low grade sugar placed upon the market last week to meet American

competition has not, so far, been up to expectations, as far as can be learned.

The total stocks of raw sugar in Europe and America at the end of last week, according to Willett & Gray's Sugar Trade Journal, were 1,470,587 tons, against 1,671,028 tons the previous week and 1,699,960 tons the corresponding week last year.

SYRUPS AND MOLASSES.

The market continues to rule quiet, both in regard to syrups and molasses. Advices from the primary market in regard to New Orleans molasses state that the market is a strong one, owing to the formation of a trust in New York, and that prices are pretty sure to advance.

SPICES.

The market rules quiet. Pepper has recovered slightly and a firm market is anticipated.

TEAS.

Mail advices from Japan state that the purchases of tea up to the end of June were 4,000,000 lb. in excess of last year. The demand is largely on United States account. Second-quality leaf was then coming forward, but the quality was said to be poor. Cables received in Toronto this week state that the market continues firm, with every likelihood of it continuing so. On the Toronto market, trade is quiet. There is still an inquiry for teas at about 16c., but the quality of teas shown at this price is not attractive enough to wholesalers for much business to be done.

Mail advices from Colombo, Ceylon, under date of June 22, state that 11,800 packages were offered at the auction on June 14, and 10,394 were sold at an average price of 37c., against an average price of 31c. per lb. the same time last year. The total number of packages offered in Colombo up to that date this season was 224,742, as against 230,467 packages up to the same time in 1898. On the Toronto market buyers are holding off in anticipation of securing lower prices, and are consequently unwilling to pay the current rates. Generally speaking, the tea trade in Toronto is quiet.

Mail advices in regard to Moning teas state that the crop is, on the whole, good, with the exception of the first pack of Keemuns. Supplies of second crop are reported to be coming forward slowly, owing to unfavorable weather. The quality, how-



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No more scalding, boiling or hard rubbing.

A large cake that lasts a long time sells for 5 cents.

ever, is good so far, the teas being stronger in cup than is usual with the second crop.

NUTS.

Mail advices to hand this week state, in regard to almonds, that the Sicily crop will be 50 to 75 per cent. and the Apulia crop 100 per cent. larger than in 1898. Reports from Spain are also favorable. The crop of Sicily filberts will be inferior, as far as quantity is concerned, to that of last year.

PRUNES.—The demand keeps fairly good for this time of the year, with prices unchanged.

SULTANA RAISINS.—Advices to hand this week estimate the crop at 4,000 tons in excess of last year, and it is expected that prices will be correspondingly lower.

FIGS.—The crop is estimated to be more than double that of last year. At the same time, however, it will be a short one compared with that of previous years. Prices are likely to rule high.

FOREIGN DRIED FRUITS.

CURRANTS—No particularly new developments are to be noted this week. The volume of business is fair, and advices from the primary market state that the market continues firm.

VALENCIA RAISINS—Advices from Mr. Arguimbau, of Denia, to his Toronto agents, P. L. Mason & Co., state that the prospects for the new crop are very favorable, and that the crop is likely to be larger and the quality finer than that of last year. First shipments will be made about the first week in August. The primary market is strong, particularly in view of the fact that a treaty

has been made by Spain with Germany whereby this fruit will enter that market at a much lower rate of duty than during the past twenty years. Locally, there is nothing new to note in regard to the situation.

GREEN FRUITS.

On Tuesday, this week, the receipts were the heaviest of the season. Raspberries, tomatoes and plums were in greatest evidence. The shipments of rasps to the market here have increased greatly, and, though the demand is improved, prices are $\frac{1}{2}$ to 1c. lower than last week; they are now selling at $6\frac{1}{2}$ to $7\frac{1}{2}$ c. per quart. The increased shipments of tomatoes have brought the price down from the \$1 to \$1.25 per basket noted last week to 60 to 75c. this week. Though apples are much more plentiful than a week ago, prices are unchanged. Canadian peaches are arriving on the market in liberal quantities and in fairly good condition at 50c. to \$1 per basket. Lawtonberries are arriving in moderate quantities and are selling at from 7 to 9c. per quart. Cherries are practically done. Red currants will also soon be out. Black currants are plentiful, but in moderate demand. Prices are 10c. lower than last week. Huckleberries are arriving in large quantities, but, as the demand keeps active, prices are unchanged. Watermelons are in as good demand as ever, but the arrival of some unusually large melons has put up the top price 5c. Ordinary stock still moves readily at 20 to 25c. A few Canadian have been offered on the market; also some pears. The pears, however, are of very inferior quality. There is a brisk demand for bananas, which are arriving freely at

steady prices. Oranges are quiet. Lemons are in good demand, and prices are firm at the advanced prices.

COUNTRY PRODUCE.

EGGS—Prices are unchanged, yet there is an easier feeling. One buyer, who has been pretty aggressive until recently, told THE CANADIAN GROCER that he is not at all anxious to buy a present figures. This seems to be the general feeling. The local trade is steady, but the movement of stock for export is light. We quote locally $13\frac{1}{2}$ to 14c.

POTATOES—The arrivals of new stock are increasing, though sizes are still small. Though the demand is good, prices have fallen to 50c. per bushel.

BEANS—Trade is dull. There is no change. Hand-picked are selling at \$1 to \$1.10, and medium grades at 75 to 80c.

VEGETABLES—New beets are 10c. cheaper. Otherwise, prices are unchanged, though celery, cauliflower, and cabbages are more plentiful. We quote: Cauliflower, 75c. to \$1.25 per doz.; Rhubarb, 15 to 20c.; radishes, 15c. per dozen bunches; spinach, 30 to 40c. per bush.; green onions, 5 to 10c. per doz.; asparagus, 30 to 50c. per doz.; celery, 75c. to \$1 per doz.; lettuce, 20 to 25c. doz. bunches; cabbage, per doz., 30 to 50c.; parsley, 20 to 25c. per doz. bunches; green cucumbers, 40 to 60c. per doz.; new beets, 10 to 15c. per doz. bunches; parsnips, \$1 per bag; carrots, 20 to 30c. per doz. bunches; green peas, \$1 to \$1.10 per bag. Butter beans, \$1.25 per bushel.

BUTTER AND CHEESE.

BUTTER—The feeling is, if anything, rather easier than a week ago, as cables

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Golden Figs**

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

◆ Cost you $7\frac{1}{2}$ c. and sell from 10c. to 15c. No scraping goods out of bags or mats; no dust and dirt nor loss of weight, time and custom, but

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TORONTO.

Fruit Commission Merchants.

speaking of lower prices. There is little doing in an export way on the market just now. The local and shipping trade is brisk. Dairy butter of all makes is unchanged in price. Creamery pound prints are 1/2 cent dearer, but tubs and boxes are unchanged.

CHEESE—Prices continue to stiffen in spite of many protests from exporters that conditions do not warrant the prices now asked so early in the season. Stocks, however, are not accumulating, and the local trade freely pays from 9 to 9 1/2 c. for their purchases.

PROVISIONS.

The packers here are still advancing the prices. Long clear and breakfast bacon, hams, backs, and rolls are all raised 1/2 c. this week. Stocks are very light, and, though prices are likely to go above a figure that will make sales to British Columbia possible, the Ontario and export demand is expected to fully absorb all provisions packed before the opening of the next season in September or October.

FISH.

There is a good supply, but the demand fully absorbs receipts. Prices are virtually unchanged. We quote: Saguenay salmon, 20c.; speckled trout, 25c.; salmon trout, 7 1/2 to 8c.; whitefish, 8 to 9c.; pickerel, 7c.; maskinonge, 8 to 9c.; black bass, 9 to 10c.; halibut, 10 to 12c.; perch, 5c.; herrings (Erie), 3 1/2 to 4c.; cod, in 1-lb. blocks, 6 1/2 to 7c. per lb.; boneless fish, 4 to 4 1/2 c. per lb.; boneless fish in 1-lb. blocks, 5 1/2 to 6c.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Prices are practically unchanged. Millers are bidding 68c. outside for Ontario red and white, but there is no wheat offering. The local street market is dull. Prices are unchanged. We quote: Wheat, white and red, 71c.; goose, 68c.; peas, 60 to 62c.; oats, 35 to 36c.; barley, 44 to 45c.; rye, 53 to 55c. No. 1 hard Manitoba wheat has declined 2c. and is now offering at 81c. Toronto.

FLOUR—The market is dull this week. Ontario grades are unchanged, but Manitoba grades are 10 to 20c. easier, in sympathy with the decline in Manitoba wheat. We quote: Manitoba patents, \$3.90; Manitoba strong bakers', \$3.60; Ontario patents, \$3.70; straight roller, \$3.35, Toronto freights.

BREAKFAST FOODS—There is no change.

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

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

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1-lb. Tin, 25c.

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1-lb. Tin, 15c.

QUEEN'S FAVORITE

1-lb. Tin, 10c.

Supplied through the trade.

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We quote as follows: Standard oatmeal and rolled oats, \$3.75 in bags and \$3.85 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL.

HIDES—Deliveries continue large. Prices are steady, but unchanged. We quote cowhides: No. 1, 8¼c.; No. 2, 7¼c.; No. 3, 6¼c. Steer hides are worth ½c. more. Cured hides are worth 9c.

SKINS—There is no change. Prices are steady. We quote as follows: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 7c.; dekins, from 30 to 35c.; culls, 15 to 20c. Sheepskins are worth 90c. to \$1, and lambskins, 30c.

WOOL—There is an improvement in deliveries, caused by the advance of ½ to 1c. in fleece wool. We quote fleece at 14 to 14¼c., and unwashed at 8 to 9c.

SALT.

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

MARKET NOTES.

Fleece wool is ½ to 1c. per lb. dearer.

Long clear and breakfast bacon, hams, backs and rolls have advanced ½c. per lb.

Cheese has advanced ¼c. Creamery prints are ½c. dearer.

New potatoes have declined from \$1 to 50c. per bushel.

Cherries are done. Canadian tomatoes have declined 40 to 50c. per basket, and are now selling at 60 to 75c. Raspberries are ½ to 1c. per quart cheaper. Black currants are 10c. cheaper.

Canned meats are 5 per cent. higher.

Currants continue to advance in the primary market.

QUEBEC MARKETS.

MONTREAL, July 27, 1899.

GROCERIES.

THE general grocery situation has not changed materially during the week, but there are several interesting features that promise to develop. Notable in this respect is the local war between some of the jobbing houses here in regard to refined sugar. Houses not in the agreement have cut prices 10c. per 100 lb., and threaten to go even further. The houses in the agreement have not taken any steps yet, but may be forced to do so later. Syrups and molasses continue the same. Dried fruits,

especially raisins, are firm, and salmon canners have lately turned down bids, asking 25c. per case advance. Packers still refuse to quote on corn futures, and altogether the canned vegetable situation is buoyant. Rice, coffee and spices are steady, and there has been a fair movement in tea.

SUGAR.

Irregularity in regard to the jobbing value of refined sugar is still the leading feature of the sugar market. In some cases prices have been cut 10c. per 100 lb., and threats have been made to mark prices still lower. Up to the present the action of the jobbers has not affected prices at the refineries, but there is no telling whether it will or not if long continued. At present, demand is quite active for sugar, and a good movement is in progress. At the factory, prices are quoted the same as before. Outside markets have not shown much change. Cane in London is cabled dull with little demand, Java being quoted at 12s. 6d., and fair refining, 11s. 6d. Beet has been dull and easier lately with present month at 10s. 7½d. and next month 10s. 8¼d. Raw sugar is steady at New York, fair refining, 3¾c.; centrifugal, 96 test, 4 7-16c., and molasses sugar, 3¾c. Refined stock is also steady.

SYRUPS.

Inquiry for syrup is slow, and the market dull and featureless, at 1¾ to 2¼c. per lb., as to quality, at the factory.

MOLASSES.

The season for new crop Barbadoes molasses is now virtually over at the Island, the last sales for Montreal account being at 16c. first cost. Prices, as already pointed out, have fluctuated more than usual this summer. Opening at 12c., values declined to 11c., which was the lowest point, then they advanced to 17c., but again reacted, declining to 14c., and finally went back again to 16c. and, lately, 17c. has been asked first cost in some instances. Inquiry on spot for round lots during the past few days has been slow at 33½ to 34c. ex wharf, but a fairly active jobbing trade is noted at 35c. in car lots, and 36c. in single puncheons.

DRIED FRUITS.

There has been considerable demand for dried fruits on spot during the week, but with the light supplies available business has been light in the aggregate. No selected or layer raisins are to be had here, and little, if any, fine off-stalk. As a result, holders are disposed to ask more for their goods, and sales of 2,000 boxes of fine off-stalk are noted at 4c., and 500 of off-stalk at 3½c. Late advices from Denia state that the fruit this season promises to be of fine quality.

CANNED GOODS.

Business in futures in new pack canned

salmon has been one of the leading features of the week, and bids of \$4.25 f.o.b. Coast have been turned down for "Horseshoe" brand, with the exception of one lot, and now \$4.50 f.o.b. Coast is asked for salmon, subject to confirmation at the canneries. Lowe Inlet and similar brands have been sold for forward delivery at \$4, while 1,000 cases of Fraser river sockeye have been closed at \$4.75 f.o.b. Coast. There is the some uncertainty regarding corn, as it is impossible to get firm offers on the vegetable, while tomatoes in round lots for future delivery have sold at 75c.; peas and beans at the same figure. A fair forward business is also noted for mixed lots of new pack fruits.

RICE.

There is a quiet but steady inquiry for rice, and prices are held firm. We quote as follows: B standard, \$3.40 to \$3.50; Patnas, \$4.12½ to \$4.75; Japans, \$4.50 to \$5, and Carolina, \$6 to \$7.

COFFEES.

The coffee market remains dull and featureless. A few lots of Maracaibo have moved at 12c., and low-grade Santos and Jamaica at 8c. for the green bean in bags.

SPICES.

Inquiry for black Singapore pepper has been a feature, and prices are firmly held. We quote: Singapore black pepper, 12½ to 13c., and Singapore white, 19½ to 20c. Penang pepper, 17½ to 18c., and West Coast, 12 to 13c. Pimento, 11 to 12c. Nutmegs, 28 to 44c., as to quality. Cassia, 9 to 10c.; Jamaica ginger, 19½ to 20c.; Cochin tips ginger, 6 to 6½c.; Zanzibar cloves, 9 to 10c.; nutmegs, 40 to 55c., and mace, 45 to 50c.

TEAS.

There has been a fair inquiry for all grades of teas during the week, but the actual volume of business doing is light. New crop Congous are scarce and high, as compared with former years, and none can be laid down under 13c. New crop ping-sueys are as yet generally too dear for this market, while Japan stock is unchanged at 13 to 14c. for old crop. The outlook is considered encouraging for low and medium grades of this tea, as the market in the United States keeps firm for such descriptions.

GREEN FRUITS.

Business has been active in green fruits generally during the past week. The strawberry season just closed has been a fairly profitable one, prices realized being fully 50 per cent. above the bottom price made last year. The same can be said of cherries. Raspberries have ruled pretty steady, and now 8 to 8½c. per box is the range. Red currants are selling at 40 to 50c. per basket, and black 60 to 75c. Gooseberries meet a

THE ...
BEST EXTRACTS



are EXTRACTS that have the full natural flavor of the fruit. This is all we claim for **OUR EXTRACTS**, but we do claim it all.

Manufactured by

The Hamilton Coffee & Spice Co.
HAMILTON, ONT. Limited



WHOLESALE ONLY OF

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

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

quiet sale at 35 to 40c. per basket. Watermelons are quoted the same as last week, viz., 15 to 20c. each. Tomatoes show very little change at 75c. to \$1 per basket. Supplies of bananas are equal to the demand, and prices range from 70c. to \$1.60 per bunch according to quality. Fresh receipts of oranges and a light demand have led to a decline of 50c. per box to \$3 to \$4. Lemons show no change, and trade is moving at \$2 to \$3.50 per box. Receipts of Californian fruits have been heavier lately, and pears are selling at \$3.75 for finest down to \$3.25. Crawford peaches range from \$1.25 to \$1.60, and plums are easier at \$1 to \$1.25 per crate.

FISH.

The market for salt fish is purely nominal and there is only a quiet trade noted in fresh or prepared fish. We quote as follows: Fresh haddock and cod at 3 to 4c. for haddock, and 3 to 3½c. for cod; British Columbia salmon, 12 to 13c.; halibut, 13 to 14c.; salt fish: Green cod, \$4.25 to \$4.50 for No. 1, and \$5 for No. 1 large per barrel; dry cod, \$4; Nova Scotia herring, \$4.25 to \$4.50 in barrels; Cape Breton, \$4.75 in barrels; No. 1 Labrador salmon, \$14 to \$15; sea trout, \$9.50 to \$10; lake trout, \$4.25 to \$4.50 per keg of 100 lb.; No. 1 green haddock, \$4 to \$4.25.

COUNTRY PRODUCE.

EGGS—There was an improved demand for small lots, and a more active business, was done at firm prices. Choice candled stock sold at 14c.; ordinary at 12c., and No. 2 at 9 to 10c. per doz.

MAPLE PRODUCT—The market for maple product is quiet without any change to note. We quote: Syrup, in wood, 6½ to 7c. per lb., and at 85 to 90c. per tin. Sugar, at 8½ to 9c. per lb.

HONEY—In honey, trade is quiet, sales being chiefly in small lots to fill actual wants. We quote: White clover comb, in 1-lb. sections, 9 to 10c.; dark, 7 to 8c.; white extracted, 7½ to 8c., and dark, 4½ to 5c.

BEANS—The demand for beans is limited at steady prices. We quote: Choice hand-picked, 95c. to \$1 per bushel; primes, 85 to 90c.

POTATOES—There is an improved demand for round lots of new potatoes, and sales have taken place at \$1.30 to \$1.35 per barrel.

ASHES—There is nothing new in ashes. The demand is slow and market quiet. We quote: First sorts, \$3.70 to \$3.75; seconds, \$3.60, and first pearls, \$5.50 per 100 lb.

FLOUR AND GRAIN.

FLOUR—A fair amount of business was reported in flour in a jobbing way, but the

market, on the whole, was quiet and featureless. We quote as follows: Winter wheat patents, \$3.75 to \$4; straight rollers, \$3.40 to \$3.50; in bags, \$1.65 to \$1.70; Manitoba patents, \$4.10 to \$4.30; strong bakers', \$3.70 to \$3.90.

GRAIN—There was a better demand over the cable from continental and United Kingdom buyers for Manitoba wheat, and as bids were in line, a fair amount of business was put through. There was a stronger feeling in Manitoba wheat, and prices advanced ½ to 1c. per bushel, with sales of No. 1 hard at 69½c. and No. 1 northern at 66 to 66½c. afloat Fort William. The position of the market for peas at present is pretty strong, and higher prices are anticipated in the near future, owing to the fact that the stock in store is only 46,401 bushels, as against 235,421 at this date last year. Supplies at country points are also exceedingly small and any lots coming forward are bought up by the pea-millers at 70c. f.o.b. cars west, which figure is equal to 80c. here. A moderate amount of business is reported in oats on local account at 33½ to 34c. ex store.

MEAL—The meal market was quiet and unsettled. The demand for rolled oats is slow at \$3.67½ per bbl., and at \$1.72 per bag.

FEED—There was no change in the situa-

NEW SEASON'S JAPANS



We have made arrangements whereby we will have shipments of New Season's Japan Teas by every steamer from the Orient.

BEFORE BUYING, WRITE US FOR PRICES AND SAMPLES.

S. H. EWING & SONS, Wholesale Only. **96 King St., Montreal**

tion of the feed market. A fair trade is reported at steady prices. We quote as follows: Ontario bran, in bulk, \$13 to \$13.50; shorts, \$14.50 per ton; Manitoba bran, \$12.50 to \$13; shorts, \$15 to \$16; mouille, \$18 to \$25 per ton, including bags.

HAY—The demand for baled hay is fair, and the market rules moderately active and steady. We quote: Choice No. 1, \$7.50 to \$8; No. 2, \$5.50 to \$6, and clover, \$4.75 to \$5.25 per ton, on track.

PROVISIONS.

An active trade continues in all lines of cured meats, and the tone of the market is firm, with an upward tendency. The demand for lard is fair, but the movement of pork is still slow. We quote as follows: Heavy Canadian short cut mess pork, \$16; short cut back, \$15.50; selected heavy short cut boneless mess, \$16.50; and heavy long cut mess, \$15 per barrel. Pure Canadian lard in pails, 7c. to 7¼c. per lb.; and compound refined 5½c. to 5¾c. per lb. Hams 12c. to 13½c., and bacon 11c. to 12½c. per lb.

CHEESE AND BUTTER.

CHEESE—Excitement has developed in cheese during the past week, and transactions lately imply that the top price has not yet been reached by any means. At the wharf, Monday, 7,000 Quebec cheese

were offered, and all were sold at a range of 9¾ to 9¼c., which is a clean jump of ¾c. per lb. on last Monday's basis. For Ontario cheese and finest Townships, 9½c. is the very inside figure to-day, and ideas run as high as 9¾c., while holders are not urging sales at all.

BUTTER—Butter continues to show activity, and the strength of the market is retained, buyers freely bidding 18¼ to 18½c. for finest creamery, with sellers independent at the range. Undergrades are quoted down to 17c., as to condition. Dairy butter ranges from 14¼ to 14½c., as to grade.

MONTREAL NOTES.

Values for finest creamery butter are ¼ to ½c. per pound higher than last week.

The first arrivals of Crawford peaches were received the other day. They are selling at fair prices.

The price of cheese, as a result of excited speculation, has been advanced fully ½c. per pound for all grades.

Canners on the Coast have recently turned down bids for salmon, asking an advance of 25c. per case.

The average prices for strawberries and cherries during the season just closed aver-

aged 50 per cent. above the lowest price last year.

Through an error the prize donated for the special race at the grocer's picnic was credited to Heinz & Co., instead of W. P. Downey, for Hire's rootbeer.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., July 27, 1899.

FUTURES continue to occupy considerable attention. Dried fruits are taking the place, to a large extent, of canned goods, though the latter are still a matter of interest. Spot goods are held at advanced figures. Corn is particularly scarce. There is a fair business in all lines. Flour has shown rather more movement than for some time. In spices, the tendency is downward. This is the more noticeable in ginger, particularly Jamaica ginger and pimento. In teas, there is a fair interest manifested. Low-priced teas are still in demand. In general, values tend lower. Very little China tea is now bought on the London market.

OIL—Dealers are very active looking after future orders in burning oil. There is no change in prices. Lubricating shows a fair trade at even figures. Paint oils are

AMERICAN SUGAR.

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

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

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

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

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

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

57 Front St. E., Toronto.

A. H. CANNING & CO.

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Are sold by

CUT TOBAC

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The Following Brands
Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY

CAPITAL CITY BUSINESS COLLEGE.

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

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

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DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS,

Cor. Market and Colborne Sts.,

TORONTO.

We make a specialty of handling

Domestic Fruit

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

FRUIT AUCTION SALES

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

McWILLIAM & EVERIST

Wholesale Commission Merchants,

25 and 27 Church St., TORONTO, Can.

Telephone 645.

SELL . . .

GOOD WILL SOAP.

35% profit at six for a quarter.

Vanluven & Co., Napanee, Ont.

Clark's Devilled 1/4's.

This new line is labelled in our usual attractive style. Quality A1.

All the Wholesale Trade carry it.

It's a Seller!

Helpepper

The TERROR OF RATS! The SICKENER OF BUGS! The RIDDER OF VERMIN PESTS!

This article is being advertised largely throughout Canada and should be stocked by every dealer.

LEEMING, MILES & CO.,

General Agents for Canada,

MONTREAL.

SLEE, SLEE & CO., Limited

Tower Bridge Works,

London, Eng.

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

Prices and samples on application to

CLARK, RAE & CO.,

49 King Street West,

TORONTO, ONT.

WRITE

The Playfair, Preston Co., Limited

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MIDLAND, ONTARIO

FOR

Blue Berries



The Leader Lawn Swing

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

ORDER NOW.

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

Hugh Walker & Son

Wholesale Fruit and Commission Merchants

Consignments carefully handled.

GUELPH, ONT.

still high, and continue to have upward tendency. Cod oil comes in slowly, and price is still low.

SALT—Another cargo is due. The demand for Liverpool coarse salt is a fairly steady one at this season. Prices show little change. Smaller direct cargoes are also due at other points, such as Summerside, Prince Edward Island, and the north shore of New Brunswick. Factory-filled is a steady business, but the Canadian, in barrels and boxes, has very much interfered with this trade. Considerable American in small packages is imported for table use. We quote as follows: Liverpool coarse, 45 to 48c.; English factory-filled, 90c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

CANNED GOODS—Corn is almost out of this market, and wholesale dealers are picking up small lots from among the retail trade. Price is high. Tomatoes are also a light stock here. New peas are expected soon. In futures our dealers are quite well supplied, buying early. In salmon, the market has been supplied from a car arriving a short time ago. Before its arrival the market was quite bare. Prices are held very firm, as futures are quoted high compared with the opening prices of late years, and prospects are for continued high figures. In gallon apples, the past season has shown a good demand. Local New Brunswick factories are quoting lower prices than western packers. Canned oysters are rather higher, but little demand noted. In meats, particularly ox tongue, higher values rule, which tends to increase the sale of Canadian goods. Peaches tend higher. There is a good demand in this market. Pineapples are quite scarce and rather higher in price.

GREEN FRUITS—There is continued active sales. Bananas are hardly as large sale owing to other fruits offering, particularly Californian fruit. The first direct car was to hand this week. Grapes, peaches and plums are a fair price. Pears keep high, which is rather a matter of regret as they are favorites here. Oranges have a fair demand. In lemons a rather smaller business is being done at quite full figures. At this season there is considerable waste. Strawberries have been very plentiful and low, and of good quality. Considerable quantities have been shipped to Boston and Montreal. Raspberries and blueberries are now freely received. Pines are about out of the market. Melons have been fairly active at even figures. Rhubarb is dull. American apples are freely received, and are now of quite good quality. Prices, though lower, are still quite high.

DRIED FRUITS—Futures have considerable attention. In peels there is quite a little competition, not only between English peels, but between English and American. Prices are rather lower than last year. There is little of the best grade brought here. In figs, such prices as have been quoted are below last season, but still quite high. In some cases, a few orders have been given. In Valencia raisins, no prices are yet to hand. A few orders at open figures for small lots for early shipment have been given. There is nothing yet done in regard to Californian raisins, and the trade is anxious to know what rebate the association intend to allow Canadian buyers, for this will very much affect the buying. In prunes, the outlook for French and Austrian is high figures, and, as the prospect for Californian is quite good, large quantities of these are likely to come to our market. It is said the crop will run to large sizes; 90 to 100 are favorites here. Apricots and peaches will both be lower than last season. In currants, our trade is not inclined to buy till prices are quoted. A considerable quantity is likely to be imported, cleaned, this season. This will save much labor here, and considerably reduce the cost. All nuts are high. Peanuts, which are active at the season, have advanced almost 100 per cent.

PRODUCE—Eggs are still high and in light supply, with a good demand. Butter is very plentiful with some very good quality to hand, but still there is much, too much, of poorer grade, prices being very low. Cheese are lower here than at outside points. Local demand is for small cheese, particularly twins. There is more competition for the cheese from the factories this year. Large cheese are wanted, and our factories, to get best results, need to increase the size of their cheese, and to have a better way of selling, namely, more on the line of the Western Cheese Boards.

SUGAR—There is an active business. The market is chiefly supplied by the Lower Province refinery. While prices of refined tend firmer, raw sugar seems easy and dealers only buy to supply needs. There is some little West Indian sugar here. Some American yellows were offered this week.

MOLASSES—Stock here is not large. There is very much less Barbadoes here than for a number of years, the rapid advance in price catching our buyers, and they would not advance their limits. Price is very near that of Porto Rico. There was a cargo of Porto Rico received this week, and a ready sale is expected. The outlook points to higher figures. There is no sale for syrup.

FISH—Prices are still high. In dry cod, receipts are still light, and full figures asked. There is a strong demand. Pollock is held firm, being very scarce. Smoked herring are firm, but there is only a limited sale. Pickled herring are still in light receipt. Quantity is good and full figures are asked. In fresh shad, what is called the fall catch is now being received. The fish, while not large, are fat. In salmon, fish are scarce and rather higher, but of nice quality. In boneless fish, price is firm with fair sales. We quote: Large and medium dry cod, \$3.75 to \$4; small, \$2.50; pickled shad, \$3.50 to \$5, as to quality; haddies, 4½c. per lb.; smoked herring, 6½ to 7½c.; halibut, 10 to 12c. per lb.;

fresh haddock and cod, 2c.; shad, 10c.; boneless fish, 4 to 5c.; pollock, \$1.85 to \$1.90 per 100; salmon, 15 to 16c.; pickled herring, \$1.75 per half bbl.

PROVISIONS—There is a fair business. In pork, rather higher prices rule. Beef shows little change, and there is but small business. Hams and rolls have rather less sale. Lard is still low.

FLOUR, FEED AND MEAL—In flour, there is rather an easier feeling, and somewhat more inquiry than for some little time. Stocks are not large. Millers all report that the outlook is for higher figures later; in fact, there is a firmer outlook than for some time. In cornmeal, the burning of one of the mills here has resulted in a slight advance in price. Oatmeal is firm. In oats, there is a light sale at even figures. In beans, rather higher prices rule, and the tendency is towards a firmer market. They have been a dull line here for some time. Barley is somewhat easier; the sale at this season is light. Blue peas are scarce and high. We quote: Manitoba flour, \$4.65 to \$4.80; best Ontario, \$3.85 to \$4.10; medium, \$3.60 to \$3.75; oatmeal, \$4.00 to \$4.10; cornmeal, \$2.20 to \$2.25; middlings, \$21 to \$22; oats, 41 to 43c.; hand-picked beans, \$1.05 to \$1.10; prime, 95 to \$1.00; yellow-eye beans, \$1.90 to \$2; split peas, \$4.10 to \$4.15; round, \$3.25 to \$3.40; pot barley, \$4.10 to \$4.15; hay, \$7 to \$7.50; timothy seed, American, \$1.50 to \$1.75; do., Canadian, \$1.80 to \$2.25; mammoth clover, 7½ to 8c.; alsike, 7½ to 8c.; red, 7¼ to 7¾c.

ST. JOHN NOTES.

Mr. C. A. Chouillou, of C. A. Chouillou & Cie., of Montreal, called on the trade this week.

Geo. E. Barbour, of the South wharf, is landing a cargo of choice Porto Rico molasses this week.

Thos. H. Fleming, a prominent grocer, of Woodstock, died very suddenly at St. Stephen this week.

The board of trade has decided on the holding of a merchants' meeting here during the week from August 14 to 19, and every effort will be made to make it a success.

The grocers have decided to divide the net proceeds from their picnic between the sufferers of the late Indiantown fire and the park fund.

The law requiring canned lobsters to have a Government stamp on the case is being strictly enforced. A shipment was stopped this week, the law not being complied with.

The latest thing in insurance is a company to pay clerks a fixed amount of money while they are out of work, and to endeavor to get them another situation. The head office is in Philadelphia.

A number of St. John wholesale grocers are particularly interested in gold mining stock, particularly the mines known as Gold King and Bear Gulch. Mr. A. Jardine, for many years a wholesale grocer here, is manager of the latter. At an auction of stock this week, Bear Gulch sold at 85 per cent. and Gold King at \$2.28. Both show large profit over cost, and the latter pays from 1 to 1½ per cent. per month.

Down with the "Sugar Combine."



REDPATH SUGARS

Good Yellow - - \$3.50 per 100 lbs.
 Extra Granulated, \$4.45 per 100 lbs.

TERMS: Net 30 days or 1% 10 days, F.O.B. Montreal.

NEW ORLEANS MOLASSES

"Mariana Plantation." Very good quality. In barrels.

25c. PER GALLON.

1899 SALMON

Good Quality, Fine, Rich, Pink, Spring Fish. "Rithet's
Diamond C." 2 carloads in stock, 8 carloads to come.

\$1.10 PER DOZEN.

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Blue Label Tomato ..Ketchup

is always the same; in quality is superior to any but "Blue Label." Lagging appetites are improved by this palate pleaser.

Not only months with an "R" but all seasons are the times for using.



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ROCHESTER, N.Y.

Proprietors of

The largest Canned Goods Packing Establishment in the world.
Manufacturers of Canned Fruits, Vegetables, Preserves, Jams, Jellies, Soups, Meat Delicacies, etc.

WRITE FOR QUOTATIONS.

JUST TO HAND

88 bags of that celebrated coffee from the

Zombassor Estate

Equal to any single coffee grown.

GREEN, 15c.
ROASTED, 19c.

Samples Free.

Pure Gold, Toronto

B. C.

First, last and
all the time.

Send us your quotations on Butter, Eggs, Cheese, etc., etc., or your enquiries for prices.

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VANCOUVER, B.C.

Branches: Victoria and Nelson.

Canadian Agents for "HONDI" Pure Ceylon Tea.

"BUTTER" "BUTTER" "BUTTER"

Choice lb. rolls are in good demand, have you any to offer? If so, let us know at once.

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Produce and Commission Merchants

70 Colborne Street, TORONTO.

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THE MANITOBA Produce & Commission Co.

WINNIPEG, MANITOBA.

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WHOLESALE DEALERS IN

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PICKLED, DRY AND
SMOKED FISH.

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BRANCHES
AT:

Vancouver,
Victoria,
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Crawford Peaches.

We are the largest receivers of California Green Fruit in Canada, not doing an auction business. The season is here now. Send your orders for Peaches, Plums and Pears. The carrying quality of the California Fruit is well known. **EARLY CRAWFORD PEACHES THIS WEEK.**

The . . .

Macpherson Fruit Co.

WINNIPEG, MAN. Limited

This the cities
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CURRENT MARKET QUOTATIONS

July 27, 1899.

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

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

BUTTER, CHEESE AND EGGS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Dairy, choice, large rolls, per lb			14	16
" " pound prints		14	17	18
" " tubs, best		13	15	16
" " tubs, second grade		10	11	12
Creamery, tubs and boxes	18	18½	17	18
" prints and squares		18	19	20
Cheese per lb.	9	9½	9½	8½
Eggs, per doz.	12	14	13½	14

CANNED GOODS

	\$0 90	\$0 85	\$0 90	\$1 00	\$1 10	\$1 15	\$1 25
Apples, 3's		2 00	2 20	2 25	2 40	3 00	3 25
Asparagus			2 40				
Blackberries, 2's		1 40	1 70	1 50	1 80		
Blueberries, 2's		70	80	85	90	90	90
Beans, 2's		79	80	85	90	95	90
Corn, 2's		90	1 00	95	1 00	1 10	1 20
Cherries, red, pitted, 2's		1 80	1 85	2 30	2 40	1 75	1 90
" white,		1 75	1 80				
Peas, 2's	70	75	70	80	80	90	90
" sifted			85	1 00	1 10	1 15	1 00
" extra sifted		1 00	1 25	1 20	1 25	1 15	1 15
Pears, Bartlett, 2's		1 25	1 50	1 65	1 75	2 50	2 50
" 3's		2 00	2 40	2 25	2 50	2 40	2 50
Pineapple, 2's	2 40	2 25	2 50	2 15	2 25	4 50	5 00
" 3's	2 60	2 50	2 80	2 50	2 60	5 00	5 00
Peaches, 2's	2 50	1 50	1 75	1 75	1 80	1 60	1 60
" 3's	2 60	2 40	2 60	2 50	2 75	2 25	2 60
Plums, green gages, 2's	1 25	1 10	1 25	1 30	1 60	1 40	1 40
" Lombard		1 00	1 10	1 30	1 50	1 50	1 40
" Damson, blue			1 00	1 10	1 30	1 00	1 00
Pumpkins, 3's		65	75	90	1 00	1 00	1 00
" gallon		2 10	2 25	2 10	2 25		
Raspberries, 2's		1 45	1 65	1 60	1 75	1 40	1 60
Strawberries, 2's	1 35	1 50	1 40	1 50	1 65	1 75	1 70
Succotash, 2's				1 15	1 10	1 15	
Tomatoes, 3's	75	80	85	95	1 00	1 10	1 10
Lobster, tails	2 50	3 00	3 00	3 25	1 25	1 30	
" 1-lb. flats	2 75						
" ½-lb. flats			1 65	1 85			
Mackerel	1 30	1 35	1 30	1 35	1 25	1 35	
Salmon, sockeye, tails	1 30	1 50	1 40	1 60	1 25	1 50	1 20
" flats	1 40	1 60	1 50	1 60	1 30	1 35	
" Horseshoe			1 50	1 60		1 60	
" Clover } tails			1 55	1 60			
" Leaf } flats			1 60	1 15	1 25		
Sardines, Albert, ¼'s	1 05	1 15	1 10	1 20	1 00	1 10	95
" ½'s		12	12½	13	14	15	
" Sportsmen, ¼'s	20	21	20	21	20	21	
" ½'s		12½		12½		12	
" Key opener, ¼'s	10	11	10½	11	16	18	
" ½'s		18	18½	23	10	11	
" P. & C., ¼'s			23	25	23	25	
" ½'s			33	36	33	36	
" American, ¼'s			4	4½	4	5	
" ½'s			9	11	10	11	
Mustard, ¼ size, cases							
50 tins, per 100	9 50	11 00	8 50	9 00	10 00	11 00	
Haddies			1 00	1 15	1 00	1 10	
Kipperd Herring	1 20	1 50	1 00	1 60	1 15	1 85	2 00
Herring in Tomato Sauce	1 30	1 45	1 55	1 60		2 00	1 90

GREEN FRUITS

	\$3 50	\$4 00	\$4 75	\$5 00	\$4 50	\$5 00	\$.....
Oranges, Sorrento, boxes			2 50	3 25	1 50	2 00	
½ boxes			3 00	4 00	1 50	3 50	
Lemons, Messina, p. box	2 00	3 50	3 00	4 00	1 75	2 25	
Bananas, per bunch	68	1 60	1 75	2 00	1 75	2 25	
Coconuts, per 100	3 25	3 50		4 00	3 25	3 50	
Strawberries, per quart	6	7			5	6	
Pineapples, each	5	15			15	20	
Tomatoes, Can. per basket			60	75			
Cherries, per basket				1 50	1 75		
Red Currants, per basket	40	50	30	50	1 25	1 75	
Black Currants, per basket	60	75	70	80			
Gooseberries	35	40	30	50	35	45	
Peaches, Cal., per crate	1 25	1 60	1 50	1 75	1 50	1 75	
Plums	1 00	1 25	2 00	8 00	1 50	1 75	
Watermelons, each	15	20	20	30	30	40	
Raspberries, per quart	8	10	6½	7½	1 50	1 75	
Huckleberries, per basket			80	1 00	30	40	

SUGAR

	\$4 50	\$4 59	\$4 60	4%	4%	5%	5%
Granulated (St. Lawrence, Redpath)							
Granulated, Acadia	4 50		4 55		4%		
Granulated, foreign, net			4 50				
Paris lump, bbls. and 100-lb. bxs	5 60		5 10	5%	6		
" in 50-lb. boxes	5 70		5 20				
Extra Ground Icing, bbls.	5 20		5 57				
Powdered, bbls	5 05		5 17	5%	6		
Phenix	4 25		4 35				
Cream	4 25		4 35				
Extra bright	4 10		4 20	3%	3%	4%	4%
Bright coffee	4 00		4 10	3%	3%		
Bright yellow			4 00				
No. 3 yellow	3 75		3 85	3%	3%		
No. 2 yellow	3 70		3 80				
Foreign, yellow			3 75				
Trinidad		3%					

HARDWARE, PAINTS AND OILS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba
Wire nails, base	2 65		2 65	
Cut nails, base	2 15		2 15	
Barbed wire, per 100 lb	3 30		3 30	
Smooth Steel Wire (oiled and annealed, etc.), base	2 60		2 60	
White lead, No. 1	5 62½		5 75	
Linseed oil, raw	57		57	
" boiled	60		60	
Turpentine	63		64	

SYRUPS AND MOLASSES

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba
Syrups				
Dark	1¾			
Medium	2	30	32	3
Bright	2¼	35	37	3¼
Corn Syrup, barrels per lb.			2½	
" ½-bbls.			2¾	
" kegs			2¾	
" 3 gal. pails, each			1 20	
" 2 gal.			90	
Honey			40	
" 25-lb. pails	90		1 00	
" 38-lb. pails	1 20		1 40	
Molasses				
New Orleans		26	45	28
Barbadoes	36		30	32
Porto Rico		38	42	32
Antigua			25	28
St. Croix			27	28

CANNED MEATS

	\$1 50	\$1 50	\$1 60	\$1 50	\$1 60	\$1 50
Comp. corn beef, 1-lb. cans	2 65	2 65	2 75	2 60	2 75	2 50
" 2-lb. cans	3 25	3 25	5 50	8 75	9 25	
" 4-lb. cans	8 25	8 25	8 25	8 75	9 25	
" 6-lb. cans	18 00	18 50	19 50	20 00	21 00	
" 14-lb. cans	2 60	2 60	2 75	2 80		
Minc'd callops, 2-lb. can	3 30	2 90	3 25	2 80	3 00	2 75
Lunch tongue, 1-lb. can	6 70	6 75	7 00	5 80	6 00	6 25
" 2-lb. can	2 40	2 50	2 80	2 75	2 80	2 50
English brawn, 2-lb. can		2 50	2 50			
Camp sausage, 1-lb. can		4 00	4 00			
" 2-lb. can		1 50	1 40	1 50		
Soups, assorted, 1-lb. can		2 20	2 20	1 80	1 75	
" 2-lb. can		4 50	4 25	4 50		
Soups and Bouill., 2-lb. can		1 70	1 65	1 70	2 00	
" 6-lb. can		2 75	2 80	2 95	3 25	
Sliced smoked beef, ½'s						
" 1's						

CANDIED PEELS

	10½	12
Lemon, per lb.		
Orange	17	19
Citron		

FRUITS

	4½	4¾	4¾	4½	5	5	5½
Foreign							
Currants, Provincials, bbls.	4½	4¾	4¾	4½	5	5	5½
" ¼-bbls	4½	4¾	4¾	4½	5	5	5½
" Filiatras, bbls	4½	4¾	4¾	4½	5	5	5½
" ½-bbls	4½	4¾	4¾	4½	5	5	5½
" cases	4½	4¾	4¾	4½	5	5	5½
" ½-cases	4½	4¾	4¾	4½	5	5	5½
" Patras, bbls				6	7	7	7½
" ¼-bbls				6	7	7	7½
" cases				6	7	7	7½
" ½-cases				6	7	7	7½
Vostizzas, cases	5½	6½	6½	6	7	7	7½
Dates, boxes	8½	6	6	6	6	6	6
Figs, 10-lb. boxes, per lb.		18	20	14	16		
" 28-lb. boxes			28				
" Mats, per lb.			3½	3¼			
" Naturals, per lb.			8	8½			
" Naturals, boxes			12	10			
Prunes, California, 40's			8½	11	10	12	
" 50's			8	9½	8½	9	
" 60's			8	7½	8	8½	
" 70's			7½	7	7½	8	
" 80's			7	6½	7	7½	
" 90's			6	5½	6½	7	
" Bosnia, B.				6½			
" C.				6			
" D.				6			
" U.				4½			
Raisins, Valencia, off stalk							

One Ton Per Day!

The popularity of . . .

CELLULOID STARCH

is evidenced by the fact that the demand has now reached the above figure.

Though extensively imitated by envious packers, under similarly sounding names, it holds its place as

THE BEST COLD WATER STARCH

in the market to-day.

It is on the shelves of 90 per cent. of the grocers of Ontario.
How is your stock?

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

COFFEE

	Montreal, Quebec.	Toronto.	St. John, Halifax.	Manitoba and B.C.
Green—				
Mocha	24 29	25 28	25 30	24 25
Old Government Java	27 31	22 30	25 30	24 25
Rio	10 11	7½ 12	12 13	8¾ 9½
Plantation Ceylon	29 31	26 30	29 31	
Porto Rico		22 25	24 28	
Gautemala		22 25	24 26	
Jamaica	18 22	15 20	18 22	
Maracaibo	13 15	13 16	13 15	

NUTS

Brazil	12 13	12½ 13	12 12½	
Valencia shelled almonds	28 30	28 30		
Tarragona almonds	12 15	12 14	11 12	
Peanuts (roasted)	6½ 8	9 10	9 10	
" (green)	5½ 8	7 9		
Cocoanuts, per sack	3 00 3 50	3 75 3 50	4 00	
" per doz		60 70		
Grenoble walnuts	12 12½	12 13	12 13	
Marbot walnuts	7 8	9 10		
Bordeaux walnuts	7 8	9 10		
Sicily filberts	7¾ 8½	8¾ 9	8 10	
Naples filberts	10 11	10 11	10 11	
Pecans	10 11	10 11	11 12	
Shelled Walnuts		25 28		

RICE, SAGO, TAPIOCA, MACARONI

Rice—Standard B.	3 25 3 35	3¾ 3¾	3 25 3 40	4¾ 4¾
Patna, per lb.		4¾ 5	5 6	
Japan		5¾ 6	5 6	5
Imperial Seeta		4¾ 5½	5 6	
Extra Burmah		4¾ 4¾	4 5	
Java, extra		6 6½	6 7	
Sago	3¾ 4¾	3¾ 4¾	5 6	5
Tapioca	3¾ 4¾	4¾ 5	5 6	5
Macaroni, dom'ic, per lb., bulk		9 10		
" imp'd, 1-lb. pkg., French		9 10		
" Italian		11 12½		

SODA

Bl-carb, standard, 100-lb. keg	2 25 2 50	1 85 2 25	1 85 2 00	2 00 2 50
Sal soda, per bbl.	70 75	70 80	85 90	1¾
Sal Soda, per keg	95 1 00	95 1 00	95 1 00	

SPICES

Pepper, black, ground, in kegs,					
pails, boxes	13 15	12 14	14 15	15	
" in 5-lb. cans	14 17	14 15	15 16		
" whole	11 12	11 13	12 13	15	
Pepper, white, ground, in kegs,					
" pails, boxes	20 23	18 24	24 26	35	
" 5-lb. cans	19 23	19 26	20 22		
" whole	19 25	18 25	20 22		
Ginger, Jamaica	19 25	18 25	20 25		
Cloves, whole	12 30	14 25	18 20		
Pure mixed spice	25 30	25 30	25 30		
Cassia	20 40	20 40	18 20	25	
Cream tartar, French	25 27	24 25	20 22		
" best	28 30	26 30	25 30		
Allspice	18 17	18 18	18 18	20	

PETROLEUM

	Montreal, Quebec.	Toronto.	St. John, Halifax.	Manitoba and B.C.
Canadian	12 12	14	15 16½	
Sarnia water white	12 13	15	16 17½	
Carbon safety	17			
American water white	17 17½	16½	17 18½	
Pratt's Astral	18 19	18		

TEAS

Black—					
Congou—Half-chests Kaisow,					
Moning, Paking	12½ 60	12 60	11 40		
Caddies Paking, Kaisow	17 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	20 30		
Pekoe Souchong	17½ 40	17 35	17 35		
China Greens—					
Gunpowder—Cases, extra first	42 50	42 50			
Half-chests, ordinary firsts	22 28	22 28			
Young Hyson—Cases, sifted					
extra firsts	42 50	42 50			
Cases, small leaf, firsts	35 40	35 40			
Half-chests, ordinary firsts	22 28	22 28			
Half-chests, seconds	17 19	17 19			
" thirds	15 17	15 17			
" common	13 14	13 14			
Pingsueys—					
Young Hyson—½-chests, firsts	28 32	28 32	30 40		
" seconds	16 19	16 19			
Half-boxes, firsts	28 32	28 32			
" seconds	16 19	16 19			
Japan—					
½-chests, finest May pickings	38 40	38 40			
Choice	32 36	32 36			
Finest	28 30	28 30			
Fine	25 27	25 27			
Good Medium	22 24	22 24			
Medium	19 20	19 20			
Good common	16 18	16 18			
Common	13 15	13½ 15			
Nagasaki, ½-chests Pekoe	16 22	16 22			
" Oolong	14 15	14 15			
" Gunpowder	16 19	16 19			
" Siftings	7½ 11	7½ 11			

WOODENWARE

Pails, No. 1, 2-hoop	1 55	1 55		
" 3-hoop	1 70	1 70		
" half grained	1 40	1 40		
" quarter, jam	90	1 08		
" candy, and covers	2 25	2 65	2 25	2 65
Tubs, No. 0	8 50	8 50		
" 1	7 00	7 00		
" 2	6 00	6 00		
" 3	6 00	6 00		

WHAT DO YOU THINK OF IT ?

It is claimed by members of the **sugar agreement** "as they call it" (**not combine**), that they have the full sympathy of the trade. Well! we tried to live on that at one time and gave it up in despair.

Let them take the sympathy, we will take the orders.

This week we still keep at it with a nice Redpath Yellow at \$3.50 and Standard Granulated at \$4.45, less 1 per cent. 10 days or 30 days net. It does not leave us 2 per cent., nor any little shavings from the difference in freight paid and the smooth equalized rate charges, but, as we are remembered by our loving friends in all the goods they want, we are satisfied to be free and independent sellers.

New China Teas

Just coming into stock direct from Messrs. John Gittins & Co., Foochow, 150 half-chests of those beautiful, sweet Pecco-Congous.

To lovers of Fine Teas, we recommend them.

Get Samples and Prices.

L. CHAPUT, FILS & CIE, MONTREAL

TRADE IN OTHER COUNTRIES THAN OUR OWN.

It was learned that within about the past six weeks one large concern has purchased 1,500 bbls spot Jamaica ginger in New York and 400 to 600 bbls in London market, for new and special purposes.

French peas are very scarce and tending upwards owing to the short crop. There is an active demand for the low grades as a result of the short pack of Southern domestic peas, but there seems to be none obtainable.—New York Journal of Commerce.

TEA IN NEW YORK.

According to the talk of some of the trade, sentiment in the market appears to be slowly changing for the better. There is a disposition shown by a number of the trade to look upon the prices at which tea has sold the past month the lowest of the season, and they also anticipate a gradual revival of demand during the next two months. The market for invoices showed a steady tone, and here and there buyers were reported as showing a trifle more interest. A sale was reported of 600 packages Formosa, made at the close of business last week. The auction sale to be held on Wednesday, it was thought by some, would show a better undertone to the market. No cable advices of importance were reported received.—N.Y. Journal of Commerce, July 25.

CANNED SALMON IN ENGLAND.

The inquiry for salmon shows a slight improvement, especially for flat tins, which are appreciably dearer. The consumptive demand for both Alaska and Fraser river talls is reported to be well up to the average. The prices already fixed for the 1899 pack are slightly above those that holders are willing to accept for spot parcels, and, unless the pack should prove to be a much larger one than is anticipated, buyers will scarcely find a more favorable time than the present for filling their requirements to the end of the season which is really only just beginning.—Grocers' Journal, London.

CALIFORNIAN RAISIN SITUATION.

There has been a steady hardening of the spot market for the cheaper sorts of Californian loose muscatel raisins of late, due to the cleaning up of the stocks of this description. At the present writing, from the best information, the market is bare of ungraded, and there are very few two-crowns left in first hands. This is somewhat unusual at this time of the year and is attributed to the steady demands of consumption in Eastern markets throughout the spring and up to the present time, which has had to be supplied largely from this

centre, owing to the fact that for the first time in years no general consignments were made this season.

There is reported to be some speculative demand and buyers are trying to secure supplies of two-crowns from second hands, but, so far, it is understood, they have been unable to secure more than 100 or 200 boxes from an individual holder. Philadelphia also is said to have been in this market for supplies, which have been purchased from jobbers, but the Quaker City people seemed to want the stock to cover actual consuming requirements, and were apparently satisfied with the small lots they were able to secure.

The supply of three and four-crowns are understood to be pretty good, but are not wanted, though, as ungraded and two's are becoming so scarce and are advancing in price, holders look to have consumers and seeders turn their attention to three-crowns in the near future. Late advices from the Coast indicate that the stock remaining in the hands of the Raisin Growers' Association is about 400 cars, the bulk of which consists of four-crowns and the balance of threes, two-crowns and ungraded having been exhausted some time ago. According to some reports these goods are spoiling on the association and ultimately will have to be disposed of to the wineries.—N. Y. Journal of Commerce.

COLUMBIA SALMON PACK.

Letters received in New York say that the total pack of Columbia River salmon to July 20, was 188,200 cases, of which the Columbia River Packers' Association packed 82,000 cases, the Fishermen's Cooperative Association 20,000, Booth 18,000, McGowan's several factories 12,000, Everding & Farrell 9,000, Megler 14,000 and Warren 215,000. This is said to be very much less than was packed during the corresponding period last year.

SITUATION IN CALIFORNIAN PRUNES.

There has been developed a considerable speculative interest in future prunes within the past few days, and we understand that sales of a considerable quantity of the three large sizes have been made to both home and export buyers. Definite information as to the particulars of these transactions are not obtainable at the present time. The reports current vary with reference to the quantity that has been placed, some stating that it does not exceed eight cars all told, while others make the total fully 20 cars, equally divided Santa Clara and Healdsburg fruit. According to some reports the bulk of the stock sold was taken by exporters, while

according to others little if any of this particular quantity will go abroad. The only thing upon which our informants are united is that there have been sales of the three large sizes of Californian prunes in 25-lb. boxes for forward shipment from the Coast.

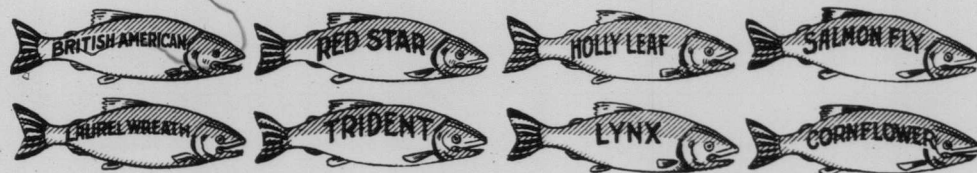
Latest information from Seattle, Wash., by mail is to the effect that the crop of Oregon prunes promises to turn out larger than was at first expected, but at most will not be over 5,000,000 lb. Southern Idaho will have but a third of an average crop, and of this it is expected about one-half will be marketed in fresh condition.—New York Journal of Commerce.

THE CONDITION OF GINGER.

The London Commercial Record, commenting on the general dulness of markets, remarks that there is one article which, although still unripe for a boom, shows unmistakable signs of slow recovery, and which is quite worthy of being carefully watched. This article is ginger, and to be more correct, rough ginger. Our contemporary says: "This year's season, which we may now consider closed, has been an exceptionally unsatisfactory one, for the boom which used to visit our market annually, has, this year, been conspicuous by its absence. True, we have seen some sort of spurt, but it has hardly been deserving of the name of boom, and nothing like the usual quantities of ginger have changed hands. Prices have risen a few shillings, and not being supported, have declined to almost the lowest point they touched last year. Business has almost entirely been confined to cut assortments, very little rough unassorted Calicut and next to no Cochin washed being bought. The result is an appreciable decline in our stock of bag ginger and some increase in cut descriptions. Deliveries on the other hand, show a most satisfactory increase, and without laying ourselves open to the reproach of being sanguine, we feel convinced that if deliveries continue on the present liberal scale for a little while longer, our stock of rough ginger will be reduced to as low a level as we have witnessed for a long time, for any large increase of our stocks by unexpected supplies in the shape of native consignments is practically excluded. There has been nothing tempting in our market this year to induce Bombay dealers to buy up large quantities of ginger for the purpose of trying the London market, and we may take it for granted that very little more will come forward. The recent heavy rains have greatly interfered with the preparation of ginger, and this fact, together with the low prices ruling here, have a deterring effect on Bombay consignors. If, a little later, the statistical position of ginger improves, the article will be worth the attention of speculators."

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

PRICES ON 1899 PACK NOW READY.



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



Anglo-British Columbia Packing Company

LIMITED

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

VANCOUVER, B.C.

A RECORD OF OVER 100 YEARS.

"Couvert" Champagne

was first manufactured over a century ago. It held first place then, does now, and probably always will.

REPRESENTED IN CANADA BY

LAPORTE, MARTIN & CIE. MONTREAL.

LIVE AND LET LIVE

We are asked daily, do we belong to the great combination to deprive the brokers of their living. We say no, most decidedly no. We do not begrudge the brokers their commissions. Unfortunately, they have to eat and wear clothes like the rest of us.

Next week we may surprise our friends by quoting futures in Canned Goods. We have:

3,000 cases CORN	1,500 cases PEAS
5,000 " TOMATOES	500 " BEANS

Our quotation for above lines will not be 65c. all round, but it will be low if we quote.

We have 3,000 cases Salmon to offer, Ninkish, Horseshoe, Sterling, O-Wee-Kay-No.

LUMSDEN BROS.,

9 Front St. East, TORONTO
84 McNab St., HAMILTON

TORONTO RETAIL GROCERS' PICNIC.

"It seems the grocers can't help having a successful picnic," said a city traveler late Wednesday evening, on board the steamer Garden City, as it was bringing home the 500 or so excursionists who went with the Toronto Retail Grocers' Association to Hamilton to attend the annual picnic.

The facts seem to bear out this observation, for, with the exception of one picnic, held in the almost dim past, each annual holiday trip of the association has been voted a success. The trip on Wednesday was more, however. Besides the opportunities for pleasure-making it offered, it afforded a means by which the officers of the Toronto and Hamilton associations got together and had a talk over matters "associational," a talk which may yet result in more than was thought of when the trip was proposed.

Soon after eight o'clock Wednesday morning the Garden City started on a delightful sail to Hamilton. The water was smooth; the day clear and bright, and everybody was in excellent spirits. A first-class orchestra was aboard, and their services were soon called into requisition for the dancers, who helped much to make the time pass gladly both for themselves and for the onlookers at the stern of the boat. At the bow were many parties of twos, threes or fours, who seemed to enjoy the tune of "Just One Girl," which seemed the favorite with the singers who had taken possession of the stateroom. On the lower deck the card-tables were well patronized, and many an old rival had an opportunity to retrieve some past defeat, or to again suffer humiliation.

About 11 o'clock Hamilton was reached. As the boat was being moored at the dock the Hamilton grocers tacked up a large streamer giving a royal welcome to their brethren from the "Queen City." The officers of the association were there, too, and emphasized the good-will intended by giving a personal welcome to the Toronto executive.

The excursionists soon scattered throughout the city for dinner, after which they gathered at Mountain View Park to carry out their programme of sports and games.

The baseball match was the first attraction. It was, of course, between the Toronto grocers and city travelers. It was the most exciting contest these two teams have played. The travelers got what baseball cranks call "their batting clothes" on first, and, at the end of the second innings, were away ahead of their old rivals. The grocers, however, "located" the ball in the remain-

ing innings, while "Bob" Davies got in his nice work, and prevented any fancy scores such as were made in the second innings. Time would not permit a nine-innings game, and when the umpire called time the grocers were ahead five runs, the score being 20 to 15.

In another part of the field much interest was taken in the quoit contest between members of the Toronto association. After a spirited tussle for championship honors, J. S. Bond was declared winner, R. B. Snow securing next highest figures.

After this contest, a game was played between representatives from Toronto and Hamilton, Ballantine and Duncan, and the winners of the contest, Bond and Snow. The Hamilton men proved the better shots, winning handily by a score of 15 to 12.

The most interesting contests were the soap races and the boys' scramble races. In one of the soap races there were in the neighborhood of 40 contestants, necessitating five preliminaries and a final heat. The prizes were won principally by Toronto ladies.

THE PRIZE WINNERS.

The following were the prize-winners:

100 Yards' Foot Race for Hamilton Grocers only. — 1st, J. L. Brown; 2nd, H. Doyle; 3rd, C. Lampman.

Throwing Ball, for Ladies. — 1st, Miss Bailey, Toronto; 2nd, Mrs. Guy, Toronto; 3rd, Mrs. Downing, Toronto.

Matched Foot Race between David Bell, grocer, and W. R. Kindree, city traveler, Toronto. — Won by David Bell.

100 Yards' Foot Race—Open to Toronto travelers only. — 1st, W. Anderson; 2nd, J. Humphrey; 3rd, C. H. Collins.

Ladies' Soap Race—Open to all ladies. — 1st, Miss Annie Bailey, Toronto; 2nd, Mrs. Downing, Toronto; 3rd, Mrs. Guy, Toronto; 4th, Miss Clifford; 5th, Mrs. Liston, Toronto; 6th, Mrs. Mason, Toronto.

100 Yards' Foot Race—Open to married members only. — 1st, J. Nolan; 2nd, T. Holmes; 3rd, W. J. Sykes; 4th, T. Clarke.

100 Yards' Foot Race—Open to unmarried members only. — 1st, W. H. Blaylock; 2nd, F. Thorne; 3rd, R. Davies; 4th, D. J. Kelly.

Fat Man's Race; Walking once round ring; 200 lb. and over.—Members only. — 1st, T. Holmes; 2nd, R. W. Stewart; 3rd, A. R. Williamson; 4th, W. J. Sykes.

Ladies' Guessing Contest — Guessing number of beans in bottle—Open to grocers' wives only. — 1st, Mrs. Hazlitt, Toronto;

2nd, Mrs. J. Blood, Toronto; 3rd, Mrs. W. H. Marmion, Toronto.

Throwing Baseball—Toronto travelers and Toronto grocers.—1st, F. Thorne; 2nd, W. Paterson; 3rd, R. W. Davies.

Boys' Shoe Race.—Open.—Jas. Flynn, Hamilton; 2nd, W. Morrison, Toronto; 3rd, D. Halford, Hamilton.

Three Legged Race—Open.—1st, Boulton and Paterson, Toronto; 2nd, Copewell and Kerr, Hamilton; 3rd, Panter and Thorne, Toronto.

Foot Race—Open to Toronto and Hamilton grocers.—1st, W. Paterson, Toronto; 2nd, F. Thorne, Toronto; 3rd, J. Burrows, Hamilton; 4th, C. Lampman, Hamilton.

Quoit Contest—Members only.—1st, J. S. Bond; 2nd, R. B. Snow; 3rd, W. H. Marmion; 4th, A. R. Williamson.

Ladies' Soap Race—Open to all ladies.—1st, Miss Annie Bailey, Toronto; 2nd, Mrs. Guy, Toronto; 3rd, Miss Fitzpatrick, Hamilton; 4th, Mrs. Downing, Toronto.

The guessing contest for charter and older members; the hop, step and jump; the broad jump; the foot race for the lady grocery clerks, and the foot race for Toronto clerks, had to be postponed on account of lack of time to run them off.

Great interest was centred in the tug-of-war between Hamilton and Toronto grocery teams. Word had gone around among the Toronto grocers that the Hamilton men had an unusually good team, so they were prepared for a good contest. At least four of the Toronto men weighed over 200 lb. The Hamilton men were lighter, and in the first pull they were quickly pulled over the line. In the second, however, they got right down to it, and it required the full three minutes of hard work before the Toronto team could claim this pull also.

Luncheon was to have been the next attraction. The caterer on the grounds had promised to have a good luncheon ready and to have the tables so arranged that the orators of the Hamilton and Toronto associations could do some speaking.

Grocers, as a rule, believe in having only the best of luncheons, and as they did not consider the meal offered them up to the standard, it was decided to have the speaking in the grounds.

J. C. Boligan, president of the Hamilton association expressed his pleasure in welcoming the Toronto grocers to their city, and read an address to the Toronto association, which expressed the hope that this pleasant trip, which was an honor to Hamilton, would result in permanent good-will between the two associations.

Mayor Teetzel intended to have been present, but as he had to be out of Hamilton

on Wednesday, Alderman W. Findlay acted as his representative in wishing the visitors a splendid time, and giving them the freedom of the city. Alderman Findlay was greeted with "He's a Jolly Good Fellow,"

President F. W. Johnson, in reply, thanked President Boligan and Alderman Findlay for the warmth of their welcomes, and hoped that it would not be long before the two associations met again. He also expressed pleasure that the day had passed off so harmoniously, and that such an enjoyable day had been spent.

Adam Ballintine, Hamilton association's orator, was the next speaker. After expressing his delight with the friendly feeling that was manifested between the grocers from the two cities, he hoped that the day would result in the two associations coming closer together. Their interests were identical, and closer sympathy might result in mutual benefit.

J. D. Kelly, vice-president of the Toronto association, echoed this wish. He thought the two associations should have got together years ago, and believed this meeting would result in a better and closer feeling between the two bodies.

Wm. R. Harvey, secretary of the Hamilton association, thought that the conditions demanded that the two bodies should use their united efforts for their mutual benefit.

"God Save the Queen" was royally sung, and the party left for the city.

The Hamilton association officers gave a dinner to the Toronto committee at the Waldorf hotel.

On account of the length of time taken to run off the games, the boat was delayed in starting home till 8 o'clock. As she left the wharf it was amply manifested that the visitors had made many friends, for the dock was crowded with ladies and gentlemen, who, as she moved away, sent a hearty cheer after her. It was replied to with great vigor by those on the boat, and three cheers were given for President Boligan and for Hamilton.

The trip home was even more enjoyable than the outward voyage, for, in addition to the orchestral music in the stern, a first-class concert was given by the jovial city travelers. As the boat reached home about 11 o'clock, the excursionists were rather tired, but not too much so to lustily sing "God Save the Queen."

NOTES OF THE DAY.

Adam Ballintine did much towards the success of the day.

W. H. Marmion is a great success in "picking the winner."

David Bell surprised William Kindree and his friends by the speed he showed.

Honors are even between Hamilton and Toronto. Toronto won the tug-of-war, but

they could not find a match for Hamilton's quoit experts.

J. W. Sanderson can play ball yet. He steadied "Bob" Davies down at the right time.

"Hamilton grocers are a crowd of decent fellows," was voted unanimously by the Toronto retailers.

"Jerry" Burns has still faith in his team. He has already challenged the grocers for a nine-innings game.

The new blood in the association, Thorne and Paterson, add considerably to the athletic prowess of that body.

J. Nolan is an old-time sprinter, having won several medals and other prizes in his day. He can still make good time.

It would be hard to find a better crowd than the Toronto grocers, their wives, daughters and friends make when they get together.

There are some crooks in Hamilton. One Toronto grocer lost a good watch, another a purse containing over \$15, and others smaller articles.

The committee of the day were: F. W. Johnson, president; D. J. Kelly, chairman; D. Bell, treasurer; Ed. Hawes, secretary; A. G. Booth, R. W. Davies, D. W. Clark, J. S. Bond, W. Massen, T. Holmes, J. A. Johnson, F. S. Roberts, A. White, J. Nolan, B. Panter, A. R. Williamson, W. H. Marmion, T. Clark, F. Thorne, J. T. Schoales, R. H. Stewart.

LIST OF DONATIONS.

CASH.—Christie, Brown & Co., \$25; Canada Sugar Refinery, \$25; Chase & Sanborn, \$5; Clemes Bros., \$10; The Davidson & Hay, Limited, \$5; H. P. Eckardt & Co., \$10; Garden City, \$10; Husband Bros., \$10; T. Kinnear & Co., \$10; C. Kimpton, \$5; Kilgour Bros., \$2; McWilliam & Everist, \$25; Perkins, Ince & Co., \$10; St. Lawrence Sugar Refinery, \$30; T. Upton & Co., \$5.

GOODS.—Boeckh Bros. & Co., 1 display table, value \$10; Blue Ribbon Tea Co., 2 prizes, each 10 lb. 60c. tea; Bovril, Limited, 1 silver cup; W. Clark, 3 cases potted meats; Cowan Co., Limited, 1 box assorted chocolate; Comfort Soap Co., 1 box soap; J. & J. Colman, 1 box mustard; The Wm. Davies Co., Limited, 3 cases potted meats; Dalton Bros., 1 box soap; The F. F. Dalley Co., Limited, bronze clock; Edwardsburg Starch Co., 10 umbrellas; The Eby, Blain Co., Limited, 1 box cigars; The E. B. Eddy Co., Limited, indurated fibreware, \$10; N. K. Fairbank & Co., 1 case "Gold Dust"; J. H. Farr & Co., 1 case "Sanatine"; Fleischmann & Co., 1 piece silverware, value, \$10; F. W. Fearman, 1 ham; Grand Mogul Tea Co., 1 pudding dish; T. B. Greening & Co., 100 cigars, value \$10; Warren Bros. & Co., 30 lb. Ceylon tea; Wallace Bros., 1 barrel flour; D. Gunn Bros. & Co., 1 ham; H. J. Heinz & Co., 1 case baked beans; F. W. Humphreys, prizes for older members; Ireland National Food Co., 1 case cereals; Imperial Extract Co., 2 large bottles extract; T. A. Lyt'e & Co., 2 dozen "Sterling" pickles; James Lumbers, 10 lb. 40c. tea; John P. Mott & Co., 1 box chocolate; M. McLaughlin, 1 barrel flour; Monsoon Tea Co., 10 lb. 40c. tea; R. S. McIndoe, 1 box Mott's chocolate, 1 box Colman's mustard, 3 cases Clark's potted meats;

A. F. McLaren & Co., 1 jar cheese and silver holder; Nonsuch Mfg. Co., 1 case blacklead; A. M. Piper & Co., 2 doz. 1-lb. tins coffee; Pure Gold Mfg. Co., 3 silver cakedishes; Wm. Ryan & Co., 1 ham; Robinson Mfg. Co., 1 doz. 25c. extracts; Social Tea Co., 1 set of 6 pieces opaline glassware; St. Lawrence Starch Co., 2 boxes assorted starch; Lever Bros., Limited, 1 box "Sunlight" soap; The St. Croix Soap Mfg. Co., 1 box "Surprise" soap; Sweeney, Moore & Co., 2 doz. Cocomatene; Salada Tea Co., 10 lb. 50c. "Salada" tea; Steele & Honeysett, 1 box cigars; John Sloan & Co., 10 lb. "Kincora" tea; Taylor & Scott, 1 doz. "Queen" brooms; Toronto Biscuit & Confectionery Co., 1 box biscuits; G. Tuckett & Son 5 lb. "T. & B." tobacco; Todhunter, Mitchell & Co., 10 lb. "Excelsior" coffee.

A NEW PACKAGE TEA.

The Ozo Co., one of our newest packet tea houses, is putting up a Japan packet tea. There will be two grades, to retail at 25c. and 38c. per lb. It is packed in $\frac{1}{4}$, $\frac{1}{2}$, and 1 lb. packages. The company is also packing Ceylon teas under the same brand. Its Ceylon teas, however, will be packed in canisters.

The Ozo Company intends shortly to add coffee and spices to its list, and, later on, cocoa and chocolate.

Mr. Carsley, the manager of the firm, is a practical teaman, he having spent several years with one of the oldest tea houses in London, England, studying tea and the tea business in all its branches, and now has started out to put his knowledge to the practical test.

VISIT FROM A CURRANT-SHIPPER.

Mr. F. B. Wood, of Hancock & Wood, shippers of currants, etc., Patras, Greece, has been making a tour of the principal business centres in Canada. Last week, he was in Toronto, Hamilton, and London, calling, in company with Major Mason, his firm's Canadian representative, on the importers in those cities.

It is 23 years since Mr. Wood visited Canada, and he said he was surprised at the development which the country had made in that time.

Mr. Wood is the British consul at Patras, and it is interesting to note that the British consulate has been for several generations in the firm of which he is a member.

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

... NEW IDEAS IN ...

Window Displays.

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

S. W. CARSON,

45 Hillside Avenue,

Sole Agent for Canada. VICTORIA, B.C.

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

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

A. J. TURCOTTE, of Messrs. Bouchard & Turcotte, general merchants, etc., Magog, Que., has assigned to Lamarche & Benoit.

Samuel Black, general merchant, Nelson, B.C., is away.

H. A. Voyer, general merchant, Bic, Que., has assigned.

T. G. Clute, general merchant, Stirling, Ont., is offering 50c. on the dollar.

Mathewson & Glover, general merchants, Lyndhurst, Ont., have assigned to A. G. Austin.

The estate of W. M. Forsyth, grocer, Bridgetown, N.S., has been declared insolvent.

PARTNERSHIPS FORMED AND DISSOLVED.

W. H. McLaren & Co., grocers, Hamilton, have dissolved, J. J. McQuarrie continuing.

Henri Pele and Maurice Contat have registered partnership as bakers under the style of Francaise Boulanger, Montreal.

James Smith and Christina E. Mackintosh have registered partnership in Montreal under the style of The Great Pacific Tea Co.

SALES MADE AND PENDING.

The assets of C. A. Drolet, grocer, Quebec, are advertised for sale on the 1st prox. Jules Belanger, grocer, Hull, Que., has sold out.

The assets of J. H. E. Davis, grocer, Montreal, have been sold.

A. Carman, grocer, Brantford, Ont., is advertising his business for sale.

The stock, etc., of John A. Bishop, general merchant, Baldoon, Ont., has been sold.

The assets of Wm. Faust, general merchant, Montcalm, Que., are to be sold by auction.

The assets of Bouchard & Turcotte, general merchants, Magog, Que., are to be sold on August 1.

CHANGES.

Eustache Carriere has opened a grocery in Hull, Que.

J. A. Phillips is about opening business as confectioner in St. John, N.B.

Geo. A. Howey is retiring from business as general merchant in Vanessa, Ont.

B. Schaffer, general merchant, St. George (Beauce), Que., has removed to Magog.

The Midway Trading Co., general merchants, Midway, B.C., has been incorporated.

Marie A. Bedard has registered as pro-

prietress of E. L. Denis & Co., grocers, Montreal.

J. W. McNaught is closing his grist mill at Teeterville, Ont.

Ernest Newkirk & Co., general merchants, Port Rowan, Ont., have been succeeded by J. L. Buck & Bro.

Dame Helen K. Lloyd, wife of Horace B. Lambe, has registered proprietress of H. B. Lambe & Co., grocers, Montreal.

E. J. Brooks & Co., general merchants, Sinaluta, Man., have sold their hardware stock to McGee & Thompson.

FIRES.

S. Gauvin, grocer, Quebec, has been burned out.

Mrs. F. Morency, general merchant, St. Marc, Que., has suffered damage by fire; insured.

R. D. Campbell, general merchant, Sydney, N.S., has been burned out.

W. H. Fowler's grist mill at St. John has been burned; insured for \$7,000.

Morehead, Bros. & Co., wholesale fruit dealers, London, have been burned out.

DEATHS.

Thos. H. Fleming, grocer, etc., Woodstock, N.B., is dead.

Prosper Verret, grocer, Quebec, is dead.

A Pickling Pointer**ORIENT****PICKLE SPICE**

Is carefully cleaned from all stems and dust, and so blended as to give the **SWEETEST** and most **DELICIOUS** flavor possible to pickles, catsup and sauces. It is put up in packages to retail at 5c. and 10c. Remember the name "**ORIENT**" when you buy again.

The **TORONTO COFFEE & SPICE CO., Limited.**



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CLUB

See that you have this
on your



CLUB

Chewing TOBACCO.

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

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

For Sale by
your wholesaler.]

THE JOLIETTE TOBACCO CO., Joliette, Que.
F. W. HUDSON & CO., Ontario Agents, **TORONTO, ONT.**

THE STANDARD STOVE POLISH FOR THE WORLD.

Tiger Stove Polish.

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



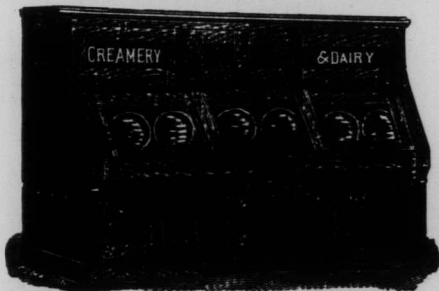
CEYLON TEAS

Low-priced
Pekoe Souchongs.

NOW IN STORE.

WARREN BROS. & CO.
TORONTO.

Aubin's Patent Refrigerator



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

C. P. FABIEN 3167-3171 Notre Dame St.
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NEW SEASONS

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NOW IN STORE.

PERKINS, INCE & Co.
TORONTO.

IT IS not in the name
but in the QUALITY
that is why

THE FRAGRANT...
"MAGNOLIA"
CEYLON TEA

is so popular.
If you do not handle it an assorted case will convince
you of its excellence.

BLACK 25, 40, 50, 60 MIXED
½'s and 1's. cents per lb. ½'s and 1's.

GEORGE FOSTER & SONS
Wholesale Grocers,
BRANTFORD, ONT.

East India

Pickle Spice

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

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

**Todhunter,
Mitchell & Co.**

— TORONTO.

MANITOBA MARKETS.

WINNIPEG, July 24, 1899.

BUSINESS is good in all lines. Many merchants remained in town for a few days after the fair and more purchasing was done than was anticipated. There is an absence of news however. Trade may be said to flow steady and in an unbroken current.

CANNED GOODS—The situation is a quandary. It appears that a syndicate are endeavoring to buy up all the corn, and have already secured a considerable quantity. Whether the object of their outlay will be obtained is a question. There is no doubt, however, that corn will demand a good price. The situation in tomatoes remains about the same as it has been for the past two weeks. Peas seem to be scarce. Of course everything depends on the yield. Outside of strawberries and raspberries no new fruits are offering, but reports indicate a full crop of peaches and pears. It would appear as if few if any heavy sales have been effected as buyers are fully conversant with the state of affairs in Ontario.

CURED MEATS—This market is a little firm and shows a slight additional advance in hams with indication of a possible further advance: Long clear dry salt 8c.; smoked 9c.; short clear dry salt 9c.; hams 13 to 13½c.; spiced rolls 9½c. New mess pork is quoted at \$16 per barrel.

CANNED MEATS—Are also slightly firmer the advance amounting to about 15c. per case this week. Buyers here do not pay as much attention to fluctuation in this market as they do in other lines. Because competition is so keen brokers invariably cut the price on round lots.

CEREALS—Rolled oats are firmer, and are hard to obtain. The quality on this market at present is not considered as good stock as that of previous years, which has been milled either here or in Ontario. Rolled oats are quoted at \$1.85; pot barley \$2.25; peas \$2.35.

EVAPORATED FRUITS.—A car of new apricots will arrive within the next day or two, and the price will be about 15½c. Californian unpeeled peaches are being offered at considerably lower price than was anticipated. It is at present a question as to what the price will be. No peeled peaches have as yet offered and no quotation can be obtained. Evaporated apples and dried apples are scarce and high with little or nothing doing. The fig market is bare, and new table figs will not arrive for some months yet. No quotations are given, the Smyrna market not yet having given prices on futures. For new raisins and currants definite figures cannot yet be obtained. The first shipments of Denia fruit will come via

Liverpool, and will, of course, be about 1c. higher than direct shipments to Montreal.

TEA—Advices to-day from China state that the demand is increasing for common teas. The season is a hard one, and exceptionally low limits are out of the question.

COFFEE—The movement is very slow and prices are without change.

CHOCOLATES AND CONFECTIONERY—The Hudson's Bay Co. have accepted the agency of Rowntree, of York, for Manitoba, Northwest Territories and British Columbia, and for the future all goods from this firm will be distributed from the Winnipeg depot.

BUTTER—Market is on the whole a little firmer, and creamery butter shows an advance of ½c. the quotation being 15½c. factories. Dairy butter continues to drag, and is quoted 10c. at country points with a possible ½c. advance on round lots of very choice.

CHEESE—Is firmer and sales were made during the week at 8½c. The quality has also improved and the cheese now coming in is in fine shape.

EGGS—Supply has increased since exhibition is over and the market is weaker, though 13c. country points is still quoted.

GREEN FRUITS—Oranges, lemons and bananas are without change for the week. The new feature of the green fruit market is the arrival of blueberries from Rat Portage. The first shipment is selling at 10c., but this price will drop in a day or two. The crop is a very heavy one. Watermelons are \$3.50 per doz. for choice; Hale's early peaches \$1.50 per crate; pineapples \$2 per doz.; plums \$1.50 to \$1.75 according to variety; pears \$4 per crate; red currants \$2; raspberries \$2.25.

PERSONAL MENTION.

Mr. H. W. Rowntree, of Rowntree & Co., Limited, York, Eng., paid a flying visit to Montreal on Saturday to meet Mr. Gyde on business, and left the same evening for home via New York.

Mr. Charles Gyde is taking a well earned rest of a week at Metis, after which he goes on a business trip to British Columbia.

Mr. Mann, of The "Salada" Tea Co., has just returned from a business trip to their American agencies, and reports business flourishing.

A DIVIDEND OF 45c.

E. R. C. Clarkson has declared an interim dividend of 45c. on the dollar in connection with The Grange Wholesale Supply Company assignment. The liabilities of the company were in the neighborhood of \$18,500, with assets nominally the same.

A GOOD TRADE IN MINCE MEAT.

Mr. J. H. Wethey, the mince meat manufacturer of St. Catharines, was in Toronto a few days ago. Mr. Wethey has, lately, been sending forward some good shipments to Manitoba and British Columbia, while the total output of his factory is 30 per cent. larger than last year.

The Nation's Holiday!
1899

Canada's Great

EXPOSITION

AND

**INDUSTRIAL FAIR
TORONTO**

Aug. 28 to Sept. 9, '99

ALL UP-TO-DATE ATTRACTIONS
PROGRESS OF THE CENTURY

Illustrated in the World's Inventions—Wireless
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Improved X Rays.

GRAND MILITARY AND NAVAL SPECTACLES
Famous English and American Battles Depicted
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The Greatest Annual Fair on Earth.

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For Prize Lists, Entry Forms, and all particulars
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H. J. HILL,
Manager, TORONTO.

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Star Brand

**COTTON
CLOTHES
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**COTTON
TWINE**

Cotton Lines are as cheap as Sisal or Manila
and much better.

For sale by all Wholesale Dealers
See that you get them.

**BUSINESS
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EDDY'S

HOUSE, HORSE, SCRUB AND STOVE

BRUSHES

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

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

The E. B. EDDY CO., Limited

HULL.

MONTREAL.

TORONTO.

Quebec,
Halifax,

Hamilton,
Winnipeg,

London,
Victoria,

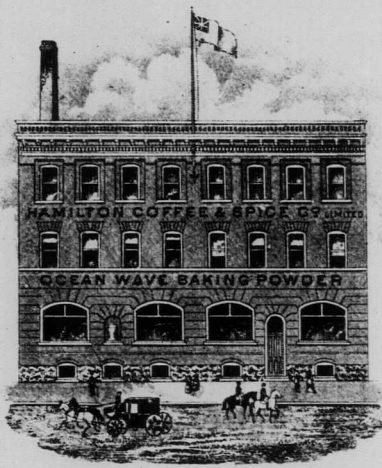
Kingston,
Vancouver,

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

HAMILTON COFFEE & SPICE CO.

ABOUT 14 years ago, The Hamilton Coffee & Spice Co., Limited, was established on Main street east, Hamilton, back of the post office, and came under the control of the McLaren Bros. about two years later. The business in those days was conducted on a small and conservative basis, but has grown into one of the most important of its kind in Canada. The company deals extensively in coffees, spices, baking powders and extracts, its "Ocean Wave" baking powder and other lines having acquired an enviable reputation for their purity throughout the length and breadth of the Dominion.

Last year, the company acquired the property at 25-27 MacNab street south, and erected the handsome four-storey brick and



25 & 27 MACNAB ST. S. HAMILTON, ONT.

stone building where its business has been conducted for some months past. The building was designed especially for the company's business, with separate departments for each branch. It is equipped with the most modern machinery for roasting, grading, and cleaning coffee, grinding spices, and for the manufacturing of fine extracts and pure fruit syrups. The company is among the leading importers of high-grade coffees from Java, Arabia, Central and South America. Its products are in general demand, from the Atlantic to the Pacific.

CANADIAN PRODUCTS WANTED.

The following inquiries were received at the High Commissioner's office, London, Eng., recently for Canadian products :

A firm in London, who do a large business in all kinds of fruit pulps, canned goods, etc., desire to have the names of Canadian exporters of the first-named class of goods.

An inquiry has been received for the

names of hosiery manufacturers who have hosiery waste to dispose of.

The addresses of Canadian exporters of evaporated fruit rings are asked for.

[Information in regard to any of the above, sent to THE CANADIAN GROCER, will be forwarded to destination.—THE EDITOR.]

TRADE CHAT.

STIRRETT & CO., general merchants, Petrolia, Ont., have announced that they will close their store early in August, and are now selling out.

A Dunnville, Ont., man intends starting an evaporator in New Hamburg, Ont., this fall.

The Nova Scotia Furnishing Co., Limited, Halifax, intend opening a branch in Sydney, Cape Breton.

J. B. Orser & Sons, Chisholm, Ont., have shipped over 8,000 quarts of raspberries to Montreal this season.

J. D. McKenzie, grocer and liquor dealer, Woodstock, Ont., was fined \$20 and costs last week for keeping liquor in his grocery store.

A severe hailstorm damaged crops and fruit in the vicinity of Chatham recently. Several farmers lost all their barley and fall wheat.

An association to supply the citizens of Quebec city with sterilized milk and cream is now being organized under the title of The Sterilized Milk Supply Company of Canada, with a proposed capital of \$100,000.

The Northern Elevator Co., The Manitoba Elevator Co., and Bready, Love & Tryon, elevator owners in Manitoba and the Northwest, have formed a combine to reduce the cost of handling grain, and prevent needless duplication of elevators.

J. L. P. Gordanier, Morven, Ont., one of the largest fruit growers in the Napanee district, was in Kingston recently. He has over 6,000 apple trees, 900 plum trees and 700 cherry trees set out. The fruit is intended for the English market.

The imports into Brantford, Ont., for the year ending June 30 were \$1,262,188 as compared with \$1,140,163, showing an increase of \$122,025 in the year. The exports for the past year were \$1,014,885 as compared with \$1,017,597 in the year previous, a decrease of \$2,712.

Work on the pork-packing factories at Palmerston and Harriston, Ont., is progressing favorably. The latter is the larger building of the two. Palmerston factory has been offered \$25,000 capital by an English firm, on condition that the firm be employed as sole selling agents of the factory in Great Britain.

Empire Smoking Tobacco



Ask your wholesaler for a sample caddy of

EMPIRE

at

36 cents.

5, 10 and 15 cent Plugs.

Big Plugs

FOR

Little Money



Made by the

EMPIRE TOBACCO CO., Limited

Granby, Que.

Tobacco That Sells

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

Our Plug Chewings are:

POMMERY, highest grade, bright, 3½'s.

SMILAX, bright pounds.

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

BLACK BASS, Navy, all styles.

Our Plug Smoking Brands are:

MONARCH, 3½'s.

MARIGOLD, ROUGH and READY, 8's.

CLOVER, Double Thick, 8's.

BANNER, SOLACE, 13's.

Attractively packed in small boxes.

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

Quality and price are in their favor.

We want our Tobaccos handled by every grocer in Canada.

Dominion Tobacco Co.

80 to 94 Papineau Ave.,

MONTREAL



We hand you Monsoon direct from the gardens. All middlemen's profits are saved to you.

It pays to keep in stock and push Monsoon, it is such great value.

THE MONSOON TEA CO.

Toronto and Montreal.

MONSOON

INDO-CEYLON TEA.

Hams

ARE NOW IN GOOD DEMAND.

Buy now and buy the best.

Prices are firm and will be higher.

This is the season for them.

If you buy the

"STAR" Brand

you will have the best.

F. W. FEARMAN Co.

LIMITED.

Hamilton.

EXTENDED INSURANCE.

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

Confederation Life Association.

HEAD OFFICE--TORONTO.

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

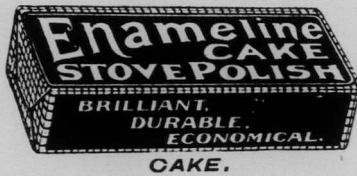
Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director

Enameline

The Modern STOVE POLISH



ONE DAY AT A TIME.

THE beggar who said, "Madam, I have been without food three days—yesterday, to-day and to-morrow," expressed a far-reaching human failing. There are many men in business and social life who mix up the past, present and future in just that same way. Through fretting and worry, yesterday, to-day and to-morrow become so closely connected in thought with them, that the separation in time is practically obliterated.

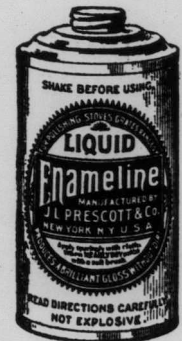
To live many days in one is a sure way to escape success. Life is so arranged that each day in itself is a full circle, and if we crowd other days in upon it, we simply distort its symmetry. We never enlarge a day or increase its value by bringing yesterday and to-morrow into it. On the contrary, we greatly dwarf its possibilities for achievement.

Wrongfully used, through vain regrets and worry, the past and future are like two great forces bearing heavily towards each other. As they come closer together the space between them must necessarily lessen, until the present is crushed out entirely.

The present is the only supreme time in our lives, and it is jealous of that supremacy. It will not serve us well unless we give all our thought and action, all our work to it. Fretting and worry sap the energies, waste time and prevent progress. Living each day by itself is the only true working spirit.

Calm planning, "sitting down to count the cost," systematizing and arranging to meet the demands and needs of the future are all a part of the work of the present. They mold causes so as to produce right and

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



LIQUID.

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

successful effects. But worry is not forethought. Forethought fertilizes the present. Worry blights it.

Sorrow for past error and the desire to correct past mistakes are also part of the present's work. But fretting and repining are not sorrow. They do not produce action. They are purely passive, yet they are powerful in creating despair. A wholesome regard for the past sees in it only those things that enrich the present. Everything else should be kept in the background of life.

In the present we create our future and mend the past. But we can't do this successfully unless we occupy the present to its full capacity. Making the best use of to-day is the surest way to give yesterday and to-morrow their right relations to life.

Then don't repine; don't look back with a long face upon your yesterdays; don't dwell upon the might-have-beens.

Don't worry over the outcome of your work; don't crowd time and try to live to-morrow before the due course of hours has elapsed; don't sour to-day's milk with the fear of to-morrow's thunder; don't borrow trouble and care; don't be anxious.

Don't fret at circumstances and conditions; don't "fuss and stew"; don't be blue.

Emerson said, "He is only rich who owns the day." And to be thus rich is every man's privilege. Are you making the most of it? Do you own the day so that the hours of work and rest all adjust themselves to the best scheme of life; so that at the end of every twenty-four hours you can write a positive "Finis," and sta

out fair and fresh on the next with no vain regrets and no anxious forebodings?

Live one day at a time and live it well!
—The Chameleon.

URGES DRIED-TEA SHIPMENTS.

We give a review of the past year by the leading trade paper of the Dominion, and on the whole we consider it far more favorable for Ceylon and India than for China and Japan. We know that the importation of British-grown tea has continued to increase; and the falling off has been, and will be, at the expense of China. We have recently published extracts showing the scarcity of tea and the rise in price of the common kinds in the Toronto and Montreal markets; and a paper published in the latter city accentuates this greatly in an extract given elsewhere.

The remedy is for Ceylon to ship direct, and our enterprise should be sufficient to supply the great demand quick enough to prevent such reexportations described from doing harm. If so, such events will be nothing more than an excellent advertisement for our staple.—Times, Colombo, Ceylon.

ANSWERS TO INQUIRIES.

WHO MAKES BAMBOO FURNITURE?

A Nova Scotian house inquires: "Do you know if there is a bamboo furniture manufacturer in Canada. If not in Canada, do you know of any in America?"

[Perhaps some of our readers will favor us with the addresses of manufacturers of this particular kind of furniture.—The EDITOR]



Good in Any
Climate
Wherever
There Are Flies.

TANGLEFOOT

SEALED
STICKY
FLY
PAPER.

Ask
Your
Jobber.



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"Good Starch"

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

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

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

Edwardsburg Starch.

The Edwardsburg Starch Co., Limited
Cardinal, Ont.

Mexican Fruit, 36 5c bars.....	1 20
Sappota, 150 1c pieces.....	0 90
Orange Sappota, 150 1c pieces.....	0 75
Black Jack, 115 1c pieces.....	0 75
Red Rose, 115 1c pieces.....	0 75
Magic Trick, (English or French wrappers) 115 1c pieces.....	0 75
CHOCOLATES & COCOAS.	
Cocoa—	EPPS'S. per lb.
Case of 14 lbs. each.....	0 35
Smaller quantities.....	0 37½
CADBURY'S.	
Frank Magor & Co., Agents. per doz	
Cocoa essence, 3 oz. packages.....	\$1 65
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose.....	0 40
Nibs, 1-lb. tins.....	0 42½
Nibs, 11-lb. tins.....	0 35
TODHUNTER, MITCHELL & CO.'S.	
Chocolate—	per lb.
French, ¼'s—6 and 12 lbs.....	0 30
Caracas, ¼'s—6 and 12 lbs.....	0 35
Premium, ½'s—6 and 12 lbs.....	0 30
Sante, ¼'s—6 and 12 lbs.....	0 26
Diamond, ¼'s—6 and 12 lbs.....	0 22
Sticks, gross boxes, each.....	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs..	0 30
Pearl.....	0 25
London Pearl 12 and 18 "	0 22
Rock.....	0 30
Bulk in boxes.....	0 18
Royal Cocoa Essence, packages.....	per doz 40
FRY'S.	
Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes.....	0 42
Vanilla, ¼'s.....	0 42
"Gold Medal" Sweet, ¼'s, 6 lb. bxs.	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond", ¼'s, 14 lb. bxs.	0 24
Fry's "Monogram", ¼'s, 14 lb. bxs.	0 24
Cocoa—	per doz
Concentrated, ¼'s, 1 doz. in box..	2 40
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Homeopathic, ¼'s, 14 lb. boxes.....	
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WALTER BAKER & CO.	
Cocoa, ½'s.....	0 52
Premium Chocolate, ½'s.....	0 45
Webb's Cocoa Powder, ¼'s.....	0 30

JOHN P. MOTT & CO.'S.		
R. S. McIndoe Agent, Toronto.		
Mott's Broma.....	per lb. 0 30	
Mott's Prepared Cocoa.....	0 28	
Mott's Homeopathic Cocoa (¼'s).....	0 32	
Mott's Breakfast Cocoa (in tins).....	0 40	
Mott's No. 1 Chocolate.....	0 30	
Mott's Breakfast Chocolate.....	0 28	
Mott's Caracas Chocolate.....	0 40	
Mott's Diamond Chocolate.....	0 33	
Mott's French-Can. Chocolate.....	0 18	
Mott's Navy or Cooking Chocolate..	0 28	
Mott's Cocoa Nibs.....	0 35	
Mott's Cocoa Shells.....	0 05	
Vanilla Sticks, per gross.....	0 90	
Mott's Confectionery Chocolate. 0 21	0 43	
Mott's Sweet Chocolate Liquors. 0 19	0 30	
COWAN COCOA AND CHOCOLATE CO.		
Hygienic Cocoa, ¼ lb. tins, per doz..	\$3 75	
Cocoa Essence, ½ lb. tins, per doz..	2 25	
Soluble Cocoa, No. 1 bulk, per lb.....	0 20	
Diamond Chocolate, 12 lb. boxes,	¼ lb. cake, per lb.....	0 25
Royal Navy Chocolate, 12 lb. boxes,	¼ lb. cake, per lb.....	0 30
Mexican Vanilla Chocolate, 12 lb.	boxes, ¼ lb. cake, per lb.....	0 35
COCOANUT.		
CANADIAN COCOANUT CO.		
White Moss Brand—		
½ lb. Packages, 15 or 30 lb. cases....	0 27	
¼ & ½ lb. " " " " " " " " " " " "	0 27½	
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97 ½ " " " " " " " " " " " " " " " "	0 30	
98 " " " " " " " " " " " " " " " "	0 30	
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99 " " " " " " " " " " " " " " " "	0 30	
99 ½ " " " " " " " " " " " " " " " "	0 30	
100 " " " " " " " " " " " " " " " "	0 30	

CHEESE.	
MacLaren's Imperial—	Per doz
Large size jars.....	\$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial Cheese Silver Holder—	
Large size.....	18 00
Medium size.....	15 00
Small size.....	12 00
COFFEE.	
JAMES TURNER & CO.	
Mocca.....	per lb 0 32
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12½
TODHUNTER, MITCHELL & CO.'S	
Excelsior Blend.....	0 32
Jersey.....	0 29
Rajah.....	0 20
Old Government Java.....	0 28
Maracaibo.....	0 18
West India.....	0 16
Rio, choice.....	0 12
CLOTHES PINS.	
ROCKEY BROS. & CO.	
Clothes Pins (full count), 5 gross in case, per case.....	0 65
4 doz. packages (12 to a case).....	0 75
6 doz. packages (12 to a case).....	1 00

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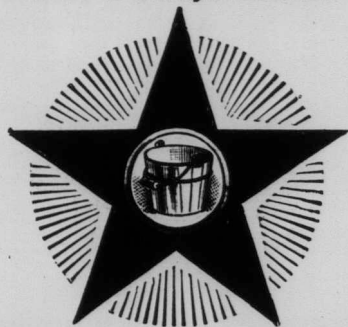
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JAPAN MIKADO,
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INDURATED FIBRE WARE.

Table listing various fibre ware items like Star Standard, Milk, Round-bottomed fire pail, etc., with prices.

JAMS AND JELLIES.

Table listing jam and jelly products such as Orange Marmalade, Strawberry W. F. Jam, Raspberry, etc.

Table listing licorice products including Young & Smylie's Licorice, Far Licorice, etc.

Table listing mince meat products like Wetley's Condensed, Nicholson's, etc.

Table listing mustard products including Coleman's or Keen's, Dalley's, etc.

Table listing orange marmalade products like T. Upton & Co. marmalade.

Table listing pickles from Stephens, including Patent stoppers and Corked pickles.

Table listing French mustard products like Crown Brand, Pony size, etc.

Table listing various glassware and tins like Beer Mug, Cream Jug, Sugar Bowl, etc.

Table listing various soap products including Dwight's Soda, Ivory Bar, and Surprise Soap.

Advertisement for Dwight's Soda Soap, featuring a cow logo and product details.

Advertisement for Soap by John Taylor & Co., featuring the Ivory Bar soap.

Advertisement for Surprise Soap, showing a bar of soap in its packaging.

Advertisement for Maypole Soap, featuring a hand logo and product description.

Advertisement for Starch by Edwardsburg Starch Co., Ltd., listing various starch products.

Advertisement for Kingsford's Oswego Starch, showing a product box.

Advertisement for Toledo Starch, featuring a product box.

Advertisement for Silver GLOSS and PURE starch products.

Advertisement for Silverine Stove Polish, featuring a circular logo.

Advertisement for Ontario Starch, listing various starch grades and prices.

Advertisement for Brantford Starch Co., Ltd., listing laundry starches and other products.

Advertisement for Celluloid Starch, featuring a product box.

Advertisement for Stove Polish, listing various brands like Enameline and Rising Sun.

Advertisement for Enameline Stove Polish, showing a product tin.

Advertisement for Rising Sun Stove Polish, showing a product box.

Advertisement for Sun Stove Polish, showing a product tin.

Advertisement for Tiger Stove Polish, showing a product tin.

Advertisement for Silverine Stove Polish, featuring a circular logo.

Advertisement for Salada Ceylon Tea, showing a product box.

Table listing various tea products and their prices.

Advertisement for Ram Lal's Pure Indian Tea, showing a product box.

Table listing various tea products and their prices.

Advertisement for Kolona Pure Ceylon Tea, showing a product box.

Table listing various tea products and their prices.

Advertisement for Luella Ceylon Tea, showing a product box.

Table listing various tobacco products and their prices.

Advertisement for Woodenware, listing various household items.

Table listing various matches and other household goods.

Table listing various household goods and their prices.

Vertical text on the right edge of the page, including 'THE CANADIAN GROCER' and other partial text.

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