

PUBLISHED  
EVERY  
FRIDAY

CIRCULATES  
IN EVERY  
PROVINCE

# THE CANADIAN GROCER AND GENERAL STOREKEEPER

**QUALITY..**

When a salesman talks price to you  
**Ask him about QUALITY**

When he talks quantity . . .  
**Ask him about QUALITY**

When he talks merit to you . . .  
**Ask him about QUALITY**

That's the \_\_\_\_\_  
**STRONG POINT**  
 in  
**Colman's Mustard**

## A word about

### VENICE WAFERS

EXACT SIZE

They are a variation of our "FLORENCE" wafer, to which we recently drew attention. Made in the same flavors, Raspberry, Lemon, and Coffee, they are only half the size, being less than one inch wide. Their convenient size and shape make them very popular; particularly suitable where dainty "stand-up" teas and suppers are being served. When sending in your next order, include a case of "VENICE" wafers.

Chas. Gyde,  
Agent,  
MONTREAL.

## Peek, Frean & Co.

Manufacturers

London, Eng.

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

# Tomato Soup



**Delicious Beyond Comparison.**

The dealer who suggests  
to his customer to try a  
can will make a regular  
patron every time.

**We know this by experience.**

Canadian Agents:

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

## Two Are Better Than One.

Different people have different opinions, and while the articles may be equally valuable, yet one person will prefer the one, and another person will prefer the other.

In order, then, to suit all tastes, to meet all requirements, and to be in a position to supply any demands that may be made upon us, we have made arrangements to operate the works heretofore managed by the North American Chemical Co., at Goderich—manufacturers of the celebrated brand of salt so long and favorably known to the trade as "RICE'S PURE SALT." Thus, we can supply "COLEMAN'S" Salt or "RICE'S" Salt.

These two makes of Dairy and Table salt stand at the head of the list! There are none better!

**SEND FOR PRICES AND TERMS.**

# R. & J. RANSFORD, CLINTON, ONT.

# Have you handled

that Queen of Home Dyes

## MAYPOLE SOAP?




The only DYE that washes and dyes at the same time.  
The only DYE that does not require different packets  
for Woollen, Silk, or Cotton.

WELL ADVERTISED. A SPLENDID ARTICLE.  
PAYS A GOOD PROFIT.

Handsome Show Card on application to A. P. Tippet & Co.,  
8 Place Royal, Montreal.

Three suggestions—seasonable :



**STOWER'S**  
Lime Juice,  
Lemon Squash,  
Lime Juice  
Cordial.

Cases contain  
1-dozen Quarts.

**Fine  
Finnan  
Haddies**

They have the rich,  
delicate flavor of the  
freshly caught fish—  
canned where caught,  
before they lose their  
goodness.

Clean — real Finnan Haddies. No  
dirt, no slime—nothing but Fine Finnan  
Haddies in every can.

**The "Thistle" Brand**

### Lazenby's

### Soup Squares and Jelly Tablets.

The highest quality there is or can be.  
The name guarantees it.

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

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

# A Standard Seller Right Through the Year.

## **Ceylon and Indian Teas**

are sellers every business day in the year. They please everyone who comes in contact with them, from the picker to the consumer. Are they advertised? Well, rather; thousands of dollars are being spent to help start the first sales. After the first there's no trouble whatever---you'll never find a customer going back to the old style, dirty, wishy-washy teas from other countries.

These Ceylon and Indian Teas are machine-made --- this guarantees purity, cleanliness and healthfulness, which are absolute necessities in good tea. If they're not machine-made they have not these properties.

**Try'em at your own table and  
be convinced.**

# Life is Too Short

for the average Grocer to spend his time in taking chances upon the quality of the Cigars he sells.

Cigar making is an art—we think we've mastered it. The number of satisfied Grocers who continue to order my "Pharaoh" Cigar (retails for 10c.) and my "Pebble" (retails for 5c.) increases week by week.

The quality and workmanship in each one of these lines never varies from the high standard that has made them famous!

*Payne's  
Cigars*

J. Bruce Payne, Mfr.,  
Granby, Que.

# CROWN FLAVORING EXTRACTS

The Best.

Manufactured by

The Greig Manufacturing Co.

456 St. Paul St., MONTREAL.



## Hudson's Soap

A FINE POWDER. IN PACKETS ONLY.

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

**SOAK YOUR CLOTHES**

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

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

Used in all the "Happy Homes of England."



"Let us reason together."

## Summer is a Good Time for Pickle Trade.

The picnicing outfit is not complete without a bottle or two of good pickles.

The cupboard of the cottage home is never rightly furnished without a bottle of good pickles.

Pickles give a relish to the cold lunch, so much the custom in summer, whether at home or sea-side.

Grocers who aim to do the best trade will carry a good line of Sterling Brand Pickles—made from best selected Canadian vegetables—by Canada's leading pickle manufacturers.

T. A. LYTLE & CO.

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



TRY  
 "FAIRY BLEND"  
 COFFEE

ONE-POUND CANISTER  
 24 LBS. IN A CASE.

AN IDEAL PACKAGE  
 FOR SUMMER USE.  
 WHOLE OR GROUND.



## 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 & SMYLIE  
 BROOKLYN, N.Y.

Established 1845.

"The Salt of the Earth."

# RICE'S PURE SALT.

Put up in handsome packages—for all purposes, and costs you no more than inferior makes.

SOLE MANUFACTURERS:

The North American Chemical Co. Limited  
 GODERICH, ONT.

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

## 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.

### Rolled Wheat Profits.

In appearance, in flavor, and in keeping qualities our Molina Rolled Wheat (sold by the pound), is superior to any Rolled Wheat on the market—we make this statement without fear or favor. *Quality Counts!*

Package Breakfast Foods show you a much smaller profit than Molina does, and, too, you get the very highest quality, because *you buy it in bulk*—it is not sold in expensive packages. Prices talk—send for our figures showing your profits when you sell.

### Molina Rolled Wheat

FROM MANUFACTURER  
TO RETAILER DIRECT.

The Tillson Company, Limited, Tilsonburg, Ont.

### METHODS NEW.

That boy of mine at Saize,  
Has some powerful funny ways,  
With ideas highfalutin,  
Like most folks now-a-days.

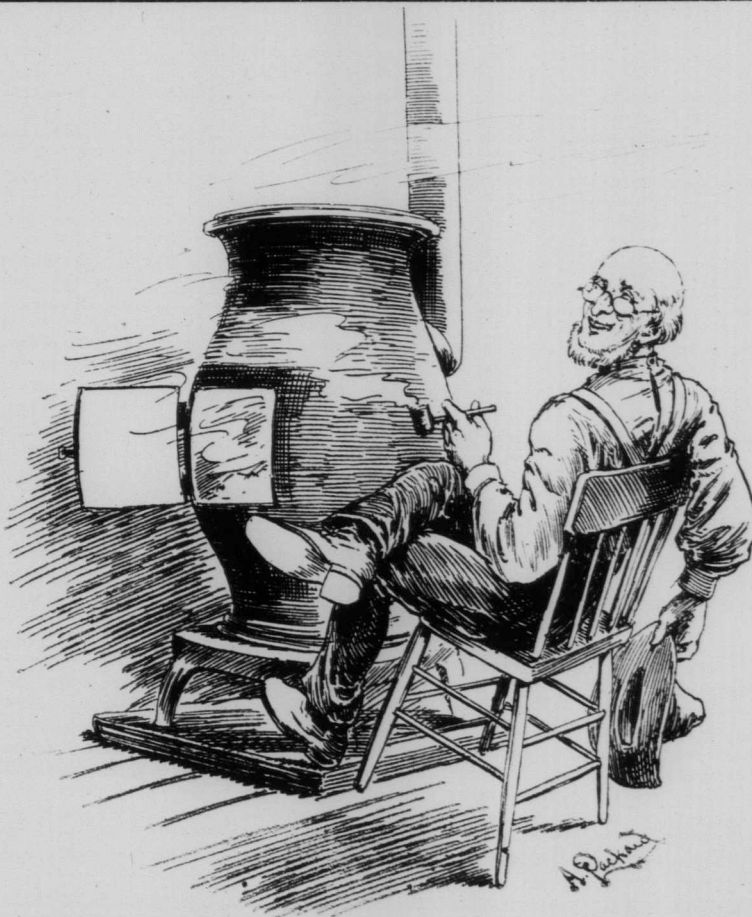
He keeps harpin' now on System,  
On Money-Weight and such,  
Says scales that I used in startin',  
Was costing him too much.

He's gone and got the finest  
That them Dayton folks turn out;  
Says they're savin' him the nickles,  
Without the slightest doubt.

Well, there's some mighty changes,  
And it aint for me to say  
That John should run his business  
In my old fashioned way.

If there's something in a system  
That will save him overweight;  
And he's sure it saves him money,  
I say don't hesitate.

If kickin' out old methods,  
And puttin' in the new,  
Is going ter help my boy along,  
I say amen; dont you?



**The Computing Scale Co.,**

DAYTON, OHIO,

or Money-Weight Scale Co., Sole Distributors, 47 State Street, Masonic Temple, Chicago, Ill.; or L. A. Davidson, 104 King Street West, Toronto.

# THE "DIAMOND"

**A BAKING POWDER** that will give unbounded satisfaction to all.



For 15 years it has stood the most critical tests by the best housekeepers in Canada—with uniformly good results. You need have no hesitation in offering it to your trade as a "Perfect Powder."

Users of "Diamond Baking Powder" of fifteen years ago are users still.

1-lb. Tins, 2 dozen in a case	-	-	-	\$2.20 per dozen.
$\frac{3}{4}$ -lb. Tins, 3 dozen in a case	-	-	-	1.30 per dozen.
$\frac{1}{4}$ -lb. Tins, 4 dozen in a case	-	-	-	.60 per dozen.

**W**E also put up a baking powder under your own label—very attractive goods—and the powder guaranteed of extra quality. You work up a trade for a powder that you can control—and need fear no competition in this line.



## W. H. GILLARD & CO.,

Wholesale Grocers,  
Tea Importers, and  
Manufacturers,

## HAMILTON.

Talk in the  
Canadian Parliament  
costs the  
country high value.

Talks to  
the point.

Have you got?



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

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VOL. XIII.

TORONTO AND MONTREAL, JUNE 9, 1899.

NO. 23

**SIMPLE BOOKKEEPING SYSTEMS FOR GROCERS.**

**T**HE following is a further contribution of short essays on bookkeeping received by The Grocery World in its prize competition :

By **G. A. Swoboda.**

The best results under the system here submitted can be obtained when a merchant solicits, also when several are waiting their turn for a settlement, or when a limit is to be placed on an account. I do no soliciting, only when a person comes and makes satisfactory arrangements to open an account. To show your readers what it has done for me over the old system would probably not be out of place. My old way was to call upon the trade, enter the order upon the order book, then, in most cases, copy upon the customer's pass book, or else send a duplicate bill. From the clerk's order book it was called off and entered upon the counter book. From this it was posted to the ledger, and the pass books checked from that ; then the ledger and pass book had to be added up.

A great many times the drivers would bring in orders for articles that the customers had forgotten. These would seldom be on their pass books, besides losing their duplicate bills ; always had a great deal to look up. Then there were the mistakes in copying which also occur.

Now, from the order book three or four of us had to put up the orders, which was not convenient, besides getting on the same order, thinking it was our check mark. Under the new way we call on the customers (all have pass books under this system ; they ask for them, wishing to limit their accounts themselves, the same as in trading with cash). The solicitor or cus-

tomers enters the order on the pass book only, the clerk simply seeing that the proper date is placed on the book to avoid any order being put up again that might not have been added up on the pass book.

The pass books are brought to the store, and each of us takes a book, puts up the order, adds up the amount and places the total of the bill in a drawer of the register and places book in the box with the order which marks the order, each book having the street and number upon it also. When settling we look over the pass book to see if it is added correctly. If any error, it shows for itself, and can only be in the addition, as every article gotten without the book is entered the very next time the book comes to the store and it is fresh upon the mind of the customer. No squabbling ; no worry about it. This system is The Eureka Register Co., Elmira, N.Y. It is a cabinet containing from 50 to 200 or 300 tin drawers. These are numbered and also have a place for a card to be used for the customer's name. The drawers have lids, which are so arranged that when you pull a drawer open this lid raises up, and any slip that is placed under this lid (upon which you enter any article that is gotten without the pass book) is the first thing you see. They have a coupon pass book with enough leaves in front to itemize the articles purchased. The coupons are for the merchant to tear off and put in the drawer of the customer. I found it took time to pick out the coupon with the last or largest amount on the margin, being the total of the bill ; besides, the books are not good enough ; would hardly last long enough to be used up, and the coupons fill the drawer too fast. I use duck-covered pass book, and place the name

and number upon it ; then I number each right-hand page through the book to save time in finding the customer's number, which gets dim on cover when used much. I use a printed slip in the drawer, which is dated and the number or name also put on it. Upon this is placed the amount as shown on the pass book after each order or purchase. Remember, the pass book is always added up. The customer gets the itemized bill ; I keep the total amount. To find a number quickly I pasted stickers upon the edges of the ledger on the upper and left-hand sides. If I want No. 47 I start at No. 4 sticker, go to No. 7, as per top sticker and have 47 ; this is handy on account of the number of the register not being plain enough. I have a 200-drawer register and desk combined, and also use an index :

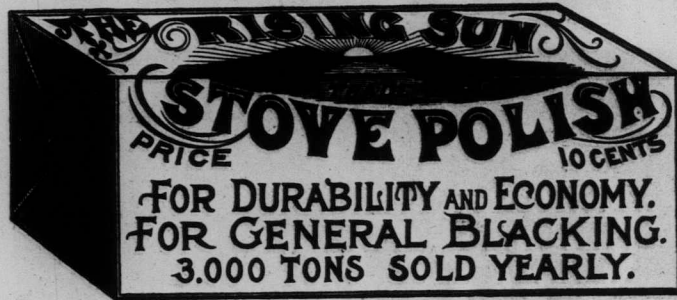
Pass Book.	
4-10-99.	
Sugar .....	50
Coffee .....	50
	1 00
Soap .....	10
Starch .....	10
	20
Lard .....	1 20
	25
	1 45
Slip in Drawer.	
Date.	Name or Number.
1 00	
1 20	
1 45	

By **C. W. Mergler.**

My system requires no bookkeeping whatever, or, at least, not in the sense that most bookkeepers understand the term.

It is as follows : My clerks, in the store as well as those outside soliciting orders, are provided with a duplicating pad. When an order is secured it is put down in duplicate ; the original and its duplicate are not separ-

## 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.

rated until they reach my hands. After the order is put up ready for delivery, the original slips pass through my hands again, prices are filled in and footed up, then the original slip, which is in bill-head form, is attached to the goods for which it is a bill and delivered with the goods. If the goods are paid when delivered, the clerk receipts the slip and reports the payment upon his return.

The duplicates are placed in a box kept for that purpose, and once a day they are all filed away in a tin box containing a series of strong paper pockets or compartments, arranged to run from No. 1 upwards. Mine contains 250 compartments. Every tenth pocket has a tag at its upper end, giving the number of that particular one, and serving as a guide to locate the numbers between; all the other pockets have the number printed on the inside near the top. Each pocket contains a card (blue ones I use) upon which I write the number of the pocket and the name of the customer to whom I have assigned that pocket. In filing away the duplicate slips, I place the new slip always to the right of the preceding ones in its pocket; in that way, all the slips will be found in consecutive order to the right of the blue card. My slips are always pink, therefore the blue card is always in evidence. At the end of the week or month, as the case may be, when the customer is expected to make a payment, the slips are all taken out of the file and a statement made by giving the date of the slip, its number (all the slips are numbered) and the total; all the totals are footed up, and that constitutes the bill.

The customer is, of course, expected to keep his or her slip, so that when he receives a bill he can easily and quickly find any mistakes.

In some rare instances, a customer, having lost the slips, will want a detailed bill, which can be very readily made out from the duplicate slips. After the bill is made out, each slip charged on the bill is

checked, to show its having been so charged, and the total of the statement is written on the face of the last one, also the date of the statement. The slips are then replaced in the pocket, but this time on the left of the blue card, and all facing to the left, the outside one having the amount and date of the last statement. This information can be arrived at instantly by simply taking out the bunch of slips, or even without taking it out, by holding the pocket open wide enough to look in.

In this way any new slips coming into the pouch will be to the right of the blue card, and always separate from those already entered on a statement. When goods are delivered to a customer in the store and charged, the original slip is always given to the purchaser with the goods, the duplicate going through the same procedure as in the case of a delivery by wagon.

If a customer makes a payment on account, a yellow slip is made out, giving the amount of bill, amount of payment and balance, if any, and name and date, of course.

This slip, with the money, is placed in a cash register, and in due course finds its way to the file pocket of the customer.

In some cases a customer prefers a pass book to a weekly or monthly statement. In such instances the order is also made out in duplicate in the pass book, and the duplicate kept for filing. Some customers only send their pass book at intervals, when making a payment. In such cases the book is made up by entering the totals of the duplicate slips.

When the slips in a pocket become too bulky they are taken out, tied or pinned in a bundle, and placed in a box kept for that purpose, thus constituting a record of the business done with that customer. About twice a year the box receives an overhauling, and all the paid-slips that are over three months old are burned up. There are no books kept whatever; the duplicate slips constitute an incon-

trovertible record; mistakes are usually discovered at once and easily rectified at any time. Customers got so accustomed to receiving a slip with every purchase that they will wait for it, and thus contribute towards preventing the forgetfulness or the hurry of a clerk from failing to make a charge.

Such a thing as a customer disputing an account is so rare that we do not remember an instance of the kind.

My slips are all printed, and come from the factory ready for use, carbon paper attached—50 double slips in a pad, and cost about 3½c. a pad in lots of 100 pads or more. The expense is very light, while the saving in trouble and bookkeeping is immense.

If any of the brethren of the craft wish for more light on the subject let them "fire" their questions at me, and I will endeavor to answer them. I should mention that I have an index, arranged in alphabetical order, of all my customers' names, their pocket numbers running in order with their relative position on this alphabetical index, thus, all names beginning with A are in the first pockets beginning with No. 1, and so on. I have the index made out in typewriting, therefore it is all in a small space, and is pasted on the cover of the box containing the pockets. Each name has the number of its pocket printed beside it on the index. It works so simply that I frequently allow my 12-year-old daughter to earn her weekly "pin money" by filing away the slips. We usually have about 200 as a day's accumulation, and she files them away in less than an hour, very rarely making a mistake.

### DEATH OF MR. ROBERT COX.

C. E. Colson, of Montreal, has had a cable telling him of the sudden death of Mr. Cox, at Aix-le-Bains. Mr. Robert Cox was head of J. & G. Cox, gelatine manufacturers, Edinburgh, and could not have been over forty years of age. He was highly esteemed by the few Canadians who were fortunate in knowing him personally.

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June 9th,

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SEVERAL IMITATIONS of our **EMPIRE** brands of Coffee, Extracts and Baking Powder, have of late been put on the market. Below we give an exact copy of our certificate and will in future prosecute any person infringing on our right.

**LUCAS, STEELE & BRISTOL**

June 9th, 1899.

Wholesale Grocers,

HAMILTON.

CANADA.

**THIS IS TO CERTIFY** that this **Trade Mark** (specific) to be applied to the sale of Teas, Coffees, Spices, and Baking Powders, Extracts, etc., and which consists of the word "**Empire**," in combination with a representation of the Canadian National Flag, as per the annexed label and application, has been registered in the **Trade Mark Register** No. 25, **Folio 5904**, in accordance with "**The Trade Mark and Design Act**," by Robert Tasker Steele, of the City of Hamilton, Province of Ontario, on the 19th day of February, A.D., 1897.

Department of Agriculture.  
(Copyright and trade mark branch.)

(Sgd.) W. B. SCARTH,

Deputy of the Minister of Agriculture.

Ottawa, Canada, this 19th day of February, A.D., 1897.

**CAMPING SUPPLIES.**

HERE YOU ARE FOR THE COMING SEASON:

- A lovely range of Crosse & Blackwell's Condiments.*
- All Morton's Potted Meats and Pickles.*
- Armour's Canned and Potted Meats.*
- Armour's Pork and Beans in Tomato Sauce.*
- Clark's Canned and Potted Meats.*
- Sovereign Lime Juice and Lime Juice Cordial.*
- Sovereign Guaranteed Pure Fruit Syrups, Quarts and Splits.*
- A nice range of Shrimps and Clams, best brands.*
- Flaked Rice, already cooked, only requiring boiling water to make a tasty dish.*

**MECCA COFFEE.**--- No picnic or camping party can be enjoyed to the full extent unless you sell them Mecca Coffee. This Coffee has great body and lovely flavor. For camping parties and picnics can be sold in 2-lb. tins, ground.

**James Turner & Co., Hamilton**

—WHOLESALE GROCERS.—

**Worth Watching!**

Campers, Cyclists, Fishing Parties and Picnics, all use

**"REINDEER BRAND"**  
**CONDENSED GOODS.**

Are you selling to them?

## HEADQUARTERS FOR CAMPING SUPPLIES

Armour's Canned and Potted Meats  
 Clark's " " " "  
 Davies' " " " "  
 Condensed Coffee and Milk  
 Potted Jam, Jelly, Marmalade

Choice . . .

PICKLES  
 SAUCES  
 CATSUP.

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

### TORONTO GROCERS TO PICNIC AT HAMILTON.

A SPECIAL meeting of the Toronto Retail Grocers' Association was held on Monday evening, this week, to consider the destination of their annual excursion and the boat to be chartered. President Johnson occupied the chair, and a good representation of members was present.

It will be remembered that, at the last meeting, it was decided to charter the steamer Garden City to take the excursion to Cobourg. At that meeting the Garden City was the only boat known to be available.

The day after the meeting it was learned that the Cambria, a larger steamer, could be had at a lower figure than that asked for the Garden City. This, combined with the fact that only a few of the members had voted in favor of or against the Cobourg trip, caused the executive to ask for the meeting, which was called for Monday evening.

It was soon evidenced that several of the members considered the meeting should not have been called, for the first motion made was that the communications from the owners of the Cambria be not discussed. This

was voted down, but after they had been read and discussed, it was almost unanimously decided to file them.

It was then moved that the motion to go to Cobourg be rescinded. After a warm discussion this motion was passed.

This was followed by a motion that the excursion be to St. Catharines; this, by an amendment that Hamilton be the point of destination; after this came an amendment to the amendment that Niagara Falls be visited. The last amendment was withdrawn before the vote was taken, and Cobourg was substituted.

The difference of opinion regarding the relative value of the various points was decidedly marked, and the discussion was one of the warmest that has taken place in the association meetings for some time. The objection to Cobourg was the long, and, in the opinion of some, the tiresome voyage entailed. The objection to the nearer points was that as excursions to these points are frequent, and as the tickets would necessarily be cheaper than to Cobourg, the risk of financial loss is greater, as the cost of chartering the boat is the same to the nearer points as to the farther one.

The amendment to go to Cobourg was defeated by one vote.

Then the advocates of St. Catharines

joined forces with those in favor of Hamilton, so that when the amendment that the latter place be visited was put, it was carried by a large majority.

Messrs. Hawes, Kelly, Stewart and Panter were appointed to visit Hamilton to see what arrangements could be made for having sports, games, etc. It was decided to charter the Garden City, on condition that this steamer could take the excursion to one of the Hamilton wharves. The fare decided on was 75c. for adults, and 40c. for children.

As the matter now stands, the association has decided to go to Hamilton on July 26, on the Garden City. The boat is to leave Toronto at 8 a.m., and Hamilton at 7.30 p.m.

Before the meeting adjourned a letter was read from The Southern Fruit Growers' Association, St. Catharines, stating that that association had passed the following resolution: "Resolved, that this association favors the establishment of an early-morning market for the sale of fruit in the city of Toronto, and pledges its members to support the scheme." This communication was received with enthusiasm.

Nova Scotian apples were selling in London week before last at \$6.50 per barrel.



## YOUR CUSTOMERS

will soon be going away for the summer, and you will have an opportunity to furnish their supplies for the camp, cruise, and cottage.

The wise grocer will see that he has in stock those articles which are most convenient for camping parties, and he knows they are sure to

## WANT IMPERIAL CHEESE.

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THE DRUM

By S. C.

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# NEW SEASON'S

Our travellers  
will show you  
Samples.

# JAPAN TEAS

ARRIVING EX SS. "EMPRESS OF INDIA."

## THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

TORONTO

### THE DRUMMER vs. THE SALESMAN

By S. C. Guthrie, a Commercial Traveler.

I HAVE noticed lately where the newspapers are using, and one of the prominent speakers at the T.P.A. convention, at Springfield, used, the word "drummer" as an appellation to suggest a salesman, says a writer in Interstate Grocer. To my mind those that use this word err. There is no similarity in the words, nor is there a possible suggestion of one in the other.

The drummer is one who beats a drum, either in the drum corps, the orchestra or the Salvation Army. It is a profession that requires neither thought, special mental ability or capacity. Muscular force, combined with the rhythm of sound, makes him a first-class drummer.

The salesman is an entirely different person. He must be born—not made. He must be fitted for his calling, which requires much. He must be honest, persevering and charitable. Suffering and distress should at all times appeal to him. Did you ever notice that an appeal for charity on a railroad train containing salesmen always met with a prompt response? He must have push, character and energy. His disposition must be pliable and as elastic as a rubber ball. He must bear the burdens of all, his employer as well as his

customer, between whom he must always stand ready to champion justice and right. No man is bound by a higher standard than a salesman, who moulds not only his own prosperity, but that of his house; and, if a successful salesman, has a large influence in shaping the success of his customers. His life is an ever-changeable strife, restless as the ocean, and yet his wish and aim is always for that peace and quiet which comes from a home association.

We should see at every jobbing point an organization of salesmen to increase their influence for betterment and to weed out the dishonest and disreputable of their class, that they may have the proper recognition among the business world of which they are so important a part.

The rollicking salesman seldom gives any sign of the profound thought of his nature. Everyone laughs at the salesman's jokes and his smiles, but seldom realizes the care that is perhaps gnawing at his heart and wearing away nerve force. His business is to sell goods and if amusement is a necessary condiment, he uses it to its fullest extent; but there is a stronger inner-self that belongs to him and that never can be bought or sold, viz.: love for his wife, baby or sweetheart; and at last, when the order book is filled and he has his orders to

come in and settle accounts for the last time—as he enters the "Golden Gate," Saint Peter, in the language of the poet, will say:

Gabriel, give him a seat alone,  
One with a cushion, up near the throne;

Call up some angels to play their best;  
Let him enjoy the music and rest;  
See that on ambrosia he feeds—  
He's had about all the hell that he needs;

It isn't just hardly the thing to do  
To roast him on earth and up here too.

### A SPONTANEOUS SMOKE.

Mr. Hooper King had about seven tons of tobacco stored in a large barn in the suburbs of Chatham until the other day.

The heavy rains of the past week seem to have found their way into the barn and overheated the tobacco, for, in the early morning one day recently, the tobacco was discovered on fire, and, in a short time, all the contents of the barn were consumed. This is probably the biggest spontaneous tobacco smoke that has ever taken place in Canada.

### A SUMMER DRINK.

An excellent summer drink can be made by simply adding water to Robinson's "Patent Barley." It is nutritious as well as cooling.

## SOMETHING BETTER THAN ANYTHING.

Armour's Baked Beans in Tomato Sauce, 2-lb. tins, key opener.

They are the finest in the world.



Write us for particulars.

## JOHN SLOAN & CO.

Wholesale Grocers.

TORONTO.

## TECHNICAL EDUCATION IN CANADA.

TECHNICAL education as a means of inducing greater skill in the industrial arts is meeting with an increasing number of advocates in all commercial countries. While in Canada it has not received the attention it has in certain other countries, Germany particularly, yet the efforts put forth in Canada in this direction, and the results that have been achieved, show that this country has by no means been asleep in regard to this matter.

In the council room of the Toronto Board of Trade is an exhibit of some of the specimens of work done by pupils in the technical schools of Toronto, Ottawa, Hamilton and Whitby. Covering the four walls of the room are pen-and-ink sketches, water-color designs for carpets, linoleums, cathedral windows, public and private buildings, drawings of engines from models, etc. On the long table which adorns the council-room are specimens of modeling in clay, wood carving and painting on china. The exhibit is most creditable, and those who have not yet seen it should make an effort to do so.

The exhibit was opened on Tuesday, when a convention representing the different boards of trade in Ontario was held in the rotunda of the Board of Trade building for the purpose of discussing the question of national technical education. President Kemp occupied the chair.

The chairman, referring to technical education, said that in Canada they seemed to have

LOTS OF MATERIAL and machinery for turning out doctors, lawyers and professional men, but when it came to the practical work of equipping those who desired to follow an industrial calling they seem to be sadly deficient.

Mr. H. Cockshutt, of Brantford, said technical training was a necessity in Canada at the present time as much as in any country in the world, and no time should be wasted in grappling with the subject. In Brantford they had considered the question from several aspects, including the desirability of introducing it as an adjunct to public and separate school elementary training; the desirability of establishing two or more purely technical central schools for the Province, and technical night schools for mechanics, free of charge. As regards the ways and means, they held that the responsibility rested with the Government.

Hon. Geo. W. Ross followed. He said that the young people of the country were disposed to prepare rather for the professions than for industrial pursuits. He did not know that the schools were altogether to blame for this; the social conditions had, he

thought, a great deal to do with it. He referred to the provision in the School Act giving boards of trustees the option of introducing manual training in the schools, and agriculture in the case of rural schools. The city of Kingston was the only case where the former provision had been taken advantage of. There were only very few instances where rural school trustees had ordered the teaching of agriculture in the sense that it could be taught in schools. He now proposed to take

### STRONGER MEASURES,

if Parliament would assist him, and he believed they would, and make the teaching of agriculture in such schools compulsory. The optional teaching of domestic science had only been taken advantage of in isolated cases. The system of apprenticeship, once so generally followed, had almost ceased to exist, and there could be no doubt that many men and women in Canada were entering trades and callings for which they were hardly fitted by their training. In Britain and old-world countries a greater amount of skilled labor was being employed than ever before, labor trained not only by experience in workshops, but in technical schools. This had not been reached without heavy expenditure. The city of Berlin alone spent 200,000 marks annually for such training, and Britain £1,500,000 sterling directly as a nation, besides the amounts paid by municipalities.

While dealing with this point, Mr. Ross said that Canada exported a vast quantity of raw material which should be manufactured in Canada, and imported goods which should be made in the country from the material so exported. In the last 20 or 30 years, he said, thousands of Canadians had been compelled to seek work in the United States. But increase in manufacture from raw material,

### SOUND TECHNICAL TRAINING

to workmen, and education in agriculture would go a long way to put a stop to this. Dealing then more particularly with the subject of technical training, he laid down the principle that it should be based on a first-class elementary education. Up to a certain point, the training in Canada went as far as that of Germany, and there halted. He thought that when a boy of fifteen or sixteen years of age had passed the public school course he should be passed on to the technical school, there to study the elements of all branches that contribute to the industrial wealth or education of the country. That would be the first step in the direction of the end desired to be reached.

A technical school in Toronto, to meet

the wants of the people of the county should be largely under local control. Such schools of necessity betook largely of their local surroundings. It might be under the management of the board of trade or a joint committee of the city council and board. It should be aided by the Local Government, and he had no hesitation in saying that such a school would be aided by the Local Government. In Hamilton, a manual

### TRAINING SCHOOL, FOR GIRLS

particularly, was being aided to the extent of \$1,500. What amount would be given to the Toronto school he could not say, but it would be reasonable and proper. Above all things, they would require at the head of such a school a broad-minded, practical man, who thoroughly understood the theory and practice of technical schools. The fact that they would have to look abroad for such a one and perhaps for two or three assistants, should be no barrier to the project. Money should be carefully but freely expended in equipment; they could not afford to starve such an institution. On such lines as these he believed they could establish a system of schools that would be a credit to the Province and a great aid in building up its industries. The Education Department would, he hoped, be able to cooperate with the board of trade and city council so far as a Toronto school was concerned, and thus lay the foundation for the system of technical schools which the Province and country needed.

Mr. C. Ross, of Ottawa, deplored the lack of industrial training in Canada. No one, he thought, doubted the necessity of it, but what they were chiefly concerned about was the method of commencing the work. So far as he was personally concerned, he held that the system should be a national one. He referred to Belgium and Switzerland as countries whose prosperity was due, in a large measure, perhaps wholly so, to technical training. During the course of his remarks he expressed the opinion that the large influx of foreigners into Canada would result in more evil than good to the country.

Mr. Preston, of Brantford, did not think the question was one for the Dominion. They would accomplish much more in far less time by taking the question up in a Provincial way. In conclusion, he asked Hon. Mr. Ross if the Government were prepared to give financial aid to school boards, municipalities, or boards of trade who undertook to establish a training or technical school; whether the Government would give aid to technical night schools, and on what basis such aid could be given?

Hon. Mr. Ross replied that he would not, and he did not think the Government

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# Valencia Raisins

## Grustan's, Trenor's, Rogers'

### FINE OFF-STALK, SELECTED, LAYER.

PRICES RIGHT.

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

TORONTO

WHOLESALE GROCERS,  
MANUFACTURERS, IMPORTERS OF TEAS.

would support any system which did not provide for night schools. The other questions he had answered, so far as he was able, in his address.

Mr. R. Y. Ellis suggested that the meeting appoint a representative committee, who should discuss the question particularly in regard to ways and means. A further general meeting could then be held, and some action taken on the committee's report.

Mr. John Hoodless, of Hamilton, expressed the opinion that technical training should be commenced in the public schools, along with the academic branches of education. Such a course had been found most beneficial in the United States schools.

Principal A. W. Burt, of Brantford, was opposed to any idea of separating the technical from the academic training. He was heartily in favor with the proposal for technical education. The present high school system, he considered, was not very helpful in the way of aiding pupils to follow industrial pursuits.

The following resolution was carried: Moved by Mr. Burton, seconded by Ald. Lamb: "That this meeting most heartily endorses the movement in favor of a broader and more thorough technical training in all

its branches in this country, and pledges itself to forward the movement by all means in its power, and that the chairman do appoint a small committee as a nucleus." The chairman appointed the following committee: Messrs. J. D. Allan, W. H. Burton, Ald. Lamb, A. M. Wickens, T. A. Hastings, Toronto; T. H. Preston, Brantford; W. F. Cockshutt, Brantford; John Hoodless, Hamilton; C. Ross, Ottawa; O. G. Anderson, Woodstock.

#### CALIFORNIAN RAISINS.

The California Fruit Grower, of May 20, says regarding the raisin situation on the Coast on that date: "At association prices the raisins on hand move slowly. The cheap, low-grade goods have cleaned up and the seeders have purchased a considerable quantity of 3 and 4-crown, but, unless the trade steps in, there will be several hundred carloads carried over, though possibly not more than half as many as were in 1898. The association has fixed the price of second crop Muscatel grapes for wineries at \$10 per ton, and growers have been advised to hold for that figure. It is the impression that the crop will be late owing to damage to vines by frosts. But all the vines were not damaged. Some districts were not touched by frosts. Reports from Liverpool, Eng-

land, speak of an entire absence of stocks of Valencia raisins in that market. Extensive, active preparations are on foot for the handling of the crop in the Fresno district. Seeded raisins will cut a large figure in the situation this fall. The capacity of the seeding plants will be about double that of last season."

#### IMPERIAL CHEESE FOR MILNER.

A. F. MacLaren & Co., of Toronto and Stratford, manufacturers of MacLaren's Imperial Cheese, are in receipt of an order for a supply of their Imperial to go to Sir A. Milner, K.C.B., Government House, Cape Town. The order also calls for another supply on the 1st of July.

Evidently Sir A. Milner does not want to miss having a dinner with Imperial cheese.

A cable order has also been received this week from one firm in Scotland for one hundred cases of "Imperial." The shipment was sent forward on Wednesday.

Eighteen thousand No. 1 mackerel were taken Monday evening off Prospect by pilot boat No. 4, Captain John Hayes. The fish were brought to Halifax this morning, and sold at the wharf for \$1,000. It is the biggest catch that has been stopped off Halifax for years.—Herald, Halifax, May 31.



## THE DISPLACEMENT

of Imported marmalade in this market by Canadian marmalade is a triumph for our manufacturers, but the credit is largely due to **UPTON'S**, the purity and flavor of which have caused it to be recognized as superior to imported goods at a much higher price.

In 1-lb. Glass Jars, \$1.00 per doz.  
In 7-lb. Wood Pails, 7½c. per lb.

FOR SALE BY ALL JOBBERS.

**Henry Wright & Co., Toronto**

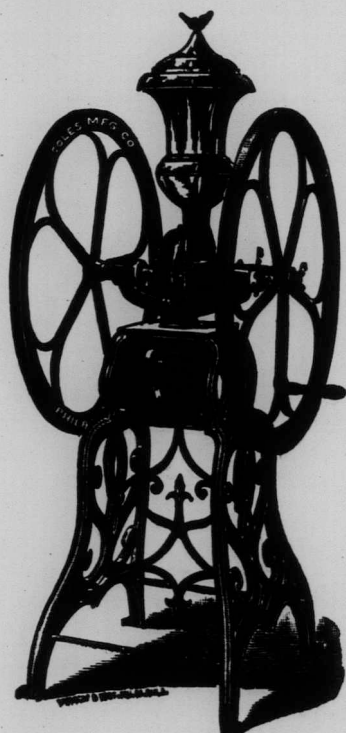
Selling Agents for Canada.

# Horse Shoe Salmon

## Sardines

Imported  $\frac{1}{4}$ 's. Fine Quality. With Key.  
5-Case Lots,  $7\frac{3}{4}$ c.

**H. P. ECKARDT & CO., TORONTO.**



## 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.

## Safe Soap

Wool Soap is safe soap, safe for your skin, safe for baby's skin, safe for woollens. It's chemically pure and white.

**Swift and Company, Makers,**  
**Chicago.**

Canadian Representatives:

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LONDON, ENG. - - - 109 Fleet Street, E.C.,  
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PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER

**ANOTHER TURN IN MOLASSES.**

THE course of prices on Barbadoes molasses this spring, and the character of the advices received from the Island, have been about as confusing as anything well could be.

Early in the spring, reports were of a highly bullish character, and all sorts of fancy prices were predicted.

Readers of THE CANADIAN GROCER were advised to accept these reports with due discrimination. Subsequent events have proved the soundness of this advice, as prices, which had advanced to 17c. first cost, owing to the speculation, afterwards fell back to 15c.

Last week we had occasion to note a still further reaction, but more recent cables to hand this week show that this decline was not actually established, as this week offers of 14c. were refused in several instances, nothing being obtainable under a first cost of 15c.

The change in the temper of the market at the Island is attributed to the fact that supplies have been found to be lighter than expected. One report, in fact, stated that the quantity of stock unsold at the end of

May did not amount to 5,000 puncheons, and that planters in many cases refused to negotiate, as they had all the engagements ahead that they could handle.

This latest shuffle in the primary market, has, of course, tended to increase the indecision that has prevailed lately among buyers, as a result of the frequent fluctuation in values.

While a business man should take an interest in politics he should be careful not to mix up politics with business.

**AN ACCOUNT-KEEPING MORAL.**

A retailer in Toronto was a short time ago asked by a customer for his bill. The bill was hurriedly made out. In handing it to the customer the retailer stated that as all the items had not been entered from the day book into the ledger something might have been omitted from the bill. Should that be the case, however, such omitted amount could be paid afterwards. The customer assented and paid the account as set forth in the bill.

Sure enough, it was subsequently discovered that an item had been omitted, but when this was pointed out to the customer the latter refused to recognize it, and not only that but has now no further dealings with that retailer.

The retailer has thus lost a customer as well as a small account.

The moral is so obvious that it need not be specified.

**GRADING EGGS BY MACHINERY.**

A machine has been invented in Manchester, England, that will grade automatically 120 eggs in ten seconds, and, at the same time, give the operator a good opportunity to candle each egg.

The machine consists of a dark cabinet for the operator, through which a belt, composed of parallel rows of spools, each holding an egg, and each revolving so that the operator can examine the eggs against the light without as they pass.

The eggs then emerge at the side of the cabinet opposite where they were fed in, and are graded by a series of bars placed at different height from the belt or chute, which hold back all eggs of the size they are adjusted for.

**U. S. APPLE CROP PROSPECTS.**

According to The American Agriculturist, which has completed its preliminary investigation into the prospects for the apple crop in the United States, there is a likelihood of a bigger crop than usual this year.

The severity of the winter, which so affected peach orchards in many localities, seems not to have hurt apples materially, while the spring was sufficiently free from severe changes in temperature to enable the fruit to bloom well.

In several sections, "Baldwins," one of the leading varieties, show light bloom, but, though the crop of this apple possibly will be under the average, a fair yield may be looked for. "Spitzenburgs" are also under the average in some sections, but "Greenings," "Ben Davis," "Nonsuch" and "Hubbardson" are likely to be generally about the usual yield.

Other fruits also promise fairly well. While not uniformly favorable, the general drift of testimony points to a propitious start in plum, cherry and pear orchards, possibly less so in the last named than in the other two. Some damage is indicated to quinces, but not serious. Peaches, however, are likely to be a short crop, the severe winter affecting the trees in many districts.

**JAPAN TEA GETTING STRONGER.**

Cable advices to hand this week from Japan indicate that the market for new season's tea continues to gather strength, prices now being about \$1 per picul above the figures ruling at the opening of the market.

Yokohama mail advices, under date of May 16, state that the settlements up to that date were 5,000 piculs more than for the corresponding period of 1898.

Buying has been active, and particularly on United States account, although from what can be gathered from local brokers a good many orders have been placed by Canadians, and wholesale houses in Toronto questioned the report that they have sold more Japan tea to arrive than they had up to this time last year.

If we could borrow money as easily as we do trouble, a good many of us would have more of this world's goods than we now possess.

## THE CANNED GOODS AGREEMENT.

THE members of the Canadian Packers' Association are again to try the efficacy of uniform prices for bringing about a more satisfactory condition of affairs in the canned goods industry. This matter was finally decided upon at the meeting held in Hamilton last week.

The new selling price goes into operation on Saturday, when futures will be quoted as follows, in round lots: Tomatoes, 75c. per dozen; peas, corn and pumpkin, 65c. per dozen. Some of the packers who are not in the association have also agreed to keep these prices.

How the agreement will work remains to be seen. The old agreement, which collapsed about three or four years ago, after twelve months of experience, did so chiefly because the best-known brands sold while those not so well-known remained on the packers' hands. With this experience before them, the packers have no doubt provided, or, at least, assayed to provide, safeguards in the present instance.

One of the safeguards in this respect is a provision in the agreement which allows the subscribers to it to sell carload lots direct to the retail trade at an advance of 5c. per dozen over the price to the wholesale trade. This will, it is claimed, give the smaller packers a chance to keep their goods moving.

As a further aid in this respect it is said that some of the smaller factories have already made large sales of futures to other and larger packers in the association. It is estimated that in all about 80,000 cases, or about half the estimated pack has been sold in this way.

One source of irritation at the meeting last week, and one which caused a great deal of warm discussion, was the fact that some of the packers, knowing that prices were to be fixed prior to the meeting, made large sales of futures at 67½c. per dozen.

At the prices fixed for futures there is likely to be little or no business done for some time to come, at least, they being so far above the views of wholesalers, and as there will be no new canned vegetables except peas on the market for some months there is really no necessity for buying at present. If the agreement puts a stop to

speculative dealing in futures months before the goods are on the market it will not have existed in vain, whatever the outcome may be as to prices. One of the banes of the canned goods trade in Canada is the insensate haste to take orders for futures even before the seed has sprouted.

### THE CEYLON TEA SITUATION.

A CHAT WITH AN AUTHORITY.

MR. C. ARTHUR LAMPARD, of Harrisons & Crasfield, London; Crasfield, Lampard Co., Colombo, and Lampard, Clarke Co., Calcutta, is spending a few days in Toronto this week. Mr. Lampard has been in England about 18 months, and is now returning to the Orient by way of Vancouver. He intends to spend the next four years in India and Ceylon. The particular object of his visit to this continent is to gather, from a personal observation, what methods are being employed to push Ceylon tea here. In pursuance of this object he has already visited some of the commercial centres in the United States and in Canada.

"In my opinion," he said in answer to a question, "the best thing for us to do is to advertise liberally and leave to private enterprise the pushing of the tea. We have already got the cities pretty well. What we want now is to get the people in the country to drink Ceylon tea. At present, however, the people in the country largely use Japan and green tea, and it is always more difficult to turn these to Ceylon and Indian tea than it is those who use black tea. This is quite natural, as the change from China black to Ceylon tea is not as marked as the change from green to Ceylon and Indian tea. When I went to Russia, some 10 years ago, to introduce Ceylon tea I was told that the Russians would never take to our tea. As they were black tea drinkers, I thought different. Well, I sold them 200 packages, or about 20,000 lb.; today they take 8,000,000 lb."

"Are you going to see much expansion in the acreage of Ceylon tea?"

"As far as the finest teas are concerned I think not. You know the finer and the better flavored teas are grown on the higher elevations. The higher you get up the

mountain sides the better do you find the tea. Well, practically all the land on the high elevations has been taken up. On the low lands, however, there is room to expand the plantations, but, on the low lands, only low-grade teas can be produced. By utilizing the low lands, the total yield of tea in Ceylon could be increased, I should think, to 150,000,000 or 160,000,000 lb."

"The yield for the present year is estimated at 125,000,000 lb.," I interjected, "and some estimate that the maximum yield in any year will not exceed 130,000,000."

"Yes, I know," replied Mr. Lampard, "but I think those who estimate that 130,000,000 lb. will be the maximum are not taking into consideration the possible increase in the acreage in the low-lying districts. As far as this year's yield is concerned, I think it will be nearer 128,000,000 than 125,000,000 lb."

"What is your opinion in regard to the future of prices?" I asked.

"Well, my opinion does not accord with that of a good many others. But I am confident I am right. I think that we shall see a lower range of values than at present exists, from the very fact that the conditions now obtaining will lead to an increased yield. For instance, we now pick a bud and two leaves. Well, it is a simple matter to pick another leaf. Then there is the fact not to be overlooked that a high price on Ceylon tea will mean an increase in the attention to China tea."

OMAR.

### FOOCHOW TEA MARKET OPEN.

The Foochow tea market has opened, and, according to advices to hand this week, the conditions are not uninteresting.

Common teas are at least 7½ per cent. above the opening price of last year, while the crop of Saryunes is about 20 per cent., and that of Packlungs 33½ short, compared with 1898. The quality of these teas is, however, good.

### REJECTED TEA.

During May 8,602 packages of tea aggregating 347,874 lb. were rejected by the inspectors at New York. There was not one pound of either Indian or Ceylon tea among the rejected, although 1,879 packages or 107,519 lb. of these teas were passed.

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## A THREATENED DANGER TO CANADA.

THE sentiments expressed in the resolution of the Council of the Montreal Board of Trade to the effect that the absence of an insolvency law will have an unfortunate effect upon the commercial future of this country are well-founded.

A nation can no more live within itself and be successful than can an individual. The fact that one nation has a surplus in this and that article, which another is deficient in, proves that. In other words, nations must trade with each other if they would be anything.

And if they must trade with each other it is obvious they should have commercial laws whereby this international trade may be carried on with safety. Where such laws do not exist business is bound to be handicapped.

This is exactly the position of affairs in Canada to-day, particularly as far as British trade with this country is concerned.

Under our Customs tariff we give British goods a preference of 25 per cent. of the duty; but the persistent neglect of the Government to pass an insolvency law is a barrier to that expansion of trade which we profess, through the tariff, to be desirous of encouraging.

This condition of affairs reminds one of the game of running the gauntlet. Canada professes a desire to increase her purchases of British goods, but, in order to get that trade, we ask the British exporter to run the gauntlet of inefficient commercial laws and assume the risk of getting a few hard knocks. A good many are running this gauntlet, but a great many are refusing to do so.

The London, England, representative of this paper, and those who are brought into contact with the British exporting class, repeatedly come across manufacturers and merchants who refuse to do business with Canada as long as an insolvency law is wanting.

It is quite true that some British exporters have lost money in Canada, which might have been prevented had ordinary precaution been exercised. But precaution cannot fulfil the office of the law any more than the law can fulfil the office of caution. They

may and should cooperate, but that is all should be expected of them.

If a bridge is unsafe, it is not enough that those responsible for its safety put up a sign, "Caution." The law demands that they make it safe.

It is not enough that we tell the British exporter to be cautious in doing business with Canada. We should make it, by the creation of efficient laws, safe for him to do business.

The reason Canada has not a national insolvency law is not because the business men of this country do not want it. They do want it; and the way they have importuned successive Governments in regard thereto demonstrates it beyond all question.

But, while the business men of this country want an insolvency law, they are partly responsible for the fact that we have not one.

They have barked at each successive Federal Administration because the desideratum was not forthcoming, but they have never bitten. And they have allowed the party muzzle to be fastened on so that they might not bite. When they have thrown aside the party muzzle and demonstrated that they will bite, irrespective of whatever party may be in power, if the just demands of the business men of this country are not complied with, then may they expect their resolutions and their importunities to become effective, until then, never.

### A USEFUL BOOK FOR GROCERS.

LIVERPOOL, England, grocer has compiled and published a book that will be appreciated by the best class of grocers everywhere. The compiler is J. T. Law, Liverpool; the book, "Law's Grocers' Manual." This work contains almost 850 pages devoted to information that every grocer should know. The chief feature is an encyclopædia of the various articles handled by tea and provision men, chandlers, fruiterers, bakers, confectioners, and general grocers. The descriptions of these articles include the history, characteristics, and use of each, thus proving of infinite value. Besides this, there are about 70 pages devoted to general information, such as is part of a thorough business man's

education. This includes the various tables of weights and measures, foreign money values, interest and discount tables, stock terms, abbreviations, etc. As this book is filled from front to back with information that every grocer, wholesale or retail, should know, it is more than worth its price, \$1.35, post free to Canada. It can be secured from J. T. Law, 2 Salisbury street, Liverpool.

### GOOD HEALTH AND BUSINESS.

The health of a business largely depends upon the health of the merchant.

He, therefore, who would take care of his business should take care of himself. And one way which he can do the latter is to taboo long store hours.

### DROPS FROM THE EDITOR'S PEN.

Brains, supplemented by energy, are more to be desired than gold.

Energy begets gold, but gold is not productive of energy.

When a "thundering" good man is in charge business naturally booms.

A business is badly hurt when it falls from public grace.

The advertisement finds customers and prevents the merchant being lost.

It is only natural that the market should run away from merchants who are not "posted."

Keep in touch with the markets if you would not be at sea.

He who loiters allows his opportunities to fritter.

Opportunities are golden, but, like feathers, they will fly and away.

When merchants are at peace with each other few profits are spilt.

Ancient edifices demand our respect, but ancient business methods incur our disdain.

In remembering economy of production it is well not to forget economy of expenditure.

"Popular with the Trade," Because

It is popular with the people, selling day in and day out, and never displeasing a customer. . . . .

# "SALADA"

CEYLON TEA

PRESERVED IN ALL ITS NATIVE FRAGRANCE IN SEALED LEAD PACKETS ONLY

Toronto.

Montreal.

Boston.

Detroit.

Buffalo.

Pittsburgh.

Cleveland.

## Ivory Bar

IS PUT UP IN

1-lb. bars. }  
2 6-16-lb. bars. } 60 bars in box.  
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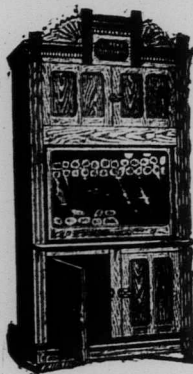
### Ivory Bar Twin Cake

12-oz., 100 cakes in box.

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

The BRANTFORD SOAP WORKS CO.  
Limited

## Refrigerators



This cut represents No. 13.

BUY the  
**EUREKA**  
it is the best.

### WHY ?

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

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

3rd. Because it is well built.

Further information can be obtained in catalogue which is free.

Address,

Eureka  
Refrigerator Co.

54 Noble St., Toronto

THE COWAN RAMSAY CO., LIMITED  
IMPORTERS OF TEAS

## RED CROSS TEA

in lead packets, and

## CLUBHOUSE

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

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

SEE OUR  
**BANNER**  
**WASHBOARD**  
for the best 25 cent line made.  
**WALTER WOODS & CO.**  
HAMILTON

## HORSE HAIR.

Have you any? We buy it.

**GEO. ROSSITER & SONS**

10-14 Pape Avenue

TORONTO

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



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

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

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

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

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

### AGENTS:

Geo. Stanway & Co., Toronto, Agents for Ontario.

W. S. Goodhugh & Co., Montreal, " " Quebec.

J. Hunter White, Esq., St. John N.B.

Agent for Eastern Provinces.

Tees & Perse, Winnipeg, for Manitoba and N.W.T.

NEW COUPON SYSTEM ADOPTED MAY 1st.

**GRAND MOGUL** Tea, Coffee, Mustard, Baking Powder,  
Cream Tartar, Soap, Flavoring Extracts

EVERY ARTICLE A TRADE-WINNER.

The best value in Canada at the price. The large number of orders are so much in excess of what we expected that we are unable to ship promptly. We, therefore, ask the indulgence of our friends.

SEE OUR AD. in...  
MAIL & EMPIRE  
MAY 23rd.

**T. B. ESCOTT & CO.,**

Wholesale Grocers, Importers  
and Manufacturers,

**LONDON, ONT.**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

TORONTO, June 8, 1899.

### GROCERIES.

SUGAR is the most interesting feature of the local wholesale market this week on account of the unsatisfactory condition of prices, induced by the competition between those selling under the fixed rate and those who are not. Partly on account of summer freight rates, prices in Toronto are 8c. per 100 lb. lower than a week ago. Some houses report a fair demand for sugar, but others again report the opposite. Next to sugar, the canned vegetable market is the most interesting. There is a fair demand for small lots at last week's prices, although a slightly nervous feeling appears to be again developing in regard to tomatoes. Corn is as firm as ever. New asparagus is being offered, and some transactions have taken place. Coffee is rather quieter than a week ago. There is not, on the whole, much being done in teas, but cables from Japan state that the market continues to gather strength. In foreign dried fruits the conditions are much the same as they were a week ago.

### CANNED GOODS.

As per agreement, the canners who are members of the association, as well as some others who are not, will again begin to offer futures. In the despatches to the daily papers it was stated that prices would be advanced 5 to 10c. per doz., but the figures which have been supplied the brokers do not reflect any such advance. In fact, they show no change whatever, 75c. being the price to be asked for tomatoes, and 65c. for corn, peas, and pumpkin in round lots to the wholesale trade. According to the agreement all packs are uniform at these figures. For some time, at any rate, there are likely to be no transactions at these prices, the wholesalers declaring that at this stage of the campaign, at any rate, they will pay no such figures. Old pack tomatoes, in round lots, are being offered by holders at 75c., but we hear of no transactions. Owing to the fact that a little uncertainty obtains as to the future, a slightly nervous feeling has again developed during the week, and this in spite of the fact that there is an increased demand from retailers for small lots of tomatoes. The ruling price to retailers is 80 to 85c. per dozen. The position of corn is as strong as ever, with 95c. to \$1 per doz. as the ruling price. With the near approach of new pack goods,

peas are a little easier, although the ruling quotation is still 70c. upwards.

New season's canned asparagus is offering and delivery will probably be made next week. Packers' prices are 5c. per dozen higher than last year, and wholesalers are quoting \$2 40 per dozen.

Canned salmon is beginning to move a little better. Canned meats are meeting with a fair demand, and some houses have already been compelled to reorder.

A fair quantity of canned fruits is still moving, particularly for shipment to the northern part of the Province.

### COFFEES.

The demand for green coffee on the local market has eased off during the past week and the volume of business is light. Quotations are about as before. The movement of the Brazilian crop has been moderately large. It is estimated that the world's visible supply of coffee decreased about 190,000 to 200,000 bags during May.

### SUGARS.

The sugar situation, as far as the Canadian market is concerned, has not improved

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

during the past week. Those who refused to become parties to the agreement, not only continue to do so, but they are cutting the price of domestic sugar as well as selling foreign sugar. The equalized rate price in Toronto is 8c. per 100 lb. lower than a week ago. It is not due to any change in the refiners' prices, which are as before, but is due, in the first place, to the fact that sugar is now being shipped from Montreal by boat instead of by rail, and it is, in the second place, due to some concessions which the wholesalers themselves have made. The fixed price f.o.b. Toronto for Montreal granulated is now \$4.60, and for Acadia \$4.55. Yellows are quoted at from \$3.80 for No. 2 to \$4.35 for Phoenix f.o.b. Toronto. Wholesalers outside the agreement are quoting 1c. less. Foreign granulated is quoted at \$4.55, and yellows at \$3.75 up, f.o.b. Toronto. The demand for sugar is, on the whole, light, although a house here and there reports a fair trade. Representatives of the refineries report business dull,

### SYRUPS AND MOLASSES.

There is very little doing, and the warm weather practically puts a stop to the importation of molasses.

### SPICES.

Advices to hand note a continued firmness in Singapore pepper. Locally, the spice market is quiet and featureless.

### TEAS.

This week's cables note a further strengthening of the tea market in Japan, prices there now being \$1 per picul higher than at the opening of the market. According to mail advices, the settlements at Yokohama were 5,000 piculs more than last year. These latter advices also state that, while the cup quality of the tea is good, the leaf is ragged. The representatives of some Japan tea houses report they have booked a good many orders for importation. Others, again, report they have not done a great deal, although they have had a number of inquiries. Some, at least, of the wholesale houses have booked more orders for future delivery than last year up to this time. A few transactions in last season's Japan teas have taken place during the past week.

China green teas are moving a little more freely. There is practically nothing doing in China black teas. The Foochow market has opened, and the quality of the tea is much about the same as last season. As far as prices are concerned, common teas are at least 7½ per cent. higher than last year, while packlungs are about one-third short. The market for Indian and Ceylon teas remains in much about the same position as a week ago. Mail advices from Colombo, under date of April 29, state that the total shipments from January 1 to date were 33,067,178 lb., against 34,665,849 lb. for the same period last year. The quantity sent to America was 856,272 lb., against 559,137 lb.

### FOREIGN DRIED FRUITS.

CURRENTS—Local wholesalers are experiencing a steady demand, especially for cleaned currants. There is a dearth of news from the primary market.

VALENCIA RAISINS—A good business is being done in selected fruit, but in other kinds there is not much doing. The disposition to get rid of fine off stalk appears to be getting more marked.

PRUNES—Trade is still fairly active in prunes, and, while it is perhaps not as brisk

Lasts Longest  
Lathers Freest  
and  
sells at 5 cents.

A pure hard Soap

**SURPRISE**

MAKES CHILD'S PLAY OF WASH DAY

**SOAP**

There's a good  
profit on every  
bar for the  
retailer.

as it was, it is probably relatively better than in any other line appertaining to the wholesale grocery business.

#### GREEN FRUITS.

The market is rapidly assuming its summer appearance. Canadian apples have all been taken out of storage, and are practically done. Oranges move but moderately. The sale of lemons has been greatly increased during the recent hot spell. As lemons which were not put in storage are well cleaned up, the storage stocks will soon have to be called on. When this is necessary, the low prices ruling for inferior qualities will cease, as no goods of this class were put in storage. Prices will likely advance for all grades in a few days. There is a good movement of bananas, supplies being sufficient to meet the big demand noted. There is a moderate sale of Egyptian onions at \$2, a decline of 25c. Bermuda onions are done. Strawberries continue to arrive from the South in moderate quantities, and are selling freely at 10 to 12c. Some Canadian berries arrived this week, and were easily sold at 8c. for inferior stock to 15c. for some fancy boxes. Next week the native berries are expected in abundance. Pineapples are scarce and prices are higher, 11 to 13c. being frequently paid for good stock, though poor stuff has been sold under these figures. Californian fruits—peaches, pears, plums and apricots—are expected in the course of a week or so. The Scott street fruit market will likely be opened on Monday next.

#### COUNTRY PRODUCE.

EGGS—Notwithstanding the firm attempt made by some of the picklers to reduce prices, the market not only holds its own, but an advance of ½c. has been made

necessary this week, and 12c. is the present ruling price.

POTATOES—The market continues easy, a decline of 1 to 3c. being noted for cars on track, Toronto, which are now selling at 65 to 67c. per bag. On the street market 70 to 75c. is paid.

BEANS—There is a moderate movement at firm prices. Hand-picked are worth \$1 to \$1.10. Medium grades are selling at 85 to 90c.

DRIED AND EVAPORATED APPLES—There is practically nothing doing. Dried apples are offering in a jobbing way at 5¼ to 5½c.; evaporated at 9½c.

VEGETABLES—Asparagus and spinach are 10c. cheaper this week. Celery has declined 25c. Danvers onions are done. New beets and carrots are offering at 40 to 60c. per doz. bunches. Native cucumbers are coming in nicely at 40 to 60c. per doz. We quote: 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, \$1.00 per doz.; lettuce, 20 to 25c. doz. bunches; cabbage, per doz., \$1 to \$1.25; parsley, 20 to 25c. per doz. bunches; green cucumbers, 40 to 60c. per doz.; new beets, 40 to 60c. per doz. bunches; parsnips, \$1 per bag; carrots, 40 to 60c. per doz. bunches.

#### BUTTER AND CHEESE.

BUTTER—The improvement in quality and the steady demand has effected an advance of ½c. in all packages of dairy butter, though receipts are large. Some jobbers quote an advance of ½c. on creamery prints and squares; others state that values are unchanged. The feeling is firm, however.

CHEESE—As receipts continue to increase buyers are becoming more cautious, desiring to bring prices down to what will be a safe figure to stock up at. From 7¼ to 8¼c. has been paid at cheese boards this week, the ruling figure being 8¼c. The ruling jobbing price is 9c.

#### PROVISIONS.

An unusually brisk trade is reported in all provisions. Prices are firm, in sympathy with the steady feeling in the British market. There is no change noted in prices.

#### FISH.

Bluefish are in this week. They are selling at 8 to 9c. per lb. We quote: Fancy mackerel, 20 to 25c.; Oregon salmon, 15c.; B.C. salmon, 17c.; Restigouche salmon, 25c.; Erie fresh whitefish, 8c.; North Shore whitefish, 7c.; North Shore trout, 7c.; blue fish, 9 to 10c.; speckled trout, 25c.; perch, 4c.; pike, 6c.; frogs' legs, 35c.; eels, 6c.; bullheads, 4c.; herrings, large, 4c.; halibut, 10c.; steak cod, 7c.; salt water fresh haddock, 5c.; Labrador herring, \$4 per bbl. and \$2 per half-bbl.; Digby herring, 9 to 10c. per box; Halifax herring, \$1.50 to \$1.65 per 100; cod, in 1-lb. blocks, 6½ to 7c. per lb.; boneless fish, 4 to 4½c. per lb.; boneless fish in 1-lb. blocks, 5½ to 6c.; haddies, 8 to 9c. per lb.; lobsters, 15c. per lb.

#### GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Though the views of Toronto buyers are so high that they are paying 1 to 2c. more than last week, holders outside have weakened and are taking 72c., whereas, last week 75c. was frequently asked. The feeling is firm, with advances looked for. The Toronto market is active. We quote as follows: Wheat, white and red, 77 to 78c.; goose, 67½c.; peas, 62 to 64c.;

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

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

#### CHOICE GOODS THAT SELL AT SIGHT.

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

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

Corona  
Golden Figs

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Excellent Reasons, are they not?  
Why grocers should handle



They give you a fair margin of profit.  
They give you a reputation for handling superior goods.  
They give you entire satisfaction

# McLauchlans' Cream Sodas.

Biscuit Manufacturers

J. McLAUHLAN & SONS,

OWEN SOUND.

## CANADIAN

Manufacturers and Shippers who are not represented in

## WINNIPEG

Will do well to correspond with me.

## E. NICHOLSON

124 Princess Street, Winnipeg, Man.

Successor to W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

Established 1882. 16 years' experience.

## Toronto Salt Works

TORONTO, ONT.

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

**CREST BRAND**  
BAKING-POWDER.  
TRADE MARK  
COFFEE. EXTRACTS.  
MUSTARDS, AND SPICES.  
BEARING THIS TRADE MARK  
ARE GUARANTEED

We solicit consignments of

### POULTRY

### ROLL BUTTER

### FRESH EGGS.

Highest prices obtained. Quick returns.

## The Wm. Ryan Co. Limited

70 and 72 Front St. East, TORONTO

## Clemes Bros.

51 Front St. East

TORONTO.

## Fruit Commission Merchants.

oats, 35 to 36c.; barley, 44 to 45c.; rye, 53 to 55c. No. 1 hard Manitoba wheat advanced to 86c. a few days ago, but is now selling at 84c., last week's figure.

FLOUR—Manitoba patents are 15c. dearer. Otherwise there is no change. We quote: Manitoba patents, \$4.10 to \$4.25; Manitoba strong bakers', \$3.75 to \$3.80; Ontario patents, \$3.75 to \$3.80; straight roller, \$3.45, Toronto freights.

BREAKFAST FOODS—There is no change. Demand is quiet. We quote: 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 are liberal. The feeling is firm. 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. A steadier feeling is manifested this week. 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 coming in slowly at 90c. to \$1, and lambskins at 20c.

WOOL—The feeling is steady. Fleece, is coming in fairly well at 13c., unwashed at 8c.

### SALT

Business is active. Prices are unchanged. We quote at Toronto as follows: 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 salt is quoted at 48¼c. per sack of 154 lb.

### MARKET NOTES.

Potatoes are 1 to 3c. cheaper.  
Tea continues to advance in Japan.  
Canadian strawberries are on the market.  
Imported tomatoes are plentiful at \$3 per crate.  
Blue fish are on the market at 9 to 10c. per lb.  
Manitoba patents flour is 15c. dearer on the Toronto market.  
Lemons are 25c. dearer, and are likely to advance further shortly.  
Sugar is quoted 8c. in Toronto per 100 lb. lower than last week, partly on account of

## SARNIA Water White Lamp Oil. . .

Equal to the best American Water White Oil. Test it and be convinced. Genuine is branded Sarnia Water White. Wholesale only by

The QUEEN CITY OIL CO., Limited.  
TORONTO, ONT.

## SMOKED MEATS

QUALITY COUNTS.

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

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

## D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants

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

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

### CONSIGNMENTS SOLICITED

Our specialties

### POULTRY, BUTTER, EGGS, HONEY.

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

Correspondence Invited.

## Rutherford, Marshall & Co.

68 Front Street East, Toronto.

## Royal Snaps

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

THE HOME CAKE CO.  
QUELPH, ONT.

## In Baking Powder

THREE STANDARDS ARE:

### WHITE SWAN

1-lb. Tin, 25c.

### ROYAL CANADIAN

1-lb. Tin, 15c.

### QUEEN'S FAVORITE

1-lb. Tin, 10c.

Supplied through the trade.

## SMITH & SCOTT, Mfrs.

TORONTO

shipments being made from Montreal by boat instead of by rail.

Eggs are  $\frac{1}{2}$ c. dearer. Dairy butter has advanced  $\frac{1}{2}$ c. Cheese is  $\frac{1}{2}$  to  $\frac{3}{4}$ c. cheaper.

New asparagus is offering and packers' prices are 5c. per doz. higher than the opening figures of last year.

### QUEBEC MARKETS.

MONTREAL, June 8, 1899.

#### GROCERIES.

THE general grocery situation has not furnished any radical change during the past week. The situation in sugar is still unsettled, as the outside firms still refuse to subscribe to the agreement. In molasses, the first cost at the Islands has been once more advanced. There has been some movement in Valencia raisins from first to second hands, and supplies of these are light. Canned goods have contributed a fair degree of activity without any striking change. Rice, coffee, spices and tea were generally featureless. Green fruit supplied a moderate degree of activity with few changes, and produce is much as it was last noted.

#### SUGAR.

The foreign market for raw, which ruled rather weak during the past week, has steadied within the past day or so. Cables from London state that the market is steady for cane, but with little business doing, Java being quoted at 13s. and fair refining 11s. 9d. Beet was reported quiet but values were rather firmer, present month's being named at 11s. 1 $\frac{1}{2}$ d. and next month's shipment 11s. 3d. In New York, raw has been held rather higher lately at 4 $\frac{1}{2}$ c. for fair refining and 4 $\frac{3}{4}$ c. for centrifugal 96 test, with molasses sugar 4c. The local market for the refined article is still in an unsettled position, as recalcitrants are still obdurate and will not subscribe to the understanding. In the meantime, refiners are not supplying any of them with sugar, but, as they seem to be pretty well stocked up, the outsiders seem to be able to supply customers' wants without any bother. So far, they do not appear to have cut under the agreed price, but there is no telling how long they will refrain from doing so.

#### SYRUPS.

The syrup market is entirely without new feature, prices being nominally unchanged at 1 $\frac{3}{4}$  to 2 $\frac{1}{4}$ c. per lb. at the factory.

#### MOLASSES.

There has been another shuffle in the price of molasses at the Island, the first cost, which was quoted lower last week at 14c., being again worked back to 15c., by cable received this week. There is a fair demand for the season of the year, and in many cases

country dealers exhibit a marked desire to place their orders for future supplies ahead, as far as the fall months. Some Porto Rico stock has been offered, but we hear of no transactions, while in Ontario agents report that they have placed New Orleans stock at 22 to 23c. The Guild price on Barbadoes here is 35c. in car lots and 36c. for single puncheons.

#### DRIED FRUITS.

There has been a fair volume of business noted in dried fruits from first to second hands during the past ten days or so, particularly in Valencia raisins, supplies of which in both sections are well reduced. Sales of off-stalk are noted at 3 $\frac{1}{2}$  to 3 $\frac{3}{4}$ c., fine off-stalk, 4 to 4 $\frac{1}{4}$ c., and selected, 4 $\frac{3}{4}$  to 5c. These prices were for round lots between traders, jobbing parcels necessitating an advance.

#### CANNED GOODS.

There has been a fair degree of business noted in canned goods. Demand has been chiefly for peas, round lots of marrowfats selling at 65c. and Early Junes at 67 $\frac{1}{2}$ c. A few fair-sized lots of beans have changed hands at 77 $\frac{1}{2}$ c. Corn is firm in a wholesale way at 90 to 92 $\frac{1}{2}$ c., and tomatoes about steady at the recent decline, round lots of standard Ontario pack being offered at 77 $\frac{1}{2}$  to 80c. Advices from the Coast on salmon, received here, state that the prospects for the pack on the Fraser river are poor, an extremely small output being expected, in fact, a pack of about the same dimensions as that of last season.

#### RICE.

An average movement is reported in rice, and the market is without any new feature, prices being steady.

#### COFFEE.

Business in coffee is slight and prices remain much the same on the small trade passing. Some Maracaibo at 12c., low grade Santos at 8c., and Jamaica and Rio at 7 $\frac{1}{2}$  to 9c. was the only business reported in green coffee in bags.

#### SPICES.

There is little change in the spice market demand being slow. Pepper abroad continues very firm, especially black. Prices generally are as last quoted.

#### TEAS.

The tea market has been quiet during the past few days, and little business of importance is noted. Ceylons have moved in round lots at steady prices. Cables from Japan state that new crop is offering at 14, 15 and 16c., as to quality, c.i.f. overland. The Foochow market is reported to have opened upon the basis of 12c. for United States standard tea.

#### GREEN FRUITS.

There has been a seasonable trade in the various descriptions of green fruits. There

are very few apples on the market, and what are held here are firm at \$3 to \$5.50 per bbl., but there is very little demand for them. Oranges are unsettled, owing to the wide range in quality. Good oranges are considered very desirable property, as the receipts of Californian stock this season are expected to be light. Lemons are in limited demand at \$1.25 to \$1.50 for common, and \$2.25 to \$3 for fancy, per box. The receipts of pineapples have been light, and prices rule steady as demand is also limited. Strawberries have been offered quite freely, the first arrivals of domestic berries coming to hand this week. At this writing, prices on this fruit range from 9 to 10c., as to grade. Bananas are firm, but the demand for them is less active.

#### COUNTRY PRODUCE.

EGGS—The demand for eggs to-day was better, and the market is more active, with a large volume of business doing. The tone is steady, and prices unchanged at 11 to 11 $\frac{1}{2}$ c. for choice, and 9 $\frac{1}{2}$  to 10c. for No. 2 per doz.

MAPLE PRODUCT—The market for maple product is quiet owing to the light offerings. We quote: Syrup, in wood, 5 $\frac{3}{4}$  to 6c. per lb., and at 65 to 70c. per tin. Sugar sold at 8 $\frac{1}{2}$  to 9c. per lb.

HONEY—The demand for honey was slow and business quiet. We quote: White clover comb, in 1-lb. sections, 8 to 9c.; dark, 6 to 7c.; white extracted, 7 to 7 $\frac{1}{2}$ c., and dark, at 4 to 5c.

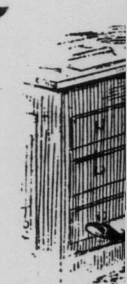
BEANS—There was nothing new in beans. We quote: Choice hand-picked, 95c. to \$1 per bushel; primes, 65 to 90c.

#### PROVISIONS.

There was an improved demand for smoked meats, and a more active trade was done at steady prices. Lard met with a fair sale, but pork continues quiet. We quote: Heavy Canadian short cut mess pork, \$16; short cut back, \$15.50; selected heavy short cut boneless mess, \$16.50, and heavy long cut mess, \$15 per barrel; pure Canadian lard, in pails, 7 to 7 $\frac{1}{4}$ c. per lb., and compound refined at 5 $\frac{1}{2}$  to 5 $\frac{3}{4}$ c. per lb. Hams, 10 to 12c., and bacon, 10 $\frac{1}{2}$  to 11c. per lb.

#### FLOUR, GRAIN, ETC.

FLOUR—The feature of the flour market to-day was the strong feeling that prevailed in spite of the weakness in the American wheat markets, and millers advanced prices 20c. per barrel for Manitoba grades. There was considerable inquiry from over the cable for these grades, but millers at present are inclined to hold off, as they have confidence in the future. The local demand was good and trade active. We quote: Winter patents, \$3.75 to \$4; straight



rollers, \$3.1.65; M. bakers', \$4

GRAIN—situation of was a mod ers for Mar higher, sor American also higher Canadian. peas was n quoted at 3

MEAL—market, pri at \$3.80 to

FEED—T demand for market is follows:

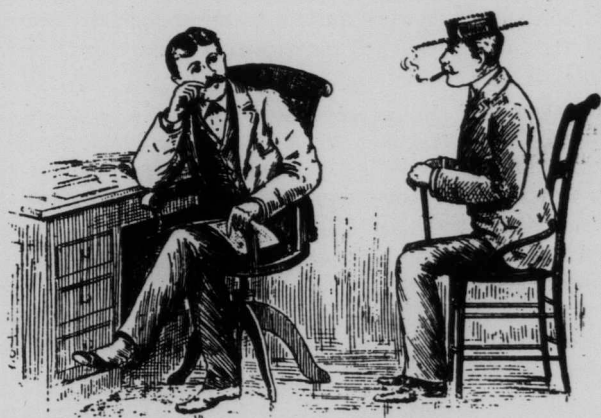
in bulk, so \$16.50 to \$16; short per ton, in

HAY—T market for good and pr 1, \$7 to \$5 to \$5.50

CHEESE—heavy, low

A





**Don't** try to Catch Fish  
without a hook.

**Don't Try** to Catch Tea Trade  
without latest samples  
at lowest prices.

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**MONTREAL**

rollers, \$3.35 to \$3.45; in bags, \$1.60 to \$1.65; Manitoba patents, \$4.40; strong bakers', \$4.

**GRAIN**—There was no change in the situation of the local grain market. There was a moderate demand from foreign buyers for Manitoba wheat, and, as cables were higher, some business was done. Bids for American clipped oats from London were also higher, but there was no inquiry for Canadian. On spot a sale of 8,000 bushels peas was made at 75c. afloat. Oats were quoted at 34 to 34½c. afloat.

**MEAL**—There was no change in the meal market, prices of rolled oats being quoted at \$3.80 to \$3.85 per bbl.

**FEED**—There continues to be a steady demand for feed from outside points and the market is fairly active. We quote as follows: Ontario white wheat bran, in bulk, sold at \$15.50 to \$16, and shorts \$16.50 to \$18 per ton; Manitoba bran, \$16; shorts, \$18, and mouille, \$18 to \$25 per ton, including bags.

**HAY**—There was no change in the market for baled hay. The demand is good and prices firm. We quote: Choice No. 1, \$7 to \$7.50; No. 2, \$6, and clover, \$5 to \$5.50 per ton, on track.

**CHEESE AND BUTTER.**

**CHEESE**—The cheese market continues heavy, lower prices having been accepted

this week both for Ontario and Quebec makes. For the former the range now is 8 to 8¼c., a decline of ¼ to ½c. per lb., and the latter 7¾ to 7¾c., a similar decline. It is difficult to say whether the market has touched bottom or not, but it is not unlikely that the lower prices may bring out fresh demand, especially as reports from Great Britain last week noted small stocks at the chief distributing points.

The butter market is steady under a good demand both from exporters and local jobbers. The two have competed against each other in the country lately for creamery, with the result that as high as 16¾c. has been paid for it at factory points, which is equivalent to 17c. Montreal. On spot, however, creamery has sold at a range of 16½ to 17c. as to grade. Dairy butter, in tubs is nominal at 14 to 14½c.

**MONTREAL NOTES.**

The first arrivals of new Canadian strawberries were offered this week.

A small pack of canned salmon on the Fraser river is predicted for this season.

A small crop of Californian oranges is predicted for the current season, and oranges are considered good property to hold.

Cables note another shuffle in the price of Barbadoes molasses at the Islands, where

the first cost has been marked up again to 15c., which is equal to 33½c. Montreal.

Cables state that the visible supply of raw beet sugar is placed at 2,020,000 tons.

**NEW BRUNSWICK MARKETS.**

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., June 8, 1899.

**T**HE past week has shown a good general business. Nothing of particular interest except, perhaps, the advance in flour, has developed. The steamer from Montreal arrived during the week; her first trip for the season. This service, which started last year, has proved fairly successful. It is claimed that one of the large millers of Manitoba flour has somewhat of an advantage over his competitors because of this service. There seems to be but one objection standing in the way of a much larger business being done, and that is, that some of the goods arrive in bad order, packages being much discolored. In tea, there is but a quiet business. The decline in prices has affected the sale to some extent. Stocks held are not large. Cheese markets are opening at about last year's prices, except low grades, which are higher. There have been quite large arrivals of English rice, prices being low, and there is quite a quantity bought to arrive this month.

**OIL**—In burning oil there is no change,

# AMERICAN SUGARS

Write for special quotations on carloads direct from New York.  
Freight prepaid to your station.

We will ship assorted cars of Granulated and Yellow.

## A. H. CANNING & CO.

57 Front Street East,

TORONTO.

and but a light business. Paint oils move freely. Linseed oil has advanced quite sharply. Turpentine holds its high price, and there is every possibility of still higher figures ruling. In lubricating oils everything is quiet.

**SALT**—The stock of Liverpool coarse is quite light, but sale is but fairly active. Eastern Maine demand, which is often supplied from here, is at present being supplied from Boston, where our importers have cargoes landing. There is also a cargo landing at one of the northern ports of the Province. This relieves this market. In American salt none is now imported, except a small quantity in packages for table use. We quote: Liverpool coarse, 43 to 45c.; 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**—Dealers are showing more interest in futures, and from their manner it would seem they expect a firm market. Some fair offers have been made, but packers do not seem to be ready to make contracts, but expect to be almost immediately. From information received it looks as if tomatoes would open at quite a stiff figure. It is thought there is a combine in price. If this is so it means all the business here will be done by one or two packers, and that the others will lose the sale of their output. In local market, stocks are light, particularly corn, which has advanced in price. There is improved demand for all meats, including boned chicken and turkey. Canned meats have been advanced by American packers. In blueberries the market is bare. There is a demand at a fair price. Lobsters are very scarce.

**GREEN FRUITS**—Business is active. The main sale is bananas, which keep high. This market is almost entirely supplied by one Boston house and through our importers here. In no other fruit does there seem to be such a monopoly. Oranges have but a fair sale, at even figures. Lemons are offered very low and move freely. There was an auction sale of fruit this week, something new for this market. Some three cars were offered. Strawberries are more freely received and are marked lower. Rhubarb is very plentiful and is low. Pines move, but in a small way, at quite full figures.

**DRIED FRUITS**—There is very little of interest at outside points. Raisins, particularly Californian, are higher. There is,

however, little change here, as season is late and fair stocks are held. If Californian raisins are going to hold this market, they will have to be sold lower than last fall's price. Prunes are easier, but show no change in price; demand is light. Currants are light stocks. Figs are dull and selling low. Holders of stock are losing money. Dates are firm. Onions show no change. There were quite large receipts of Bermudas during the week. Peanuts are again quoted higher.

**SUGARS**—Fair sales are reported and prices tend easier. There is considerable American sugar held here in both granulated and yellow, but no late sales are reported. There is some little foreign granulated.

**MOLASSES**—This is a quiet market at present, while stocks are light dealers are inclined to let matters take their course rather than stock up at high figures. There is a fair quantity of Porto Rico here. Some American importers are offering, but their ideas are about those of the trade here. In syrups there is nothing doing.

**PRODUCE**—Eggs are marked higher, and have been very scarce. Only nearby eggs are coming in as other markets have been higher than ours. There is a fair sale. It is thought the outlook is for firm figures. Butter shows a rather better market; quality of receipts is better, but there is still room for improvement. Prices keep low. New cheese now has the demand; prices are easier and small and twin cheese are in request.

**FISH**—In dry cod, price, while still high, is rather lower. There are fair receipts. Pollock are also lower, but stock is small. There is still no pickled herring, and but few are wanted. The few pickled shad move but slowly. Smoked herring low, kippers hold their price. In fresh fish, gaspereaux are about over; they hold quite high; run has been but about two-thirds as large as usual. Shad are plentiful, and are lower. Salmon are being received more freely, but are still quite high. Local caught fish are considered better than those from the North Shore. Lobsters are scarce here and small. Fresh cod and haddock quite plentiful, and prices easy. We quote: Large and medium dry cod, \$4 to \$4.25; small, \$2.25; pickled shad, \$3.50 to \$5, as to quality; haddies, 4½c. per lb.; smoked herring, 5½ to 6½c.; smoked alewives, 90c. per 100; kippered gaspereaux, \$1 per box; halibut, 7 to 8c. per lb.; fresh haddock and cod, 2c.; gaspereaux, 75c. per 100; shad, 8c.; boneless fish, 4 to 5c.; pollock, \$2 per 100; salmon, 16 to 18c.

**PROVISIONS**—In mess pork, stock held is largely domestic, and prices are higher and above those on imported clear. All pork

products tend firmer. Beef is firm, but sale is light. In lard, prices are higher. Stocks held are, for this season, fair.

**FLOUR, FEED, AND MEAL**—In flour, prices are marked up. Millers are firm at the advance, and look for higher figures. In oats and oatmeal very firm figures are quoted. Prices in local market are very near to present cost. Cornmeal is low, and, with millfeed scarce and high, has a large sale. Beans are quiet. Pot barley and split peas are rather easier, but blue peas hold their price. In seeds, the season has been a light one, and though about over, fair stocks are held. There is little or no change in price. Hay is dull in this market and keeps low. We quote: Manitoba flour, \$4.75 to \$4.80; best Ontario, \$3.85 to \$4.10; medium, \$3.60 to \$3.75; oatmeal, \$3.95 to \$4.10; cornmeal, \$2.05 to \$2.10; middlings, \$21 to \$22; oats, 41 to 42c.; hand-picked beans, \$1.05 to \$1.10; prime, 95 to \$1.00; yellow-eye beans, \$1.90 to \$2; split peas, \$4.20 to \$4.25; round, \$3.25 to \$3.40; pot barley, \$4.20 to \$4.25; 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 7½c.

#### ST. JOHN NOTES.

It is said there are 650 Nova Scotians living in Haverhill, Mass.

C. & E. Macmichael have received a shipment of Bryant's Root Beer.

Bowman & Angevine have been appointed agents for New Brunswick for Van Camp's goods.

Mr. J. E. Ganong, of The St. Croix Soap Co., visited the trade this week. "Surprise" soap has a large sale in this market.

Mr. Gilmour, of Montreal, manager in Canada for Chase & Sanborn, the shippers of "Seal" brand coffee, was in the city during the week.

The most generous giver to the relief of those left destitute by the late fire in our city was the Bank of British North America. The subscription was \$1,000.

There was an auction sale of green fruit, the first to be held here, at the I.C.R. freight shed, this week, consisting of three cars, oranges and lemons. The fruit was consigned to F. E. Williams.

It gives THE GROCER great pleasure to draw attention to the magnificent gift to the city by W. W. Turnbull, for many years one of our largest and most successful wholesale grocers, of one hundred thousand dollars to endow a Home for In-

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

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The Following Brands  
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**The American Tobacco Co.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

- CUT TOBACCO
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- SEAL OF NORTH CAROLINA.
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- CIGARETTES
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Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

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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.

**Hams**

Are now in good demand. This is the season for them. Prices are firm and will be higher. Buy now, and buy the best. If you buy the "STAR" Brand you will have the best.

**F. W. Fearman Co., Limited**  
HAMILTON.



A Purely Canadian Product.

**SILVERINE** PROFITABLE ATTRACTIVE GUARANTEED

See our quotations.

SILVERINE MFG. CO. - - MONTREAL.

**OUR GREAT ADVERTISEMENT**

Thousands of pleased buyers who are constantly increasing their demands for

**CLARK'S MEATS.**



\$5 per Case, 64 Packages.

HAVE YOU TRIED

**"BEE" STARCH**

...FOR...

**Collars and Cuffs?**

Will not injure finest fabric. Requires no Cooking.

**BEE STARCH CO.**

Canadian Branch: Stanstead, Que.

**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.**

**DAISY BRAND SEEDED RAISINS.**

Have you them in stock? If not, better order at once. They're having a great sale.

PUT UP IN 1-LB. CARTONS.

We're still open for DRIED APPLES.

**W. NORTHROP,** 9 Jarvis Street, **TORONTO.**

**GOOD WILL SOAP**

Makes Storekeeping Easier.

VANLUVEN & CO. - - NAPANEE, ONT.

**Hugh Walker & Son**

Wholesale Fruit and Commission Merchants

Consignments carefully handled.

**GUELPH, ONT.**

curables. THE GROCER congratulates Mr. Turnbull on having made the gift while alive, and joins the citizens in wishing him a long life, anticipating the pleasure he will enjoy in seeing for himself the great good resulting from his generosity.

The quantity of molasses received by this month's steamer was small, there being only 16 casks of Barbadoes and 25 of Trinidad. There were 325 bags of Demerara sugar and 200 from Trinidad; also a large quantity of cocoanuts and Bermuda onions.

Boston reports large receipts of fresh mackerel and lobsters, and good prices are obtained. During the past week about 1,000 bbls. of the former were received and sold at about 12c. each. There are rather over 200 fish in a bbl. On one day 50,000 lobsters were received from Provincial ports. The average price obtained for live lobsters is about 12c.

#### TRADE CHAT.

Over 25,000 grain cars have been despatched from Midland, Ont., elevators already this season.

Crops in the Portage la Prairie, Man., district are looking well, the wheat especially presenting a fine appearance. Oats and barley are not yet all in.

In spite of the cold, backward weather, farming in Prince Edward Island is well advanced, and many have all the grain in and potatoes well under way.

James Robertson, manager of the Hudson Bay Company's store, at Portage la Prairie, Man., has secured a position in the Winnipeg store of the same company.

T. H. and Wm. Slack, of Peterboro', Ont., have gone to Victoria, Alberta, where they will increase the depth of the Government oil well from 1,640 to 2,000 feet.

The farm produce, sold on the Guelph market in 1898 exceeded that of 1897 by over \$675,000. The cattle shipped from the "Royal City" last year were worth \$275,000; the live hogs, \$160,000.

The Cape of Good Hope, South Africa, is starting to ship apples to England. As this country is in the Southern hemisphere, their apples will reach the Mother Country just when Canadian and other Northern apples commence to deteriorate.

On the Brockville cheese board last week 5,292 boxes of cheese were offered; 2,815 boxes of white, and 2,427 of colored. A few boxes were sold at 8c. for colored, and 8 1-16c. for white, but most of the salesmen held for 8 1/4c. The board is to be incorporated.

From Montreal, 85,183 boxes of cheese have been sent to Britain up to May 30, this year, as against 57,395 boxes in the

same time last year. From New York, 32,553 boxes were sent this year and 32,194 last. The increase from Montreal was 27,788 boxes; the increase from New York, 359 boxes.

The exports of Canadian butter from Montreal have more than doubled this year as compared with last, the figures being 15,102 packages this year and 7,141 packages last. The shipments from New York have decreased over 40 per cent., the amounts being 4,234 packages as compared with 6,028 packages last year.

The Vancouver World says: "It is now generally understood that there will be established in Vancouver in the near future three or four branches of eastern and western wholesale grocery houses and a couple, or possibly three, wholesale dry goods establishments. The future possibilities of Vancouver as a commercial metropolis are daily becoming greater."

A board of trade has been organized at Elkhorn, Man. The officers are: President, F. W. Clinghan; vice-president, C. F. Travis; secretary-treasurer, G. Silvester. A pamphlet, including a map of the district adjacent to Elkhorn, and description of the land in five townships, is to be published for advertising purposes. A large hotel and other buildings are being erected there at present.

#### A GOOD WINDOW DISPLAY.

"A funny thing happened to me when I was working for a firm in Chicago," said a window-dresser. "I had a big window on Clark street that seemed as if hoodooed. No matter what I put there, it appeared to be impossible to attract attention, and the manager began to grumble because he never saw anybody looking in. I used to lie awake nights racking my brains for new schemes. One day, when I was feeling pretty blue, I told our negro porter to clear everything out preparatory to making a big display of a special line of shirts. He was a fat, black fellow, and I guess he must have been out at a cakewalk the night before, for he fell fast asleep in a chair in the middle of the window. I was on the point of waking him up, when I happened to notice how ludicrous he looked. His head was on one side, his enormous mouth wide open, and his limbs relaxed in the oddest postures; in short, he was a perfect picture of a lazy rascal in happy slumber. That gave me an idea. I didn't say a word, but, grabbing a piece of pasteboard, I dashed off a sign, 'Dreaming of Our Dollar Shirts,' and stood it quietly against his knees. Then I gently rolled up the curtain. Well, the hit that window made is the pet tradition of the store. People blockaded the sidewalk, and you could hear them laughing a

block away. The funniest part about it was, that nobody supposed it could possibly be the real thing. They thought it was a clever piece of acting, or else a wonderful wax figure. I stood around with my heart in my mouth for fear the noise would arouse him. It didn't, however, and he snored away until nearly 4 o'clock. Then he woke up with a start, and was so surprised he came near jumping through the plate glass. The spectators howled, and that night the house raised my salary. I tried to work the same scheme afterwards, but it was a failure. The darkey couldn't pretend worth a cent." New Orleans (La.) Times-Democrat.

#### CHEWING GUM COMBINE.

Articles of incorporation were filed on Friday at Trenton, N. J., of the American Chicle Company, better known as the Chewing Gum Trust. The incorporators are: Samuel B. Lawrence, John B. Summerfield, Henry C. Everdell, Armitage Matthews, of New York, and J. C. Young, of Jersey City.

The capital of the new company is \$9,000,000, of which \$3,000,000 is in 6 per cent. cumulative preferred stock and \$6,000,000 in common stock. The company is to include the following concerns: Beeman Chemical Co., of Cleveland; W. J. White & Son, Cleveland; Kiss-Me-Gum Co., Louisville; J. P. Primley, Chicago; S. T. Britten & Co., Toronto, and Adams & Sons Company, of Brooklyn. Of the last named company the new company is to take all the capital stock outstanding except a small quantity of the par value of \$1,350 out of a total capital of \$1,000,000. The Audit Co. of New York has certified, after an examination of the books of the concerns manufacturing chewing gum covering periods of from three to ten years, that all the concerns show an average annual net profit in excess of \$560,000, exclusive of the net earnings of S. T. Britten & Co., which are stated by them to be \$4,000 yearly for the past five years.

#### SALES OF "SALADA."

The head office of the "Salada" Tea Co., reports that the increase in business during April and May over the corresponding months of last year were as follows: Week ending April 8, 26 per cent.; week ending April 15, 25 per cent.; week ending April 22, 13 per cent.; week ending April 29, 16 per cent.; week ending May 6, 75 per cent.; week ending May 13, 147 per cent.; week ending May 20, 47 per cent.; week ending May 27, 60 per cent. Average increase over corresponding 8 weeks of last year 44 per cent.

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 See that you have this  
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**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.

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

For Sale by your wholesaler.]

# Boston Laundry Starch.

Do not confound this starch with the ordinary starches sold in packages, as this starch is in a class by itself. It is superior to any other starch made or sold in packages in Canada, in every respect, and merchants who sell this starch find that it gains friends wherever it has been sold, as everybody is delighted with its work.

Sold by all wholesale dealers at \$3.20 per case—forty packages in a case.



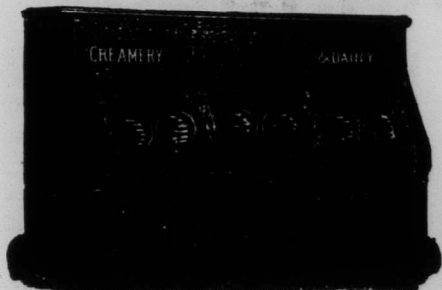
**The F. F. Dalley Co., Limited, Hamilton, Can.**  
 or 48 Front St. East, TORONTO; 10 John St., MONTREAL, QUE.

# MOCHA COFFEE

Shipment rich, heavy liquoring, genuine Arabian Mocha just to hand.

**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. MONTREAL.

**NEW CUSTOMERS**  
 secured by selling  
**THE FRAGRANT ...**  
**"MAGNOLIA"**  
**CEYLON TEA**  
 Dissatisfied customers a thing of the past.  
**BEST TEA. BEST PROFIT.**  
**MOST ATTRACTIVE PACKAGE.**

**GEORGE FOSTER & SONS**  
 Wholesale Grocers,  
**BRANTFORD, ONT.**

**STARCH**  
**ARGO**  
**GLOSS**

in 1-lb., 3-lb. and 5-lb. packages, and 50-lb. boxes, and 200-lb. brls.

**A SHIPMENT JUST ARRIVING.**

**PERKINS, INCE & Co.**  
 TORONTO.

Why don't  
**YOU** use



**Best Breakfast Tonic.**  
**DRINKS DELICIOUS.**  
**DRAWN TRADE.**

# Blue Label Tomato ..Ketchup

is incomparable; made from fresh, red ripe tomatoes, spiced "just right" and put up attractively in sterilized bottles.



Prepared by . . .

## Curtice Brothers Co.

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.

# Pure Gold Snap

300 dozens nice Crystal Shakers, nickel top, filled with White, Black or Red Pepper, PURE; also Celery Salt.

To clear 70c. doz.  
or \$7.20 per gross.

**Hurry-up Sale.**

**PURE GOLD, TORONTO.**

**P**ERSONS addressing advertisers will kindly mention having seen their advertisement in *The Canadian Grocer*.

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## 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,

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Sole Agent for Canada. VICTORIA, B.C.

# B. C.

First, last and  
all the time.

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

## F. R. STEWART & CO.

VANCOUVER, B.C.

Branches: Victoria and Nelson.

Canadian Agents for "HONDI" Pure Ceylon Tea.

THE MANITOBA  
*Produce & Commission Co.*  
Limited  
WINNIPEG, MANITOBA.

WHOLESALE DEALERS IN  
**Butter, Eggs, Cheese, Fruits, Cured Meats**

PICKLED, DRY AND  
SMOKED FISH.

Consignments and  
Correspondence Solicited.

BRANCHES  
AT:  
Vancouver,  
Victoria,  
Nelson,  
Rossland,  
B.C.



# ORANGES

are nearly all shipped out of California—only a few late varieties left. We are in a position to name prices on St Michael's. Now is your time to order for your 1st July trade. Ask us for figures.

**The Macpherson Fruit Co.**  
Limited  
WINNIPEG, MAN.

This list is the cities of Mor pag, Vancouver such quantities s terms of credit. Goods in is All quotati who call daily u

Dairy, choice, lar " pour tubs " tubs Creamery, tubs s prints Cheese . . . . .

Apples, 3's ..... " gallons.. Asparagus..... Blackberries, 2's Blueberries, 2's .. Beans, 2's ..... Corn, 2's..... Cherries, red, pit " white, " extra sifted Pears, Bartlett, 2 " 3's..... Pineapple, 2's.... " 3's..... Peaches, 2's ..... " 3's..... Plums, green gag " Lombard " Damson, Pumpkins, 3's.... " gallon Raspberries, 2's Strawberries, 2's Succotash, 2's.... Tomatoes, 3's .... Lobster, tails .... " 1-lb. flat " 1/2-lb. fla Mackerel ..... Salmon, sockeye " " " " Cohoes.. sardines, Albert, " Sportan " key op " other b P. & C. " Americ " Mustar 50 lbs Haddies ..... Klppered Herrir Herring in Toms

Oranges, Messina Lemons, Messina Bananas, per bun Apples, per bbl. Egyptian Onions Bermuda Onions Coconuts, per lb Strawberries, per Pineapples, each Tomatoes, per ca

Granulated (St Redpath) ... Granulated, Aca Paris lump, bbls. " in 50- Extra Ground Ic powdered, bbls.. Phenix ..... Cream..... Extra bright..... Right coffee..... Right yellow ... Co. 2 yellow .... Trinidad .....

Wire nails, base .. Cut nails, base .. Barbed wire, per Smooth Steel W annealed, etc White lead, No. 1 Linseed oil, raw, bolle Turpentine .....

# CURRENT MARKET QUOTATIONS

June 8, 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 AND CHEESE

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Dairy, choice, large rolls, per lb.	12 13	15 17	17 18	
" " " pound prints.	13 14	17 18	18 19	
" " " tubs, best.	12 13	15 17	17 18	
" " " tubs, second grade.	7 10	12 14	14 15	
Creamery, tubs and boxes.	16½ 17	16 17	18 19	
" " " prints and squares.	17 17½	19 20		
Cheese	8½ 9	7¾ 8¼	9½ 10½	

## CANNED GOODS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Apples, 3's.	\$0.90	\$0.85	\$1.00	\$1.10
" " gallons.	2.20	2.00	2.25	2.40
Asparagus.	1.40	1.70	1.50	1.80
Blackberries, 2's.	70	75	80	85
Blueberries, 2's.	70	75	80	85
Beans, 2's.	79	80	85	90
Corn, 2's.	95	1.00	95	1.00
Cherries, red, pitted, 2's.	1.80	1.85	2.30	2.40
" " white.	1.75	1.80	2.30	2.40
Peas, 2's.	70	75	80	85
" " sifted.	85	1.00	1.10	1.15
" " extra sifted.	1.00	1.25	1.20	1.25
Pears, Bartlett, 2's.	1.25	1.50	1.65	1.75
" " 3's.	2.00	2.40	2.25	2.50
Pineapple, 2's.	2.10	2.40	2.25	2.55
" " 3's.	2.50	2.60	2.50	2.60
Peaches, 2's.	1.60	1.50	1.75	1.80
" " 3's.	2.60	2.40	2.60	2.75
Plums, green gages, 2's.	1.25	1.10	1.25	1.30
" " Lombard.	1.00	1.10	1.30	1.60
" " Damson, blue.	1.00	1.00	1.10	1.30
Pumpkins, 3's.	65	75	90	1.00
" " gallon.	2.10	2.25	2.10	2.25
Raspberries, 2's.	1.45	1.65	1.50	1.75
Strawberries, 2's.	1.35	1.50	1.40	1.55
Succotash, 2's.	1.15	1.10	1.10	1.15
Tomatoes, 3's.	80	85	85	90
Lobster, talls.	2.50	2.95	2.50	2.80
" " 1-lb. flats.	2.75	3.00	3.25	3.40
" " ½-lb. flats.	1.65	1.85	1.85	2.00
Mackerel	1.80	1.35	1.25	1.50
Salmon, sockeye, talls.	1.30	1.50	1.40	1.60
" " flats.	1.40	1.60	1.30	1.35
" " Horseshoe.	1.50	1.60	1.60	1.60
" " Clover talls.	1.55	1.60	1.60	1.60
" " Leaf flats.	1.60	1.15	1.25	1.25
" " Cohoes.	1.05	1.15	1.10	1.10
Sardines, Albert, ½'s.	12	12½	13	14
" " " "	20	21	21	21
" " Sportsmen, ½'s.	12½	12½	12	12
" " " "	20	21	21	21
" " key opener, ½'s.	10	11	11	11
" " " "	18	18½	18	18
" " other brands.	16	17	16	17
" " P. & C., ½'s.	23	25	23	25
" " " "	33	36	33	36
" " American, ½'s.	4	4½	4	5
" " " "	9	11	10	11
" " Mustard, ¼ size, cases.	9 80	11 00	8 50	9 00
" " 50 tins, per 100.	1 00	1 15	1 00	1 10
Haddies.	1 00	1 60	1 15	1 25
Klipped Herrings.	1 80	1 45	1 55	1 60
Herring in Tomato Sauce.	1 80	1 45	1 55	1 60

## GREEN FRUITS

Oranges, Messina, boxes	\$3.00	\$4.00		
" " ½ boxes	1.50	2.00		
Lemons, Messina, new, p. box	1.50	2.50		
Bananas, per bunch.	1.25	2.00		
Apples, per bbl.	3.50	5.00		
Egyptian Onions, about 100 lb.	2.00	2.25		
Bermuda Onions.			1.50	2.00
Cocoanuts, per 100	3.25	3.50		4.00
Strawberries, per quart.	9	10	12	13
Pineapples, each	5	12	10	13
Tomatoes, per case			8 00	

## SUGAR

Granulated (St. Lawrence, Redpath)	\$4 50	\$4 60	4½	4½	5½	5½
Granulated, Acadia	4 50	4 55				
Paris lump, bbls. and 100-lb. boxes	5 80	5 10	5¼	6		
" " " "	5 70	5 20				
Extra Ground Icing, bbls.	5 20	5 87				
Powdered, bbls.	5 05	5 17	5¾	6		
Phonix	4 80	4 35				
Cream	4 30	4 35				
Extra bright	4 10	4 20	3¾	3¾		
Right coffee	4 00	4 10	3¾	3¾	4¾	4¾
Right yellow	4 00	4 00				
No. 3 yellow	3 75	3 85	3¾	3¾		
No. 2 yellow	3 70	3 80				
Trinidad	3½					

## HARDWARE, PAINTS AND OILS

Wire nails, base.	2 65	2 85			
Cut nails, base.	2 05	2 05			
Barbed wire, per 100 lb.	3 25	3 25			
Smooth Steel Wire (oiled and annealed, etc.), base	2 80	2 75			
White lead, No. 1.	5 62½	5 62½			
Linseed oil, raw	82	85			
" " " " boiled	85	88			
Turpentine	68	68			

## SYRUPS AND MOLASSES

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Syrups				
Dark	2 34	30	32	
Bright	2 34	35	37	
Corn Syrup, barrels per lb.		2 24		3 34
" " ½-bbls. "		2 24		3 34
" " kegs " "		2 34		
" " 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 35 35 45
Barbadoes, old	37			29 31 48 50
Porto Rico		38	42	32 34 40
Antigua				25 28
St. Croix			27	28

## CANNED MEATS

Comp. corn beef, 1-lb. cans.	\$1 50	\$1 35	\$1 60	\$1 30	\$1 50	\$1 50
" " " " 2-lb. cans.	2 65	2 40	2 60	2 40	2 75	2 50
" " " " 4-lb. cans.						
" " " " 6-lb. cans.	8 25		8 00	8 75	9 25	
" " " " 14-lb. cans.	18 00		18 00	20 00	21 00	
Minced callops, 2-lb. can.	2 60		2 60	2 75	2 80	
Lunch tongue, 1-lb. can.	3 30	2 90	3 25	2 75	3 00	2 75
" " 2-lb. can.	6 70	6 75	7 00	5 80	6 00	6 25
English brawn, 2-lb. can.	2 40	2 50	2 80	2 75	2 80	2 50
Camp sausage, 1-lb. can.			2 50	2 50		
" " 2-lb. can.			4 00	4 00		
Soups, assorted, 1-lb. can.			1 50	1 40	1 50	
" " 2-lb. can.			2 20	2 25	2 30	
Soups and Boull., 2-lb. can.			1 80	1 75	1 80	
" " 6-lb. can.			4 50	4 25	4 50	
Sliced smoked beef, ½'s.	1 70	1 65	1 70		2 00	
" " " " 1's.	2 75	2 80	2 95		3 25	

## CANDIED PEELS

Lemon, per lb.		10½	12		
Orange, " "			12½		
Citron, " "			17		

## COUNTRY PRODUCE

Eggs, new laid	12½	13½	12	10	11
Maple syrup, per imp. gal.		1 00	1 10		
Maple sugar, per lb.			9		
Honey, comb, per doz.			80	1 50	1 75
" " light color, 60-lb. tins.	8	9	6	6½	7
" " " " 5 and 10-lb. tins.			7	8	10
" " buckwheat	6½	7	3	4	5

## FRUITS

Foreign—						
Currants, Provincials, bbls.	4¼	4¼	4¾	4¼	5	5¼
" " " " ½-bbls.	4¼	4¼	4¾	4¼	5	5¼
" " " " 3/4-bbls.	4¼	4¼	4¾	4¼	5	5¼
" " " " cases.	4¼	4¼	4¾	4¼	5	5¼
" " " " ½-cases.	4¼	4¼	4¾	4¼	5	5¼
" " " " ¾-cases.	4¼	4¼	4¾	4¼	5	5¼
" " " " 1-cases.	4¼	4¼	4¾	4¼	5	5¼
Vostzizas, cases.	5¼	6	6½	6	6½	6
Dates, boxes.	5¼	6	6	6	6	6
Figs, 10-lb. boxes, per lb.			18	20	14	16
" " 25-lb. boxes, "				28		
" " Mats, per lb.			3½	3¾		
" " Naturals, per lb.			8	8½		
" " " " boxes			12			
Prunes, California, 40's			8½	11	10	12
" " " " 50's			8	9¼	8½	9
" " " " 60's			8	9¼	8½	9
" " " " 70's			7½	7¾	7¾	8
" " " " 80's			7	7	7	7½
" " " " 90's			6	5¾	6¾	7
" " Bosnia, B.						
" " " " C.						
" " " " D.						
" " " " U.						
Raisins, Valencia, off stalk.	4¼	4¼	5	5	6	1 50
" " " " Fine off stalk.	4¼	4¼	5	5	6	1 65
" " " " Selected.	5¾	5¾	6½	6	7	1 75
" " " " Layers.	5¾	6½	7½	5¾	6	1 85
" " " " Sultanas	11	16	10	15	10	12
" " " " California 3-crown.	6¾	7	7½	7	7¼	6¾
" " " " 4-crown.	7¾	7¾	8	8	8¾	8
Domestic—Apples, dried, evaporated	6	6½	6	8½	5½	6
" " " " " "	9	9½	9½	10½	9½	10½
Cal. Evaporated Fruits—						
" " Apricots, 25-lb. boxes		18	20	18	18	19½

## PROVISIONS

Dry Salted Meats—						
Long clear bacon		7	7¼		8½	
Smoked Meats—						
Breakfast bacon	10½	11	10¼	11	11½	
Rolls	9	8	8¼	9½	10	
Hams	10½	12	10½	10½	12	
Shoulder hams	10	7¾	8	8	9½	
Backs	10½	11½			9¾	
Barrel Pork—						
Canadian heavy mess	15 00	15 50	14 00	15 00	15 75	16 00
" " short cut		15 00	15 50	15 00	15 50	16 50
Clear shoulder mess		12 00	12 50	14 00	14 50	
Plate beef			11 50	13 00	14 00	
Lard, terces, per lb.	6¼			6½	6¼	9
Tubs	6¾	7		7	7¼	
Pails			7¾	7¾	7¾	
Compound, Pails	8	8½	8½	6	6½	7
Short						

# "CRYSTAL MAIZE" CORN STARCH

is guaranteed absolutely Pure and Refined with Crystal Spring Water.

The Purest Food,  
The Finest Flavor,  
The Handsomest Label.

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

COFFEE					PETROLEUM				
	Montreal, Quebec.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.		Montreal, Quebec.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Green—	24	29	23	28	25	12	14	15 1/2	16 1/2
Mocha	27	31	22	30	25	12	13	15	16 1/2
Old Government Java	10	11	7 1/2	12	12	17	17 1/2	18	18 1/2
Rio	29	31	26	30	29	18	19	18	18
Plantation Ceylon			22	25	24				
Porto Rico			22	25	24				
Gautemala	18	22	15	20	18				
Jamaica	13	15	13	16	13				
Maracaibo									
NUTS					TEAS				
Brazil	12	13	12 1/2	13	12	12 1/2			
Valencia shelled almonds	28	30	25	30					
Tarragona almonds	12	15	12	14	11	12			
Peanuts (roasted)	6 1/2	9 1/2	9	10	9	10			
" (green)	5 1/2	8	7	9					
Cocanuts, per sack	3 00	3 50		3 75	3 50	4 00			
" per doz.				60	60	70			
Grenoble walnuts	12	12 1/2	12	13	12	13			
Marbot walnuts		11			9	10			
Bordeaux walnuts	7	8			9	10			
Sicily filberts	7 1/2	8 1/2	8 1/2	9	8	10			
Naples filberts	10	11	10	11	10	11			
Pecans	10	11	10	11	11	12			
Shelled Walnuts		25	25	28					
Rice—Standard B.	3 25	3 35	3 3/4	3 3/8	3 25	3 40	4 1/2	4 1/4	
Patna, per lb.			4 3/4	5	5	6			
Japan			4 3/4	5	5	6			
Imperial Seta			4 3/4	5 1/2	5	6			
Extra Burmah			6	6 1/2	6	7			
Java, extra			3 3/4	4 1/2	4 1/2	5			
Sago	3 3/4	4 1/2	3 3/4	4 1/2	4 1/2	5			
Tapioca	3 3/4	4 1/2	3 3/4	4	4	5			
Macaroni, dom'ic, per lb., bulk				7 1/2					
" imp'd, 1-lb. pkg., French				10					
" " " Italian				12 1/2					
SODA					WOODENWARE				
Bi-carb, standard, 100-lb. keg	2 25	2 80	2 25	2 80	1 85	2 00	2 00	2 50	
Sal soda, per bbl.	70	75	70	80	85	90	1 34		
Sal Soda, per keg	95	1 00	95	1 00	95	1 00			
Pepper, black, ground, in kegs, pails, boxes	14	16	12	14	14	15		15	
" in 5-lb. cans	14	17	14	15	15	18			
" whole	11	12	11	13	12	13		15	
Pepper, white, ground, in kegs, pails, boxes	21	23	18	24	24	26		35	
" in 5-lb. cans	21	23	20	25	20	22			
" whole	19	25	19	25	20	22			
Ginger, Jamaica	19	25	18	23	20	25			
Cloves, whole	12	30	14	35	18	30			
Pure mixed spice	25	30	25	30	25	30			
Cassia	25	40	20	40	18	20		25	
Cream tartar, French	25	27	24	25	20	22			
" " best	23	30	23	30	25	30			
Allspice	15	17	13	16	16	18		20	

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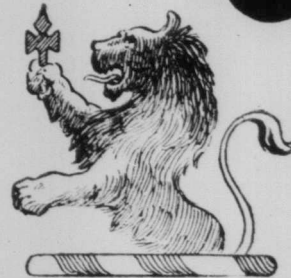
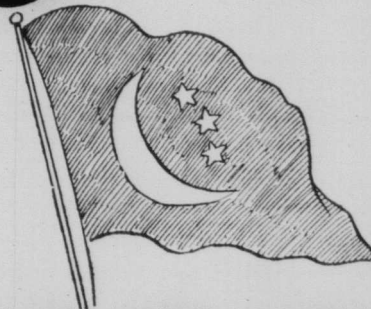
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PREPARED BY SPECIAL PROCESS  
 AS IN EGYPT

**CAN NOW BE HAD IN CANADA.**

Makes the most delicious cup of coffee obtainable.

Any Person selling or putting up imitations,  
 lays himself open to Prosecution.

For Sale in 1 and 2-lb. tins by all Wholesale Grocers.

**ACME MILLS, 126 and 128 Queen Street, MONTREAL.**

### AMONG TORONTO RETAILERS.

*Early Closing.*

The early closing movement has lots of vitality. The collapse of the 7 o'clock agreement on Queen street west has not disheartened the advocates of the scheme in that neighborhood. They have secured the signatures of all the Queen west grocers to an agreement to close at 9 o'clock, which is an hour or two better than has been the case there for some time; also to close on Wednesday afternoons. On Thursday last, June 1, J. F. Morrish and F. S. Roberts, 276 and 290 Yonge street, began to close at 7 o'clock. The action of these merchants has been perfectly independent, some of their competitors on the other side of Yonge street keeping open till 10 o'clock. Both of them told me they had decided to close at 7 o'clock for the purpose of showing their belief in and sympathy with the early closing movement. A. F. Barker, 302 Yonge street, has for some years closed at 8

o'clock, finds it pays, and if he makes any change it will be to a still earlier hour. There is no question but that the feeling is growing among the grocers that their hours are longer than they need be or should be.

*The Grocers' Excursion.*

From what I can judge, I think more than usual interest is being taken in the retail grocers' excursion this year. The success of the last two picnics may be largely responsible for this, but the fact that the association has made its influence more practically beneficial to the trade has also something to do with it. A suggestion has been made that the grocers close down on the excursion day, and make it a holiday, not only for the proprietor, but for all his help. The suggestion is good, but one which would be useless unless concerted action were taken to make the day a recognized grocers' holiday.

THE RAMBLER.

### LACK-EASE IN ADVERTISING.

The trouble is with most merchants that they try to write an ad. with "guff" which has done long service. They use talk which has been working overtime since 1842. Talk easily and naturally if you can. Any man who does business in his shirt sleeves and who wears the lowest kind of easy collars is uncomfortable in a high collar and a tight pair of shoes. So with his advertising. He may be easy and voluble when a lady comes into the store, but if he attempts to write an ad. he immediately freezes up, and the effect is as though he tried to play the flute in a pair of boxing gloves.

The effect is the same as in acting. It is the artist's art to be natural—the amateur thinks "to act" means to roll his eyes, breathe hard, drag his toe when he strides, and say: "Ha! I have thee in me power." Some men write ads. that wear velvet pants with lace—never a suggestion of the wide-awake little store where people would like to trade if they should ever become acquainted.—Interstate Grocer.

**MANITOBA MARKETS.**

WINNIPEG, June 5, 1899.

**T**HE week has been uneventful, so far as general groceries are concerned. The close of the carpenters' strike has increased retail trade somewhat. The wholesalers report business very fair, the demand steady in all staple lines, but collections are a little slow. Owing to the rather late spring farmers are still busy and have not hauled in much of the held wheat. There will be probably some little rush after June 15. The amount of wheat held, however, is not as large as has been generally supposed. Flour has been advancing. The Ogilvie Co. are now quoting Hungarian patent at \$2; Glenora, 80c.; Manitoba strong bakers', \$1.50. The Lake of the Woods people have not yet advanced to this figure and are still quoting patent, \$1.90; strong bakers', \$1.70; Algoma, \$1.35, and XXXX, \$1.10. The market has been very active all the past week.

**SUGAR**—The market is weaker than it was last week. Standard granulated is quoted at 5½c., and bright yellow is also lower.

**DRIED FRUITS, ETC.**—Currants, raisins, figs, evaporated fruits, spices, teas and coffees all show no change for the past week. The produce market, on the other hand, has experienced considerable change.

**EGGS**—Have advanced. The demand is increasing, and the supply for the week has been somewhat light. 11c. net cash f.o.b. Winnipeg, or 13c. on commission basis, are the figures quoted.

**BUTTER**—Dairy butter is a drug on the market. Almost all receipts are going into storage per shippers' account, and this will continue until a satisfactory outlet is found for the butter. Manitoba dairy butter is now in excess of the British Columbia demand, and will have to be bought on a basis of Montreal prices. This means 9 to 9½c. All the creameries are now at work, and the turn out is from 500 to 1,500 lb. per week per factory. Sales are reported at 16 to 16½c. point of shipment. The quality so far is excellent, and full grass butter will be on the market by the end of this week.

**CHEESE**—The position of cheese has not changed since last week. Owing to an earnest effort on the part of the Dairy Superintendent, cheese will not be offered this season until it is cured. As many factories did not start until the second week of May there will be little cheese offering before the 15th of June, but when it comes on it will be a very superior quality.

**CURED MEATS**—There has been no change in this market. Prices are firm and trade good. Hams, 11c.; breakfast bellies,

11½c.; backs, 11c.; shoulders, 8½c. Dry salt, long clear, 8c.; extra short clear, 7½c.; backs, 9c.; shoulders, 8½c.

**GREEN FRUITS**—This market is very active. The trade in strawberries has been unprecedentedly large owing to the low prices. The quotations are \$2.50 to \$2.75, according to quality. Cherries are quoted at \$2.75, but the supply is short. Florida pines, 24's, \$3 per dozen; 30's, \$2.50; 36's, \$2.25. Florida tomatoes are very fine this season; the 6-basket crate is worth \$3.50. New cucumbers, \$1.30 per dozen. Pie plant, 1½c. per lb. Lettuce, radishes, cress, parsley, mint, onions, 30c. per dozen; asparagus, 75c. per dozen; Californian cabbage, 7c. per lb.

**MONTREAL RETAIL GROCERS.**

**T**HE regular monthly meeting of the Montreal Grocers' Association was held in Monument National Hall, 220 St. Lawrence street, on Thursday evening last. Present: V. Raby, J. P. Dixon, S. Demers, N. Chartrand, M. DeRepentigny, E. W. Farrell, J. B. Deschamps, C.H. Pitt, P. O'Brien, T. A. Vincent, A. O. Galarneau and others. In the absence of the president, Mr. N. Raby, 1st vice-president, opened the meeting.

Moved by J. P. Dixon, seconded by P. O'Brien, that Martin Elliott be admitted a member of this association.—Carried.

Moved by J. P. Dixon, seconded by M. DeRepentigny, that we have a banquet at our picnic this year as usual.—Carried.

P. O'Brien, chairman of the banquet committee, asked for railway passes to Iberville in order to visit the ground and choose a suitable place for erecting the tent for the banquet. He also asked Mr. DeRepentigny, chairman of music and dancing, and E. W. Farrell, chairman of games, to accompany him.

Mr. O'Brien submitted a tender received from Mr. McCarry, caterer, offering to furnish the dinner on the grounds at \$1 per head; he engages to furnish everything, except the tent.

After discussion, Mr. O'Brien was requested to interview several caterers and ask them to make a tender that will cover everything, including the tent, etc.

The question of police protection was referred to next meeting.

The treasurer reported having received donations in cash to the amount of \$212 to date; also a number of prizes.

The meeting adjourned till Thursday, 15th June.

P. GANNON,  
Secretary,  
469 Laval avenue.

**A TRAVELER'S HEROISM.**

Editor GROCER,—All along the country fences hang the caterpillar nests. Soon they'll burst, scattering round their million pests.

Thousands of butterflies will grow, causing death to cabbage plants and such. Farmers wonder why they don't get rich.

A commercial traveler got up Sunday morning at 5 o'clock, climbed a tree many feet high, and, at the risk of his life, cut off a branch with one of these caterpillar camping tents. It contained, by actual count, 2,350,504 and several thousand fractions. He did a Christian act, and if others would follow his example, there would be less evil in the world.

I am told by a very enlightened and thoroughly informed commercial traveler of our city that he knows for a fact that it was a commercial traveler who was the good Samaritan, mentioned in Scripture, who looked after the poor, helpless man by the wayside and took him to the inn and gave him a good, square dinner.

Another good traveler said that the caterpillar pests were not half as bad as the trading stamp and coupon nuisances, which are playing havoc among merchants, both those who have them and those who have not. Clerks' and drivers' wages are affected seriously.

Oh, Legislature! raise your hand, and drive this evil from our land, and you'll live to bless the day.

Yours, etc.,  
TRADER.

Kingston, Ont., June 6.

**PACK OUTLOOK IN BALTIMORE.**

Under date of May 27, Thos. J. Meehan & Co., of Baltimore, write: "We are having the most discouraging and peculiar pea market that the writer (T. J. M.) can remember. The packing of new peas began about ten or twelve days ago, and, up to that time, there was no discouraging news whatever from the growers. All of the packers are prepared to put up their usual quantity, but, instead of the receipts increasing every day, they have actually fallen off, and to-day the receipts of peas on the wharf were about the lightest of any day so far. Last year, the best quality peas sold at an average of \$1.75 to \$2 per bbl. This season the price opened at \$2.75 per bbl., and steadily advanced to \$3.20 per bbl., which was the price paid to-day. The outlook is for very much higher prices for the canned article."

**APPOINTING AGENTS FOR CANADA**

Mr. A. E. Munro, representing Wm. C. Rudkin, manufacturers' export agent, 20 Grace Church street, London, Eng., is in Canada appointing agents for a number of lines controlled by his firm. For most of them there is a considerable sale in Canada but they have been hitherto sold direct. He expects to develop a large business, as they do an extensive trade in Australia, Africa and India.

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**HINTS TO BUYERS.**

**P**EEL, FREAN & CO. are now calling attention to a new wafer called "Venice Wafer." Like the "Florence Wafer," it is of the sandwich variety, having the same flavors—coffee, lemon, and raspberry, but it is only half the width of the "Florence." Its size and shape are, therefore, the chief points of its novelty.

John Sloan & Co. have received a shipment of "Rubber" starch.

Perkins, Ince & Co. have arriving a shipment of green Rio coffee.

Armour's Vienna sausage, ½-lb. tins, is in stock with The Eby, Blain Co., Limited.

Lorimer's concentrated lemonade crystals are in stock with The Eby, Blain Co., Limited.

Warren Bros. & Co. have in stock "Owl" brand condensed milk, to retail at 10c. per tin.

Perkins, Ince & Co. have a shipment of "Unicorn" brand prunes on the way.

T. Kinnear & Co. have to hand a shipment of "Diamond Jubilee" finnan haddie.

The Eby, Blain Co., Limited, are offering a large range of canned fruits at specially close figures.

The travelers of T. A. Lytle & Co., Toronto, are finding a large demand for

the pickles, jams, jellies, made by this firm. At the office, in Toronto, it is learned that "Sterling" brand pickles of this firm are enjoying an increasing sale in all parts of the Dominion.

Californian and Bosnia prunes are being closed out by The Eby, Blain Co., Limited, at clearing prices.

A shipment of Heaton's mixed pickles and chow-chow has been received by The Eby, Blain Co., Limited.

T. Kinnear & Co. are offering fine off-stalk Valencia raisins, Arguimbau and Rogers' pack, at low prices.

Morton's "Queen" olives, in half pint octagon lever-stopped bottles, have been passed into stock by The Eby, Blain Co., Limited.

Lucas, Steele & Bristol are showing attractive packages containing tins of "Empire" baking powder, and "Empire" extracts.

John Sloan & Co. are in receipt of a large shipment of Aylmer canned meats, which they are quoting at low prices for five-case lots.

Messrs. Keen, Robinson & Co., London, Eng., the well-known makers of Keen's mustard, and Robinson's patent barley and groats, are now selling the very best quality

of West India arrowroot, packed in 7-lb., 1-lb., ½-lb. and ¼-lb. tins. Frank Magor & Co., 16 St. John street, Montreal, agents for Canada.

Burnham's "Jellycon" and "Custard Powder" may be procured from Lucas, Steele & Bristol; also Franco-American soups, pates, etc.

The Foreign Cheese and Importing Co. have a shipment of oil specially prepared to burn in churches, called an "8-day oil," which is due in about ten days.

"Circle" tea at old price and old quality is bringing Lucas, Steele & Bristol, orders. They are again receiving more "Empire" golden figs, Ceylon.

**PICTURE OF COLMAN'S WORKS.**

Mr. R. S. McIndoe, Toronto, who represents J. & J. Colman, Limited, brought back with him from his recent visit to England, a photograph showing the company's extensive works at Norwich, England. The works stretch along the river Wensum a distance of about three-quarters of a mile, and the photograph which Mr. McIndoe has with him, showing these works, is fully two yards long by 12 inches deep. It is a curiosity in the way of a photograph and Mr. McIndoe highly prizes it.

# New Teas

The earliest for years.

On the first of June we were receiving :

**FROM KOBE, JAPAN**

**FROM YOKOHAMA, JAPAN**



The Owl Chop No. 1.

Both the cup quality and appearance this year are superior to last season's first shipments.

If you have not yet had these

**BRANDS OF OURS**

try a few packages, they are the finest imported.

For delicacy of aroma, as well as beauty of leaf, they are without rivals.

Samples and Prices on demand.



The Beaver A1, No. 2, No. 3.

**L. Chaput, Fils & Cie. - Montreal.**

## TRADE IN OTHER COUNTRIES THAN OUR OWN

ADVICES have been received from a number of packers to stop offering Columbia river salmon, which would seem to indicate that the packers are not able to take care of all their orders promptly. Sales have been heavy and the run of fish not so good as anticipated.

Advices by mail from Bordeaux say that as the packing of French peas progresses it is found that the frost did more harm than was thought after the first reports, especially as affecting quality.

The Fruit Buyers' Union, of New York, give the following statistics of receipts of Havana pineapples for the season to May 31, 1897, 76,600 bbls.; 1898, 23,302 bbls.; 1899, 56,874 bbls.

## CANNED SALMON IN LONDON.

The demand for salmon shows no material improvement, and buyers continue to operate with the utmost caution. In spite of this, the principal holders are firm and seem perfectly satisfied to wait rather than make sufficient concession in prices to induce business. The Celtic Race has arrived during the week, the bulk of her cargo consisting of half-pound tins of flat salmon, but some little time must elapse before any deliveries can be made.—Produce Markets' Review.

## EXPORTS OF SINGAPORE SPICES.

J. W. Phyfe & Co. report the following telegraphic advice of exports from Singapore and Penang during the last half of May, 1899: To United States, black pepper, 550 tons; nutmegs, 15 tons; to Great Britain, black pepper, 380 tons; to Continent, black pepper, 150 tons. Total exports since January 1: To United States, black pepper, 1899, 1,680 tons; 1898, 1,045 tons; 1897, 2,350 tons; nutmegs, 1899, 136 tons; 1898, 120 tons; 1897, 79 tons; to Great Britain, black pepper, 1899, 1,010 tons; 1898, 2,240 tons; 1897, 2,870 tons; to Continent, black pepper, 1899, 770 tons; 1898, 1,060 tons; 1897, 1,100 tons.

## THE UNITED STATES CANNED SALMON SITUATION.

The San Francisco Trade Journal, of May 26, reviews the canned salmon situation as follows: "The high prices asked for sock-eye on Puget Sound cause buyers to hold off. It is thought that lower prices will rule when the canning season opens in July next. So far on the Columbia both outside canners and the combine have sold all the fish they care to until they can calculate better on what the prospective pack will probably

be. When warm weather sets in and the water in the Columbia and upper tributaries begins to rise the run of fish ought to increase while the weight ought to average more to the fish, but if the rise in the river should be as high as the deep deposits of snow on the mountain ranges warrants expecting, traps and wheels are in danger of being washed away or else made useless for a while. There has been an active movement in outside Oregon chinook and silversides at our quotations. At the present rate of sales it will not be long before the canners on the outside rivers in Oregon will withdraw. Free sales are reported of Sacramento river on the basis of our quotations. The spring season on the Sacramento river will end this week. The pack is fair, but would have been largely in excess of last year's spring pack had the Black Diamond cannery not been destroyed by fire. From the Columbia river our advices regarding the run of fish are conflicting and unreliable. From best obtainable information the pack to date of outside canners on that river is in excess of that put up during the corresponding time in 1898. What has been done by the combine is hard to say, but it seems to be the prevailing opinion that they have not put up as many proportionately as have the other canners. On Puget Sound preparations continue to be made for a big pack. There will be a large increase in the number of boats and also in the number of traps."

## LEMONS IN SIGHT.

According to the statistics compiled by the Fruit Buyers' Union, the total stock of imported lemons in sight on May 31 consisted of 269,150 boxes, including 228,000 boxes and 3,800 half boxes of Palmero, 34,100 boxes and 3,300 half boxes of Messina, 2,000 boxes of Sorrento and 500 boxes of Rodi. The total visible supply of oranges at the same date was 9,100 boxes, of which 6,600 are Sorrento and 800 boxes Rodi, to which is to be added 2,900 half boxes of the former and 500 half boxes of the latter.—N.Y. Journal of Commerce.

## CALIFORNIA ORANGE SHIPMENTS.

Total shipments of Californian oranges from the beginning of the season to May 27 amounted to 9,265 in 1899 and 12,286 cars in 1898, a decrease of 3,021 cars this season, according to information furnished to the Fruit Buyers' Union, New York, from reliable sources. For the week ending May 27, but 164 cars were shipped from the Coast, against 257 cars for the corresponding week last year.

TOBACCO.....

IF YOU WISH TO  
MAKE MONEYinvest in Tobaccos  
manufactured byEmpire Tobacco Co.  
LimitedTHEY cost less and bring  
LARGER RE-  
TURNS than any  
other tobacco.THEY SELL ALL DAY  
EVERY DAY.Something Good } Smoking  
Royal Oak ... }Free Trade ... } Chewing  
Currency. .... }EMPIRE  
TOBACCO  
CO., Limited

Granby, Que.

See Prices Current.

PURVEY

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PURVEYORS BY APPOINTMENT



To H.R.H. The PRINCE OF WALES.

MUSTARD MANUFACTURERS  
by Special Warrant



To Her Majesty The QUEEN.

PURVEYORS BY APPOINTMENT



To H.R.H. The PRINCE OF WALES.

**COLMAN'S**



**MUSTARD**

*In the High Court of Justice.*

J. & J. COLMAN, LIMITED

AND

GORMAN, ECKERT & CO.

*Plaintiffs.*

*Defendants.*

**TO THE PUBLIC.**

**TAKE NOTICE** that in an Action, entitled as above, pending in the High Court of Justice for Ontario, Canada, the Honorable Mr. Justice Meredith on the 2nd day of June, 1898, directed that a Judgment should issue containing a **PERPETUAL INJUNCTION** restraining the above named Defendants, their Servants, Workmen or Agents, from infringing the Plaintiffs' Trade Marks registered in pursuance of the Trade Marks Act of 1868, or from selling any Mustard not manufactured by the Plaintiffs in any tin, package, or wrapper (label), having printed thereon any imitation or colourable imitation of the Plaintiffs' Trade Marks or any word or words so contrived as to represent or lead to the belief that the Mustard contained in such tin, package, or wrapper, was the manufacture of the Plaintiffs. **AND FURTHER TAKE NOTICE** that by the said Judgment the said Defendants were enjoined to destroy or deliver up to the Plaintiffs all labels, wrappers, blocks, dies, or plates which offend against the said Injunction; and to pay certain damages therein fixed together with the costs of the Action.

**CAUTION.**

Similar goods to those manufactured by J. & J. Colman, Limited, of 108 Cannon Street, London (England), occasionally make their appearance on the Market, displaying a Trade Mark liable to be confounded by the Public with their well-known Trade Mark of a Bull's Head and also closely resembling J. & J. Colman's goods in get up, presumably with the intention to deceive the buyer and consumer. Such goods are generally of an inferior quality. J. & J. Colman, Limited, would be grateful to members of the trade having any goods brought to their notice which appear to them infringements on J. & J. Colman's rights if they would at once communicate with them. Traders may rely upon their communications being treated in the strictest confidence.

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

**T**HE sheriff is in possession of the business of Saint Bros., grocers, Vancouver, B.C., for mortgagees.

W. H. Miles, grocer, St. John, N.B., is offering 40c. on the dollar.

J. N. Lachapelle, general merchant, St. Jovite, Que., is offering 60c. on the dollar.

W. J. Kelly & Co., general merchants, Alliston, Ont., have assigned to J. G. Hay.

Francois Belanger, general merchant, Ville Marie, is offering 50c. on the dollar.

Keddy & Co., general merchants, Merlin, Ont., have assigned to C. B. Armstrong, London.

The creditors of J. A. L. Jutras, general merchant, Richmond, Que., have held a meeting.

**PARTNERSHIPS FORMED AND DISSOLVED.**

Andrew Cochrane, grocer, Carleton Place, Ont., has admitted Albert Simpson into partnership.

Coppleman & McClocklin, general merchants, Carberry, Man., have dissolved, C. McClocklin continuing.

John H. Johnson and Henry V. Taber have registered a partnership as cheese box manufacturers, etc., under the style of Johnson & Taber, Knowlton, Que.

Joseph Arthur Loiseau and Albert Brosseau have registered partnership as biscuit manufacturers, and the style of The Dominion Manufacturing Co., Montreal.

John Magor & Son, commission flour dealers, Montreal, have dissolved. Dame Jane Briant Schroder, widow of John Magor, has registered as proprietress of the firm.

Louis P. Guay, Edward Coulombe and Jos. A. Cote have registered partnership as wholesale and commission merchants, under the style of The Quebec Fruit Exchange, Quebec.

Meakins & Co., wholesale brush dealers, Montreal, have dissolved, C. W. Meakins, sr., and C. W. Meakins, jr., have registered as proprietors under the style of Meakins, Sons & Co.

**SALES MADE AND PENDING.**

Jackson Bros., grocers, Whitby, Ont., are selling out.

Ulric Roch, general merchant, St. Norbett, Que., is selling out.

J. Edgar Batton, general merchant, Kentville, N.S., is advertising his business for sale.

The assets of P. E. Hudon, general merchant, Hebertville, Que., are to be sold on the 10th inst.

The assets of M. S. Taylor & Co., general merchants, Mansonville, Que., are to be sold on the 13th inst.

The stock, etc., of Henry Hall, general

merchant, Sheet Harbor, N.S., is advertised for sale by the sheriff.

W. T. Stratford & Co., general merchants, Fairview and Slocan, B.C., are offering their Slocan business for sale.

**CHANGES.**

Philippe Roch is opening a general store in St. Norbett, Que.

Thomas H. Smith, grocer, Toronto, has sold out to Carey & Markle.

E. P. Alford, Pine Lake, N.W.T., has been succeeded by C. W. Gaetz.

Joseph Hill, general merchant, Thornby, Que., has sold out to Wilkins & Clark.

A. J. Pyne, general merchant, Heyworth, Que., has been succeeded by John Garbutt.

Ibbotson & Mathers, confectioners, Vancouver, have been succeeded by The California Pop Corn and Candy Co., Vancouver.

Brenton M. Harlow has registered consent for his wife, Lena Van Buskirk Harlow, to do business in her own name, as grocer, in Caledonia, Ont.

**FIRES.**

Cannon & Co., flour and feed dealers, Hamilton Ont., have suffered loss by fire.

**DEATHS.**

James Chisholm, grocer, Kaslo, B.C., is dead.

Chas. B. Bowers, of E. C. Bowers & Co., general merchants and fish dealers, Westport, N.S. is dead.

**ATTRACTIVE WINDOWS.**

The editor of The Southern Grocer tells a trite truth in a happy manner as follows: "We once heard a minister of the Gospel use this illustration in discussing men as they appear and as they really are: 'You cannot judge what is in a house by feeling the weather-boards.' Yet the world does judge by outward appearances. This holds good of a store as well as a person—more so of a place of business, in fact, for where the exterior is dingy, shabby, and dirty, it is not to be reasonably expected that the inside is bright, clean, and attractive. In the minds of the people, the quality of the goods is associated with the character of the place in which they are kept."

The gentleman from the Sunny South is undoubtedly correct. A man often finds a fair stock of merchandise in a country town in a building that looks out-of-date and out of repair. But all the same the man who is careless of the appearance of the building he does business in, who neglects to brighten it up, to use a little paint and make his windows attractive, cannot be counted on to keep a neat, clean store, nor to properly arrange and display his stock. The store front and the windows are pretty safe indexes of interior conditions, and the

stranger, at least, will decide accordingly, regardless of what customers and old friends may think.—Interstate Grocer.

**HONEY AS A PRESERVATIVE.**

E. D. Howell, in The Bee Journal, gives a recipe for canning fruit with honey, which is as follows:

"We have used it two seasons, and like it. We put the fruit into a tight-covered kettle in the oven of the stove, and cook until tender, then add the honey and bring to a boil on top of the stove, and put into cans and seal while boiling hot. Juicy fruit like peaches, pears and berries, need no water added, as the honey makes enough syrup. Dry fruits, like quinces and apples, need a little water to cook them tender.

"We use the best white clover honey for peaches and fruit that is not very sour. One-fourth of a pound of honey to a pound of fruit is about right for us; but the best plan is to sweeten to taste. I think the fruit keeps better than that canned in sugar.

"I had for my breakfast this morning peaches canned in September, 1897. They were as good as the day they were put in the jars, and we think them much better than fruit put up with sugar. We have put up in honey apples, blackberries, peaches, and quinces. All keep well and are very fine. We drain the liquid out of the honey that granulates coarse, and use the dry sugared honey for making candy, and in various ways for cooking, etc.

"Don't cook the honey in with the fruit. The less you boil the honey the more of the honey flavor the fruit will have."

**THE MAN WHO THINKS.**

A Chicago business man, of more than local reputation, says that his greatest trouble through his commercial career has been in his search for the employe who thinks, remarks Michigan Tradesman. The average holder of a position goes through his routine of duty in a stupid "dumb driven cattle" manner, absolutely refusing to think things out for himself, and thus possibly improve in method the system attending his individual line of duty. An employe very soon learns to regard an employe with interest who continually asks questions concerning his work, who seems to concentrate his mind upon his task, however insignificant, who seems to think and enjoy thinking and working. That man's talent does not long remain folded in a napkin, but speedily gains for its owner value received, and for its owner's employer the peace of mind that can only come to a man of large business responsibilities through the honest, conscientious services of his force, through men who think.

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**TO THE TRADE.**

# EDDY'S MATCHES

have had a reputation for nearly half a century, and, as they are now being advertised extensively throughout the country, **Dealers** should recognize the importance of keeping fully stocked in our brands.

OUR

"Eagle"  
"Victoria" **PARLOR MATCHES** "Little  
Comet"

contain **NO BRIMSTONE**, and are consequently free from the some-  
times objectionable fumes of the common sulphur match.

OUR

"Telegraph" **SULPHUR MATCHES** "Telephone"

are without an equal.

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## 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.

## THE STOCKING OF NEW GOODS.

A CHAT WITH GROCERS THEREON.

HERE are so many new articles offered for sale to grocers nowadays, that a good deal of caution is necessary in order that a dealer shall not find himself loaded up with a line of new but inferior stock. I had a talk with three old, experienced grocers on this point to-day.

To Mr. Henry Swan, of Swan Bros., 162 King east, I put the question, "What method do you follow in stocking new goods?"

He replied, "When we were young and innocent we were in the habit of taking a traveler's or agent's word in regard to the selling quality of new goods offered for sale. We have learned a lesson or two, however, and now we make large allowances for enthusiasm on the part of travelers. The fact is, we never introduce a new article unless our customers have asked for it. Even then we are cautious about stocking up, for often a customer takes a fancy to some new package, which would not win general favor, and which they would soon not want any more of."

"You say, 'our customers.' Does that mean you only get what customers, who regularly deal with you, ask for?"

"Indeed, yes; for sometimes a manufacturer or agent of a new article will send out touters (or whatever they call them) who ask the various grocers if they keep it in stock, just to make them think there is a demand for the goods. We pay no attention to such people. Unless there is a legitimate demand for an article we don't stock it."

"Do you ever have stock left on your hands?"

"Yes; with all our caution we sometimes find we have been deceived. See those cans of plums. I bought them for first-class, but found before many had been sold that they were inferior. We, therefore, reduced their prices and are now selling them at a material cut to get rid of them. We never recommend anything we find to be second grade. A customer who buys an article at a price under our regular figure does so on the understanding that he is getting inferior goods. If he pays full price we consider he has reason for complaint if everything is not of the best."

"Do you mean you know the quality of the various package goods you keep?"

"Yes. A grocer should know the quality of every article he sells, whether it be proprietary, package goods, or staples. Our customers depend on us, and when we make a mistake we soon hear about it. Then we rectify the error, if possible."

"Do your customers ask you for the particular brand of goods they prefer?"

"No. We, and all of our clerks, know the preferences of each of our customers. It means work and thought. But one need not go into the grocery business expecting to make money without such work. This causes our customers to depend on us so entirely that it would be a mistake to experiment with them with new goods."

J. G. Gibson, 525 Yonge street, expressed his method of introducing new goods very briefly: "When a traveler offers me some article which is new to the market, I give him an order for one case, one dozen, one box, or whatever the package may be. But, before the traveler has a chance to thank me for the order, I add that I want the goods only on condition that if they are not salable they shall be returnable. If a manufacturer has confidence in his goods, he will take this risk. If he won't, I won't."

"How many take the risk?"

"About half of them take it with me. Then, about 50 per cent. of the goods given us to try prove salable. I would recommend every grocer to follow this plan."

Mr. Robert Barron claimed to be very conservative in this matter. "I have found," said he, "that I can take no man's judgment as a safe thing, so I depend entirely on my own."

"When an article is offered you, what do you do?"

"I examine it, and if I think it is a good thing, I give it a trial; if I don't consider it a seller, I let the other fellow try it. I always try to get the new things that are good as soon as possible."

"Do you look for new goods?"

"Indeed, yes. Whenever my family, my customers or any of my friends go away, and bring me word of something new that they considered good, I send for a sample. In this way I get articles that I may never get in the ordinary course of trade."

"Could every grocer do this?"

"Well, to a certain extent. My trade is essentially high-class; some dealers have not this class of trade, so would not have sale for most of the articles I get in this way. But, if they look sharp for new goods suitable to their trade, and use caution in buying, they will get many a good thing that their competitors are missing."

### THE BEST COFFEE.

A dangerous criminal was about to be executed in Calcutta. While his last toilet was going forward an Englishman who had

just landed begged five minutes' conversation with him, which was granted. All that was heard of the interview was the final remark of the criminal. He called after the visitor: "Five thousand dollars to my heirs? You understand?" When the hangman was prepared for his sad duty, the culprit claimed the right to say a farewell word. Lifting up his voice he roared aloud to the assembled multitude: "All you who listen hear my dying statement: The best coffee is the coffee of Messrs. Chicory, Chewem & Chocker, of Calcutta and London!"

### CANADIAN PRODUCTS WANTED.

The London, England, representative of THE CANADIAN GROCER reports that the following were among the inquiries concerning Canadian trade, received at the Canadian Government Offices in London during the week ending May 19:

A firm of fish and poultry salesmen in the Midlands are desirous of opening up trade with Canadian exporters of eggs, turkeys, and frozen salmon.

The London agents for a large Cape firm who ship merino wools to the English and other markets, are desirous of entering into business relations direct with Canadian importers, or to place them in connection with their South African principals.

A firm in Scotland desire to enter into correspondence with Canadian houses shipping cleaned sheep sausage skins.

A Belgian firm of good standing wishes to buy direct from Canadian cheese and canned goods packers.

Another firm in Belgium, who offer good references, desire to obtain consignments of cheese to sell on commission.

An inquiry has been received for suitable timber cut to size for pyramid butter boxes, sufficient for from fifty to one hundred thousand boxes.

[THE CANADIAN GROCER will be pleased to forward to destination any information that can be supplied in regard to the above. —The Editor.]

### VISIT FROM A BUTTERSCOTCH MAN.

Mr. John Eastwood, a director of Slade & Co., Limited, The Royal Toffy Works, Leeds, England, has been in Canada the past few days. Besides shipping considerable quantities of butterscotch to Canada, his company are large buyers of our butter. Mr. Eastwood was shown the wholesale and retail establishments of Montreal by Mr. C. E. Colson, who represents Slade & Co., Limited, in Canada.

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**PENITENTIARY SUPPLIES.**

SEALED TENDERS addressed "Inspector of Penitentiaries, Ottawa," and endorsed "Tender for Supplies," will be received until Tuesday, 20th of June, inclusive, from parties desirous of contracting for supplies, for the fiscal year 1899-1900, for the following institutions, namely:

- Kingston Penitentiary.
  - St. Vincent de Paul Penitentiary.
  - Dorchester Penitentiary.
  - Manitoba Penitentiary.
  - British Columbia Penitentiary.
  - Regina Jail.
  - Prince Albert Jail.
- Separate tenders will be received for each of the following classes of supplies:

1. Flour (Canadian Strong Bakers).
2. Beef and Mutton (fresh).
3. Forage.
4. Coal (anthracite and bituminous).
5. Cordwood.
6. Groceries.
7. Coal Oil (in barrels).
8. Dry Goods.
9. Drugs and Medicines.
10. Leather and Findings.
11. Hardware.
12. Lumber.

Details of information, together with forms of tender, will be furnished on application to the Wardens of the various institutions.

All supplies are subject to the approval of the Warden. All tenders submitted must specify clearly the institution or institutions, which it is proposed to supply, and must bear the endorsement of at least two responsible sureties.

DOUGLAS STEWART,  
Inspector of Penitentiaries.

Department of Justice,  
Ottawa, May 27th, 1899. (23)

**DON'T PAY FREIGHT ON WATER**

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

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

**COWAN'S**

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

**THE COWAN CO., LIMITED, TORONTO**



ASK FOR  
**MOTT'S**



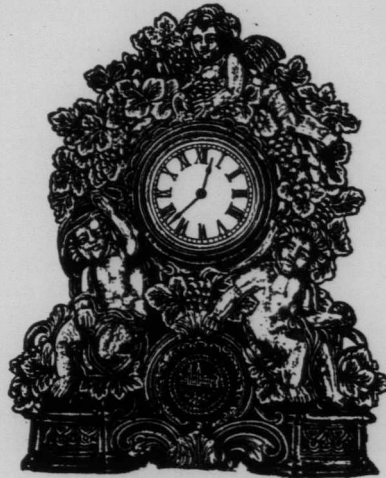
**Cow Brand Baking Soda**

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

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

**JOHN DWIGHT & CO.**  
**TORONTO AND MONTREAL.**

**THE DRESDEN CLOCK** Gold Finished



(Size 14 1/4 x 12 Inches.)

This is a massive and big-sized clock, reproducing a costly Dresden clock in the museum of Paris. It is burnished metal, finished in gold, giving it a handsome and exquisitely refined appearance, a clock calculated to be admired in the homes of the cultured and those of artistic tastes. It is packed with the following assortment, viz.:

72 Bars Tutti Frutti.....	\$ 3.60
30 Packages Pepsin Tutti Frutti....	1.50
72 Bars Globe Fruit.....	3.60

The Dresden Clock, Gold Finished..	8.70
	6.50

15.20

**PRICE, COMPLETE, \$7.00.**

**ADAMS & SONS CO.**

11 and 13 Jarvis Street, TORONTO, ONT.

**MONSOON**

INDO-CEYLON TEA

The six months ending 1st June affords a pleasurable retrospect—it has been the most successful six months in the history of Monsoon.

Our output was three times larger in the six months than it was the whole of the previous year.

To-day the Monsoon Tea Co. feels satisfaction in having maintained a high standard of quality—a standard equalled by no other tea, as is manifested in the fact that the confidence of grocers and consumers is being constantly won.

It pays best to handle the best goods.

Monsoon is conceded by people who know tea to be the best.

**THE MONSOON TEA CO.**

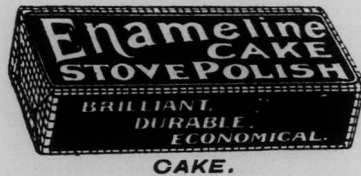
Toronto and Montreal.



INDO-CEYLON TEA.

# Enameline

## The Modern STOVE POLISH



CAKE.



PASTE.



LIQUID.

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

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

### THE INSOLVENCY AGITATION.

AT the council of the Montreal Board of Trade, Thursday, June 1, the metal and hardware section submitted the following resolution: "That this association regrets that there has been no legislation at this session of Parliament in the passing of a bill for the equitable distribution of the assets of insolvents throughout the Dominion, and respectfully requests that the council of the board of trade would so express itself upon this subject."

Mr. Wm. McMaster, managing director of the Montreal Rolling Mill and chairman of the insolvency legislation committee, reported that a letter had been received from Mr. Fortin stating that, being unable to secure Government support to his bill, he had no alternative but to drop it. Some strong expressions were used in regard to the stand of the Government.

The council then adopted the following resolution with respect to the Government's action in declining to support the passing of insolvency legislation during the present session:

"That, in view of the earnest representations of the commercial communities of this country in favor of insolvency legislation, strengthened, as they have been, by frequent unfavorable public and private references in Great Britain to the lack of such legislation, and to the iniquitous character of some of the Canadian Provincial laws governing assignments, the council of the Montreal Board of Trade expected that the Government would, at this session of Parliament, secure the passage of a bill for the equitable distribution of an insolvent's

estate, that expectation being greatly strengthened by the circumstance that the commercial and banking interests, in their anxiety to secure such legislation, had agreed to compromise their divergent views on certain points of Mr. Fortin's bill, introduced last session.

"That the council, therefore, learned with keen disappointment of the Government's decision not to support the adoption of insolvency legislation at this session of the Dominion Parliament, and the council hereby expresses its conviction that if the Government does not take early opportunity to insure the passage of an insolvency act, the absence of such a law will have a most unfortunate effect upon the commercial future of this country, and that, as in the past, Canada will continue to suffer in the opinion of other countries whose laws secure justice to the creditors of an insolvent debtor"

### UNFERMENTED TEAS.

IN his annual report to the Indian Tea Association, the late commissioner, Richard Blechynden, who has been an indefatigable and intelligent student of the tea requirements of the United States, speaks as follows relative to unfermented tea:

"Some samples of unfermented or Oolong teas, made in India, were sent to me early in the year. They were found so suitable for the market, and firms were so ready to give immediate large orders, that I have had to revise the opinion I formerly had as to the impossibility of Indian gardens preparing suitable teas of this class. I

now believe that there are certain districts in India where Oolong teas of a character to command ready sale can be made, and that if such teas are produced there is practically no limit to the business that could be done. I have dealt with this matter at length in another place, so will confine myself here to adding a warning, so that the same stumbling-block which our black teas encounter every day may be avoided. I refer to the inequality of the tea. It does not appear to matter what tea finds favor here, as soon as one lot of it is sold and orders are ready for more of exactly the same tea, there seems an impossibility of supplying them. In filling the repeat orders the leaf or liquor, or both, differ from the original, and there is no firm in business on this market which will guarantee to duplicate any given sample of tea exactly. This is one of the most serious obstacles to the expansion of the trade. More than two years ago I urged careful consideration being given to the question of blending teas in Calcutta for this market as the one possible means of supplying a standard article. Now that there is a question of manufacturing a special tea, I feel it my duty to make this point very clear, as the success of the enterprise will depend in a great measure on supplying exactly the tea ordered—not a tea which resembles it, or which may even be thought better. The experience of what was done in the London market cannot be taken as a guide, conditions being different. If a tea (black or green) is found acceptable here, means should be found to supply that identical article. The cost of holding the tea and blending until the standard is reached will not be lost."



Good in Any  
Climate  
Wherever  
There Are Flies.

# TANGLEFOOT

SEALED  
STICKY  
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PAPER.

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" 2, in 6  
" 12, in 6  
" 3, in 4

Pound tins, 3  
oz. tins, 3  
oz. tins, 4  
lb. tins, 1/2

Diamond—  
1 lb. tins, 2 d  
1/2 lb. tins, 3  
1/4 lb. tins, 4

TH  
Silver Cream  
cases ..  
English Crest  
cases ..  
1 lb. tins, 2  
Kitchen Quee  
cases ..

The delight of the Laundry

# KEEN'S OXFORD BLUE.

This Favorite Laundry Blue is specially put up in packages of three 1-oz. squares to retail at 5 cents.

When next ordering Laundry Blue insist on having **KEEN'S OXFORD** 3-oz. package.

## Current Market Quotations for Proprietary Articles

June 8, 1899.

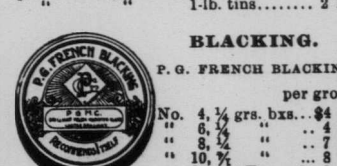
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers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

### BAKING POWDER.

PURE GOLD.	
3 oz. cans, 4 and 6 doz. in case	95
4 oz. cans, 4 and 6 doz. in case	1 40
6 oz. cans, 2 and 4 doz. in case	1 80
8 oz. cans, 2 and 4 doz. in case	2 70
12 oz. cans, 2 and 4 doz. in case	3 60
16 oz. cans, 1 and 2 doz. in case	9 00
2 1/2 lb. cans, 1 and 2 doz. in case	14 40
4 lb. cans, 1 doz. in case	18 00
5 lb. cans, 1 doz. in case	18 00
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 "	2 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00
Diamond—	
W. H. GILLARD & CO	
1 lb. tins, 2 doz. in case	per doz. 2 00
1/2 lb. tins, 3 "	1 25
1/4 lb. tins, 4 "	0 75
THE F. F. DALLEY CO.	
Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases	per doz. \$0 75
English Cream, 1/2 lb. tins, 4 to 6 doz. cases	1 5
1 lb. tins, 2 to 4 doz. cases	2 00
Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases	0 55

1/2 lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
1/2 lb. jellies	1 25
1 1/2 lb. jellies	2 25
1 1/2 lb. Crown sealers	2 25
JERSEY CREAM BAKING POWDER.	
1/2 size, 5 doz. in case	40
1/4 " 4 " "	75
1/2 " 3 " "	1 25
1 " 2 " "	2 25
SNOW DRIFT BAKING POWDER.*	
1/2 lb. tins, 4 doz. in case	per doz. \$ 75
1/4 " 3 " "	1 20
1/2 " 2 " "	2 00
3 " 1 " "	6 50
5 " 1 " "	10 00
10 lb. boxes	per lb. 16
35 lb. pails	16
WHITE SWAN BAKING POWDER.	
1/2 lb. tins, 3 doz. in case	per doz. 0 80
1 " 3 " "	1 20
1 " 3 " "	2 00
5 " 1 " "	9 00
CANADA MFG. CO.	
Queen Baking Powder, 1/2 lb. tins	1 20
1 lb. tins	2 15

BLACKING.	
P. G. FRENCH BLACKING	
No. 4, 1/4 grs. bxs.	\$4 00
" 6, 1/2 " "	4 50
" 8, 3/4 " "	7 25
" 10, 1 " "	8 25
" 10, Jet Enamel	8 25
THE F. F. DALLEY CO.	
English Army Blacking, 1/4 gross cases	\$9 00
No. 2 Spanish " "	3 80
No. 3 " "	4 50
per oz.	
No. 5 Spanish Blacking, 1/4 gross cases	7 20
No. 10 " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00
New York Dressing, 1 doz. cases	0 75
Spanish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases	1 75
Spanish Glycerine Oil Dressing	2 00



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



BIRD SEEDS	
THE F. F. DALLEY CO.	
Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06 1/2
NICHOLSON & BROCK.	
Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05
Bird sea-gravel, 10c. pkts., 24 in case	0 06
" " " 5c. " 48 " "	0 03
BLUE.	
KEEN'S OXFORD.	
Per lb.	per lb. \$0 17
In 10 box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
BLACK LEAD.	
Reckitt's, per box	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	
CORN BROOMS	
BOECKH BROS & COMPANY	
Bamboo Handles, A, 4 strings	doz. net 3 25
" " B, 4 strings	3 05
" " C, 3 strings	2 9c
" " D, 3 strings	2 7c
" " E, 3 strings	2 45
" " G, 3 strings	2 15
" " I, 3 strings	1 70
CHEWING GUM.	
ADAMS & SONS CO.	
Tutti Frutti, 36 5c. bars	per box \$1 20
" " (in cream pitcher) 34 5c. bars	1 20
" " (in sugar bowl) 36 5c. bars	1 25
" " (in glass jar) 115 5c. pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c. packages	3 75
Pepsin Tutti Frutti, 23 5c. packages	0 75
Round Pepsin, 30 5c. packages	1 00
Cash Register, 390 5c. bars and pkgs.	15 00
Cash Box, 160 5c. bars	6 00
Tutti Frutti Show Case, 180 5c. bars and packages	6 00
Variety Gum (with book in each box) 150 1c. pieces	1 00
Banner Gum (English or French wrappers) 115 1c. pieces	
Flirtation Gum (English or French wrappers) 115 1c. pieces	

In the shape  
of a  
**6-lb. Horseshoe.**  
**Enameled  
Tins.**

True, we now sell our Edwardsburg Silver Gloss Starch in handsome, durable, useful 6-lb, Enameled Tins, but we also sell it in the 1-lb. packages that you know so well—it rests with you to say as to which you wish to have. We have not lowered the quality of "Silver Gloss" to meet the increased expense of the Enameled Tins—the quality remains steadfastly of the same high standard that you have known so many years. You can't better the best—even En-

ameled Tins won't do it; but perhaps as a store attraction, the Tins will answer a wise purpose. Choose which—the 6-lb. Tins (in horseshoe shape), or the 1-lb. packages of

Edwardsburg Starch Co., Limited  
Cardinal, Ont.

**Edwardsburg  
Silver Gloss  
Starch.**

Mexican Fruit, 36 5c bars.....	1 20
Sappota, 150 lc pieces.....	0 90
Orange Sappota, 150 lc pieces.....	0 75
Black Jack, 115 lc pieces.....	0 75
Red Rose, 115 lc pieces.....	0 75
Magic Trick, (English or French wrappers) 115 lc pieces.....	0 75
<b>CHOCOLATES &amp; COCOAS.</b>	
Cocoa—	EPPS'S. per lb.
Case of 14 lbs. each.....	0 35
Smaller quantities.....	0 37½
CADBURY'S.	
Frank Magor & Co., Agents. per doz	
Cocoa essence, 3 oz. packages.....	\$1 65
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose.....	0 40
"    1-lb. tins.....	0 42½
Nibs, 11-lb. tins.....	0 35
TODHUNTER, MITCHELL & CO.'S.	
Chocolate—	per lb.
French, ¼'s—6 and 12 lbs.....	0 30
Caracas, ¼'s—6 and 12 lbs.....	0 35
Premium, ½'s—6 and 12 lbs.....	0 30
Sante, ¼'s—6 and 12 lbs.....	0 26
Diamond, ¼'s—6 and 12 lbs.....	0 22
Sticks, gross boxes, each.....	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs..	0 30
Pearl, "    "    "    "    "    "    "	0 25
London Pearl 12 and 18 "    "	0 22
Rock "    "    "    "    "    "    "	0 30
Bulk, in boxes.....	0 18
Royal Cocoa Essence, packages.....	40
FRY'S.	
Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes.....	0 42
Vanilla, ¼'s.....	0 42
"Gold Medal" Sweet, ¼'s, 6 lb. bxs.	0 29
Pure, unsweetened, ¼'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 14 lb. bxs.	0 24
Fry's "Monogram," ¼'s, 14 lb. bxs.	0 24
Cocoa—	per doz.
Concentrated, ¼'s, 1 doz. in box..	2 40
"    "    "    "    "    "    "	4 50
"    "    "    "    "    "    "	8 25
Homeopathic, ¼'s, 14 lb. boxes....	
"    "    "    "    "    "    "	
"    "    "    "    "    "    "	

JOHN P. MOTT & CO.'S.	
R. S. McIndoe, Agent, Toronto.	
Mott's Broma.....	per lb. 0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (¼'s)....	0 32
Mott's Breakfast Cocoa (in tins)....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 23
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate..	0 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
Mott's Sweet Chocolate Liquors.....	0 19
COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, ¼ lb. tins, per doz..	\$3 75
Cocoa Essence, ¼ 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—	
¼ lb. Packages, 15 or 30 lb. cases....	0 27
½ & ¾ lb. "    "    "    "    "    "    "	0 28
¾ "    "    "    "    "    "    "	0 29
1 "    "    "    "    "    "    "	0 29
"    "    "    "    "    "    "	0 29
"    "    "    "    "    "    "	0 30
"    "    "    "    "    "    "	0 30
Bulk—	Brls
White Moss, 10, 15 or 20 lb.....	0 18
Feather Strip, "    "    "    "    "    "	0 20
Ribbon, "    "    "    "    "    "	0 18
Special Shred, "    "    "    "    "    "	0 16
Macaroon, "    "    "    "    "    "	0 16
Crown Desicc'd, 12, 20 25.....	0 16
Special, "    "    "    "    "    "	0 15
STANDARD COCOANUT MILLS.	
Feather strips.....	18 21
Cream shredded.....	17 20
Standard.....	15 18
Macaroon.....	15 17
Desiccated.....	14 16
Shavings, in packages.....	16 18
Cream shredded, ¼ lb. ....	29
"    "    "    "    "    "	28

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

COFFEE.	
JAMES TURNER & CO.	
Mecca.....	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
Maracibo.....	0 18
West India.....	0 16
Rio, choice.....	0 12
CLOTHES PINS.	
BOEKH 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

EXTRACTS.	
per doz.	
Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors.....	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors.....	0 75
Dalley's Fine Gold Extracts, 2 oz. bot- tles, all flavors.....	1 25
Crown Brand (Greig Mfg. Co.)—	
1 oz. Bottle, per doz.....	0 90
2 "    "    "    "    "    "    "    "	1 50
2½ "    "    "    "    "    "    "    "	2 00
4 "    "    "    "    "    "    "    "	3 00
8 "    "    "    "    "    "    "    "	6 00
4 "    "    "    "    "    "    "    "	4 00
8 "    "    "    "    "    "    "    "	6 00
P. G. FLAVORING EXTRACTS	
8 oz. Glass Stopper bott.....	\$6 00
4 oz. "    "    "    "    "    "    "    "	4 00
8 oz. Plain bottles.....	5 00
4 oz. "    "    "    "    "    "    "    "	3 00
2½ oz. Cabinet bottles.....	2 00
2 oz. Bottles.....	1 50
1 oz. "    "    "    "    "    "    "    "	1 20
Per gallon.....	7 00
Per pound.....	1 00

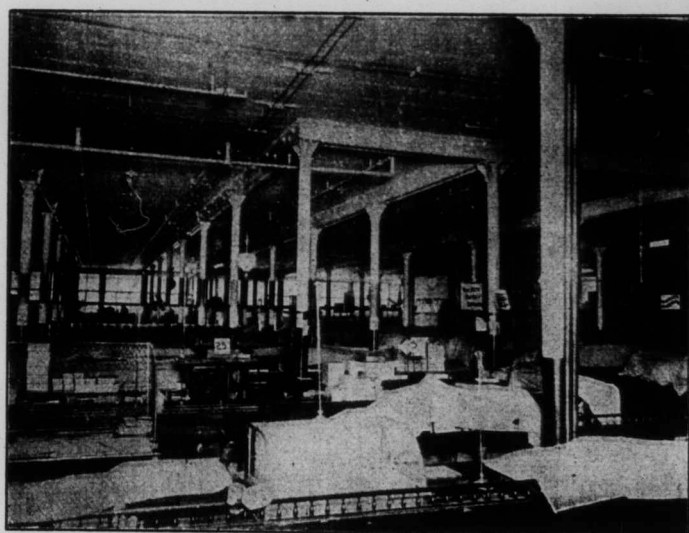
FOOD.	
ROBINSON'S BARLEY AND GROATS.	
Patent Barley, ½ lb. tins.....	per doz. 1 25
"    "    "    "    "    "    "	2 25
"    "    "    "    "    "    "	1 25
"    "    "    "    "    "    "	2 25
DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS. per doz.	
Buckwheat, 2½-lb. pkgs. 3 doz. case....	1 20
Pancake, 2 lb. pkgs. 3 doz. case.....	1 20
Tea Biscuit, 2-lb. pkgs. 3 doz. case....	1 20
Graham Flour, 2-lb. pkgs. 3 doz. case..	1 20
Bread and Pastry Flour, 2 lb. pack- ages, 3 doz. cases.....	1 20
CANADA MFG. CO.	
"Star" Self-Raising Flour, 3-lb. pkgs..	1 30
"    "    "    "    "    "    "	2 60
Flexman "    "    "    "    "    "    "	1 30
"    "    "    "    "    "    "	2 60
GELATINES.	
COX'S.	
2's.....	1 10
4's.....	1 10
8 Quart size.....	2 20

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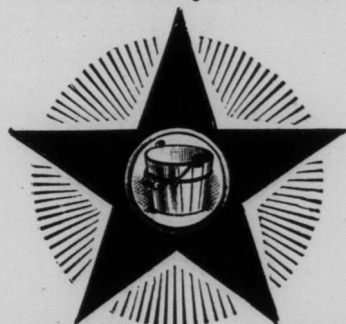
JAPAN GLACE,  
JAPAN MIKADO,  
POLISHED CRYSTAL,  
SNOW JAPAN,  
JAPAN ICE DRIPS.

MOUNT ROYAL MILLS BRANDS

D. W. ROSS CO'Y., AGENTS,  
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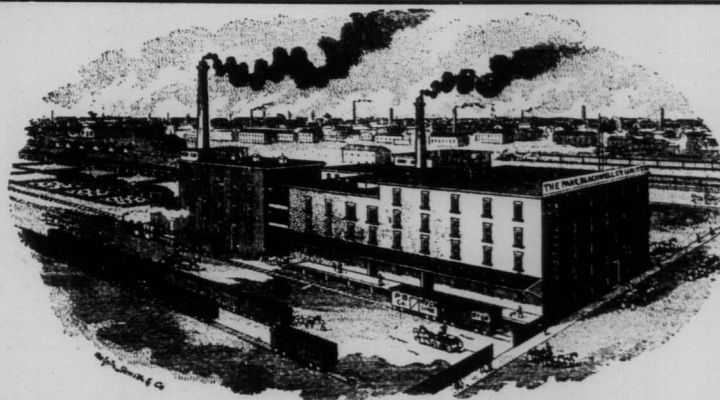
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Plate Beef  
Mess Pork  
Dairy Butter  
Cheese, D. Apples

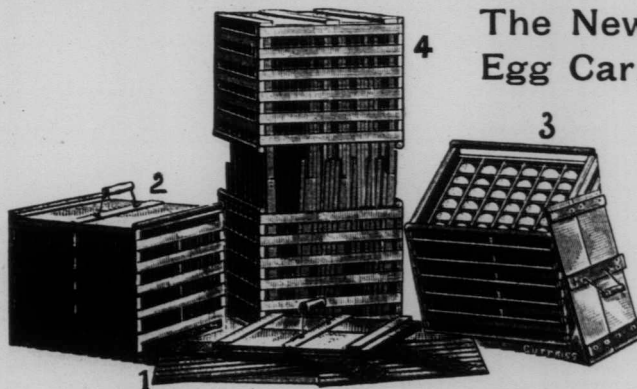


Fig. 1. Folded Flat. Fig. 2. Set up, closed.  
Fig. 3. Set up, open. Fig. 4. Shows 1/2-do. crates packed for shipment.

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The Humpty-Dumpty

Has no equal for Farmers' use. Light and durable. Breakages and miscouants out of the question. Handy for carrying anything with fillers removed.

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INDURATED FIBRE WARE.

Table listing various fibre ware items such as Star Standard, Milk, Round-bottomed fire pail, Tubs, Fibre Butter Tubs, Nests, Keelers, Milk Pans, Wash Basins, Handy Dish, Water Closet Tanks, Dish Pan, Barrel Covers, and Railroad or Factory Pails with their respective prices.

JAMS AND JELLIES.

Table listing Jams and Jellies including Orange Marmalade, Clear Jelly Marmalade, Strawberry W. F. Jam, Raspberry, Apricot, Black Currant, Other Jams, and Red Currant Jelly, along with Southwell's Goods like Raspberry, Strawberry, Orange, and other fruit jellies.



P. G. JELLY POWDER. Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 90c. per doz. P. G. ICINGS. Chocolate, 2 doz. cases \$1.25 per doz. Lemon, white, pink, canary and Kerneline 2 doz. cases, \$1.00 per doz.

Table listing T. Upton & Co. products including Raspberry, Strawberry, Red Currant, Pineapple, and various glass jars and tin pails with prices.

LICORICE.

Table listing Young & Smylie's Licorice products including various boxes, fancy boxes, and licorice lozenges with prices.

MINCE MEAT.

Table listing Mince Meat products like Wealey's Condensed Mince Meat and Nicholson's Mince Meat with prices.

MUSTARD.

Table listing Mustard products including Coleman's or Keen's Mustard, Dalley's Mustard, and French Mustard with prices.

Table listing Crown Brand products like Beer Mug, Tumbler, Cream Jug, Sugar Bowl, and Caddy with prices.

Table listing The F. F. Dalley Co. products including Mustard, Superfine Durham Mustard, Jersey Butter Color, Curry Powder, and Orange Marmalade with prices.

PICKLES---STEPHENS'

Table listing Pickles and other products like Patent stoppers, Corked stoppers, and Corn Starch with prices.

SODA---COW BRAND.



Case of 1 lbs. (containing 60 pkgs.), per box \$3.00. Case of 1/2 lbs. (containing 120 pkgs.), per box \$3.00. Case of 1/4 lbs. (containing 240 pkgs.), per box \$3.00. Case of 5c. pkgs. (containing 96 pkgs.), per box \$3.00.

SOAP.

JOHN TAYLOR & CO. Eclipse (Twin-bar), per box \$4.00. Freight prepaid 5 box lots. Special discount for larger quantities. BRANTFORD SOAP WORKS CO.



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



"Maypole Soap" colors 1 box and less than 5 per gross, \$4.00. Maypole Soap, black, 5 boxes and upward, 4 per gross, \$4.00. Freight prepaid on 5 box lots.

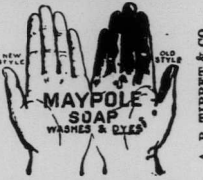


Table listing Starch products from Edwardsburg Starch Co., Ltd. including Laundry Starches, Canada Laundry, Silver Gloss, and various other starch types with prices.

THE F. F. DALLEY CO. Boston-Laundry, 40 pkgs. to box, per package 0 08. Culinary---Toledo Corn Starch, 40 pkgs. to box, per lb. 6 1/2c.



Table listing Kingsford's Oswego Starch products including various sizes of starch boxes and packages with prices.

Table listing Ontario Starch products including Silver Gloss and Pure starches with prices.

Table listing The Brantford Starch Co., Ltd. products including Laundry Starches, Canada Laundry, and various other starch types with prices.

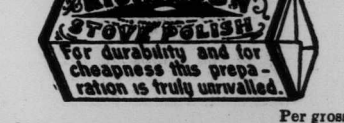


Table listing Celluloid Starch products including various sizes of starch boxes with prices.

No. 1 Pure Prepared Corn--- 1 lb. pkgs., boxes 40 lbs. 0 06. STOVE POLISH.



Table listing Enameline Stove Polish products including various sizes of polish boxes with prices.



Rising Sun, 6-oz. cakes, 1/2-gross bxs. \$ 8 50. Rising Sun, 3-oz. cakes, gross bxs. 4 50. Sun Paste, 10c. size, 1/4 gross boxes... 10 00. Sun Paste, 5c. size, 1/4 gross boxes... 5 00.



Table listing Tiger Stove Polish products including various sizes of polish boxes with prices.

Table listing Silverine Stove Polish products including various sizes of polish boxes with prices.



Table listing Salada Ceylon Tea products including various sizes of tea boxes with prices.



Table listing Ram Lal's Pure Indian Tea products including various sizes of tea boxes with prices.



Table listing Kolona Pure Ceylon Tea products including various sizes of tea boxes with prices.

Table listing Crown Brand Ceylon Tea products including various sizes of tea boxes with prices.

Table listing Luella Ceylon Tea products including various sizes of tea boxes with prices.

Table listing Tobacco products including Foreign, Domestic, and various other tobacco types with prices.

Table listing Woodenware products including Washboards, Telephone, Tiger, Empire, Safety, Parlor, and Victoria products with prices.

Table listing Bockh Bros. & Company products including Washboards, Leader Globe, Improved Globe, Standard Globe, Solid Back Globe, Jubilee, Crown, and Little Comet products with prices.

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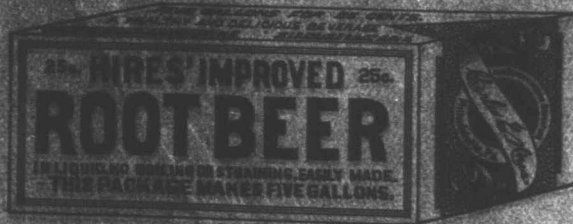
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