

Manufacturers of **Colman's Mustard** by Special Warrant **THE QUEEN**

# COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

**TWO GOLD MEDALS**  
INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862      Only Silver Medal Paris 1875  
Only Medal Dublin 1865      Grand Gold Medal Moscow 1872 & 75



Selected  
Quality  
Full  
Weight

**CLOVER LEAF**



**SALMON**

Every  
Can  
Guaranteed

**GIVE HIM THIS**

When your customer gets a little cranky—doesn't like your prices—doesn't want to "buy gold dollars"—

Then offer him this beautiful



**CIGAR MOISTENER BOX**

As a premium to dealers it's a trade-winner. As a present to the customer nothing could be more acceptable or more attractive. He'd pay a price for it, too, if the dealer should ask it. You can do it either way—a premium or a sale.

**The Price—**  
Per dozen, \$ 5—less in quantities  
Terms, 2% cash 10 days, 30 days  
net, F.O.B. Chicago.

Made of oak, handsomely finished and lined. Key and ornamental key plates. "Cigars" in silver finish scroll on lid.

**The Regent Manufacturing Company**

Toronto Office, 72 Bay St.

Wabash Ave., Chicago

**TALK THAT TALKS.**

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

ST. JOHN, April 6th, 1898.

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

W. A. MAGEE.

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

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

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

**Queen Biscuit Co.**

ST. JOHN, N.B.

(We manufacture over 500 lines of Biscuits.)

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



**Slade's Pure... English Butter Scotch**

HOME MADE DELICACY

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

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

PURE AS THE CRYSTAL SPRING

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

**"SURE CATCH"**

Seal Wax Border  
**Sticky Fly Paper**

PRICE LIST FOR 1898

One or more Boxes..... \$0.40 per box  
Half Cases (Five Boxes)..... 1.00 each  
One to Five Cases (Ten Boxes each)..... 3.00 per case

At the solicitation of many jobbers we shall also pack "Sure Catch" in half cases, thereby avoiding re-packing small lots.

SPECIAL OFFER

In every case of "SURE Catch" Sticky Fly Paper, we shall pack 10 sheets of "SURE-CATCH" Poison Fly Paper free, (one sheet in each carton). At the usual price, this nets the dealer 68% per case more than the usual profit on Sticky Fly Paper.

**"Sure Catch" Poison Fly Paper.**

Made of extra heavy absorbent felt paper.  
Packed 6 sections in an envelope.

PRICE LIST: 1 Box, 50 Envelopes, \$1.25.

1 Case, 10 Boxes, 500 Envelopes, \$10.00

**J. HUNGERFORD SMITH CO.**

ROCHESTER, N. Y.

Manufacturing Chemists

TORONTO, ONT.

We also manufacture "TRUE FRUIT" Fountain Syrups.

**Short, Snappy  
Hints,  
for Long, Dull  
Days.**

**Stower's  
Lime  
Juice**

The Concentrated Lime Juice "that draws trade." By 20 per cent. the strongest Lime Juice made. Absolutely "no musty flavor."

After the cork is drawn its keeping qualities are unimpaired. "Best because purest and goes farthest."

**Maypole  
Soap  
Dyes.**

For economical women—  
for you because profitable to handle.

Clean, quick, fast, brilliant. The new English Home Dye that washes and dyes at once.

**Stephens'  
Sound  
Pickles.**

Packed in absolutely  
pure Malt Vinegar—Stephens' Vinegar.

Sound and crisp always. A pickle of high quality at a low cost to you.

**Lazenby's  
Soup  
Squares,**

and Lazenby's Jelly Tablets  
for summer use.

For campers and picnickers, and all folks who want highest quality, and want their soup or jelly quick!

**Fry's  
Pure  
Cocoa,**

and Fry's Chocolate have  
taken medals and awards in all parts of the world. YOUR reward in selling them comes from the confidence and profit you win.

Sold by Wholesalers generally.

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

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

# Drifting ?

No wind to fill the business sails? You can sit down and whistle for it but it won't come—perhaps you are satisfied to drift along with the tide. The more you drift the easier it is to reconcile yourself with the backward progress you make.

Please remember one thing—there are business wrecks on the rocks ahead. A little effort at the oars would have carried them safely by. Get out the oars and pull, if you are simply drifting—here are two good oars to use.

## Greig's Crown Brand Flavoring Extracts

Wanted, because so economical to use. Strong, rich, pure, "true to Nature" in their 40 different fruit, flower and spice flavors.

And put up in most attractive cartons, with business-bringing cards and leaflets and first class testimonials.

We have a helpful plan to assist you in introducing them where their virtues are not known.

**The Greig Mfg. Company**  
Robert Greig & Co., Agts.  
Montreal.

## MacKay's Essence of Coffee and Chicory

Wanted **now**, by campers and picnickers and travellers. Convenient, handy, quick for the "hurried folks" who travel.

Absolutely pure Chicory of the highest grade there is or can be, combined with the essence of the richest coffee bean that grows.

Prepared, stamped and sealed by John MacKay & Co., of Edinburgh and Glasgow.

**Robert Greig & Co., Agts.**  
Montreal.



# Quality Talks

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

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

**Rose & Laflamme, Agents, - Montreal.**

**CADBURY'S  
CHOCOLATES**

ARE  
SIMPLY  
DELICIOUS  
AND ARE  
PACKED  
SPECIALLY  
FOR  
CANADIAN  
MARKET.

**CADBURY'S COCOA**

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

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

IT IS  
ABSOLUTELY PURE, "A PERFECT FOOD,"  
THEREFORE BEST.

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

VIEW OF MANUFACTORY, BOURNVILLE

SCENE ON CADBURY'S COCOA ESTATE

**CADBURY'S  
COCOA**

(Absolutely Pure)

AND  
MEXICAN  
CHOCOLATE  
HAVE  
AN  
ENORMOUS  
SALE  
ALL OVER THE  
WORLD.

Agents: **MESSRS. FRANK MAGOR & CO.,** <sup>16</sup> St. John St. **MONTREAL**

## Twelve Gold Medals



—HAVE BEEN AWARDED TO—

# Gillard's New Pickle

for superior excellence.

**6,000 Hotels and Restaurants**

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

## GILLARD'S NEW SAUCE

*A Table Relish par excellence.*

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

Sold by all...

Wholesale Grocers  
in Canada.

**GILLARD & CO.**

Sole  
Manufacturers.

**London, England**



THE NEW FLAVOR.

**AURORA**  
(Registered Trade Mark)

Ceylon  
Tea

A Tea of delightful, invigorating and refreshing qualities—one to catch the trade of lovers of good tea—and hold it. In 1 lb. and ½ lb. packages, at once unique and attractive. Absolute purity and healthfulness guaranteed.

Retails at 35, 40, and 50 cents.

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

# TANGLEFOOT

Sealed Sticky Fly Paper.



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

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

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

SEE THAT IT LOOKS LIKE THIS.

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

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

# THE CANADIAN GROCER

Vol. XII. (Published Weekly)

TORONTO AND MONTREAL, JULY 1, 1898.

(\$2.00 per Year) No. 26

## ELIJAH ADAMS MORSE.

**E**LIJAH A. MORSE, ex-Congressman, died at his home, on Washington street, Canton, Mass., on June 5, surrounded by the members of his family. He had been a great sufferer from an aggravated disease for a long time, and very recently he had an attack of muscular rheumatism, which, coupled with his ailments, compelled him to take to his room, to which, except at rare intervals, he had been confined for the past three weeks.

No public man in Massachusetts, if indeed in New England, was better known than the late Elijah Adams Morse, of Canton, says an exchange. His career had been a remarkable one, and his success in life was the outcome of a persistent and earnest endeavor, which permeated his individuality even in his youthful days, to amass a fortune and to become distinguished among his fellow men. He attained both objects, and held many important public positions, filled them with all honor and integrity, and exerted a large influence for good in his day and generation.

Elijah was born at South Bend, Ind., May 25, 1841. Eleven years thereafter the Morse family returned to Massachusetts, and the boy was sent to the public schools of Sherborn and Holliston. Barefooted he went from house to house peddling the berries he had gathered in the pastures. This was but a precursor to his peddling of stove polish—for he began the great business of selling the polish from house to house. Later, he attended the Boylston school in Boston, and finished his education at the Onondaga academy near Syracuse, N.Y.

In May, 1861, when 20 years of age, he enlisted as private in Co. A, 4th Regiment Massachusetts Volunteers, for the period of three months, and was discharged at Long Island in August, 1861, by reason of expiration of term of service. He reenlisted in

September, 1862, as private in Co. A, 4th Regiment of Massachusetts Volunteers, and was discharged therefrom as corporal at Lakeville, Mass., in September, 1863, by reason of expiration of term of service. He was at the battle of Camp Bisland, La., and was taken prisoner at Brashear City, La., in June 1862, and subsequently paroled but never exchanged.

The foundation of his fortune was laid in the days when he was a schoolboy. In



ELIJAH ADAMS MORSE.

speaking of his early days, Mr. Morse once said, while in a confidential mood:

Among father's acquaintances was the learned Dr. Jackson, a prominent chemist of Boston. He was the one who first invented chloroform and ether, although the credit for these discoveries is given elsewhere. He and my father used to have long conferences, and frequently they spent the night together. On one of these visits we boys asked father to give us a recipe to make something that we could peddle during school vacations.

He brought home to us a recipe for making stove polish. I was then 15, and attending a public school in Boston. I bought \$5 worth of the materials called for by the recipe. I made a small lot in a hand-mould and dried it on the stove. I sold it at retail from a carpet bag. My first sale was made in Hyannis on the Cape.

At that time I never thought of making a business out of the manufacture of blacking, but seemed to be successful, and the little 12 by 15 factory has grown to cover four acres, with a hundred men employed inside.

Very early in my experience I began spending portions of my profits in advertising, and at the present time have an advertisement in 4,000 of the newspapers of the United States.

My success, I think, is largely due to advertising. When a young man, before my marriage, I canvassed 22 States, selling my goods myself. I have never drunk or used tobacco, and never worked or traveled for business on Sunday. I worked so hard I think I should have destroyed my health if I had.

It seems incredible that the present enormous business done by Morse Brothers could have had such a humble beginning. The first product was made in a little hand-mould, dried on a stove and sold by the boys from a carpet bag. The first factory was a building 12 x 15 feet; and Morse Bros.' first horse cost \$10, with a wagon and harness to match, and the animal couldn't trot down hill. The limits of this sketch will not admit of any detailed account of the growth of the business since that time, in fact it is known to every retail grocer or housewife in the land; suffice it to say the small factory has been enlarged and increased from time to time, until it now covers four acres at Canton, Mass., and has a capacity of ten tons of stove polish per day, and the goods which had this humble and small beginning are now sold in every English-speaking country on the face of the earth. The Rising Sun stove polish, in cakes, has been a household word in every American home for nearly 40 years. It has an annual sale of over 3,000 tons. In his business Mr. Morse acquired a large fortune, and for the use of his trade mark in England he received \$200,000.

His earlier political career Mr. Morse himself describes:

I was first nominated at a Republican caucus in Canton for member of the House of Representatives in 1875. I met with great opposition from the older members of the party, but I ran 98 votes ahead of my ticket in my own town, which naturally pleased me very much. Later I was elected a member of the Massachusetts Senate and served for two years in that body, during the years 1886 and 1887. In 1888 I was a member of Governor Ames' Council, and the same year was elected a member of the Fifty-first Congress. I always voted the Republican ticket except once, and that was the year when the Prohibition Party nominated me

## 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.

Lieutenant-Governor, with Judge Pitman for Governor. The Prohibition party polled the largest vote it ever polled that year. It was in 1877. All we did, however, was to divide the temperance vote and elect a few rum-sellers to the Legislature, and so I returned to my first love, the Republican Party.

Mr. Morse was a member of the New England Historical Genealogical Society, of the Congregational and Norfolk clubs, of Post 94, G.A.R., of the Sons of the Revolution, and has been for many years a deacon of the Congregational church at Canton. He was also a member of the Blue Hill lodge, I.O.O.F.

He was a man of pleasant manners, quick in movement and somewhat nervous and rapid in utterance. When he made up his mind to take a certain course in an affair he was not easily moved from his determination, and his persistence and pluck were important factors in his success in life in a business way as well as politically.

### THE CURRANT SITUATION.

D. PASQUA, of Patras, under date of June 2, 1898, writes as follows regarding currants: "The past month has been unusually buoyant and active, and all the principal consuming markets have drawn further supplies from Greece. The holders of fruit have had the good sense of moderating their exactions and met buyers in a conciliatory spirit, actual quotations being: Provincial half-cases, 17s. 9d. c.i.f. London.

"The approaching crop, considered in its general aspect, is satisfactory so far. Considerable loss will undoubtedly result from 'peronosporos' and other diseases, but this drawback will have its favorable side, as it will tend to moderate the volume of the crop, and bring it within the compass of the consumptive demand. Our exports to date, with the comparative list of last year, are as follows:

	May 31, '98	May 31, '97	July 31, '97
	Tons.	Tons.	Tons.
England .....	56,795	54,144	54,700
United States and Canada .....	13,130	14,065	14,665
Australia .....	3,120	2,775	2,775
Holland, Belgium, Germany and Austria .....	25,310	42,200	42,200
France .....	1,668	5,470	6,223
Russia .....	.....	19,321	19,321
Sundries .....	300	1,000	1,200
Totals .....	100,383	138,975	140,484

### HIGH WHEAT PRICES AND SUPPLIES.

"THE truism that high prices attract supplies, is exemplified in a remarkable degree by the readiness with which the United States, Russia and, later, India, have responded to the call, and are sending us and 'the dear neighbors' enough and to spare," says Dornbusch. "It has been aptly said, by a merchant of many years' successful experience, that a rise of 5s. would almost produce another crop; anyway, it would turn a poor one into an average, and an average into a bumper crop. Russian officials and shippers admit that reserves in the interior were larger than anticipated; while rates ruled low the up-country dealer or farmer was unable to move his grain, but steady advance in value brought remuneration nearer to his door, and each rise of one shilling per quarter largely increased the area of comprehension, and set rolling toward the seaboard the flood of long stored grain, which will be welcomed in many a Mediterranean port, as the spring wheat from the bounteous northwestern States and white from the Pacific slope are eagerly awaited in this country and France. The persistent weakness in America has disrupted the futures market at this side, and prevented any rally in dealing with wheat near at hand, while millers, finding the demand for flour reduced to a minimum, are in no mood to buy grain on a steadily falling market. Some sanguine folks still hope for recuperation of value in July, but just now the expounder of statistics is crying in the wilderness, for the wants of the present being apparently satisfied, no general uneasiness is manifested as to supplies in the closing month of the cereal year. In some parts of the country, recent weather has caused anxiety. There can be no doubt that a wet summer would mean grave injury to the wheat crop. In the event of such a catastrophe, the market would easily become excited, and, it is quite possible, that retrocession of value is pro-

ceeding too rapidly for prudent trading. 'It is a way that they have in the market,' of overdoing the thing either in one direction or the other."

### ADVERTISING.

I am an advertiser great!  
In letters bold and big and round  
The praises of my wares I sound—  
Prosperity is my estate.  
The people come,  
The people go,  
In one continuous,  
Surging flow—  
They buy my goods and come again,  
And I'm the happiest of men;  
And this the reason I relate—  
I am an advertiser great.  
There is a shop across the way,  
Where ne'er is heard a human tread—  
Where trade is paralyzed and dead—  
With ne'er a customer a day.  
The people come,  
The people go,  
But never there—  
They do not know  
There's such a shop beneath the skies,  
Because he does not advertise;  
While I with pleasure contemplate  
That I'm an advertiser great!  
The secret of my fortune lies  
In one small fact which, I may state,  
Too many tradesmen learn too late—  
If I have goods, I advertise!  
Then people come,  
And people go,  
In constant streams;  
For people know  
That he who has good wares to sell  
Will surely advertise them well;  
And proudly I reiterate,  
I am an advertiser great.

—Eugene Field.

### BANK OF HAMILTON.

The annual meeting of the shareholders of the Bank of Hamilton took place on the 20th. An excellent year's business was reported. The expansion of the bank's activities into the Province of Manitoba has proved successful, with still more brilliant prospects for the future. In Ontario, new agencies have been opened at Niagara Falls, Delhi, and Southampton. The following board was reelected: John Stuart, president; A. G. Ramsay, vice-president; John Proctor, Geo. Roach, A. G. Wood, M.P., A. B. Lee, and Wm. Gibson, M.P.



# *Diamond Crystal Salt*

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

LUCAS, STEELE & BRISTOL, Agents, Hamilton.



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

**JAMES TURNER & CO., - Hamilton**

## **DAILY WANTS--**

Condensed Coffee and Milk  
Evaporated Cream  
Condensed Milk

**"REINDEER" BRAND**

"The Old Reliable"

**WE CAN . . .**

supply your wants  
with the . . .  
Choicest of

**CANNED GOODS**

## Picnic Season

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

WRITE US FOR PRICES.

**THOS. KINNEAR & CO.,**

Wholesale Grocers,  
49 Front Street East,

**TORONTO.**

### TRADE IN HALIBURTON AND VICINITY.

I HAD a pleasant five minutes' chat a few days ago with Mr. H. H. Clarke, of Haliburton. Mr. Clarke is manager of the general store in that town owned by Mrs. Bessie Anderson, and was in Toronto on business and, as he facetiously remarked, to "pay his debts."

"Trade in Haliburton," he said in reply to a query, "is not bad. But Haliburton is in a lumbering district, and, of course you know, the lumber trade is not good. Then the limits in our part of the country are becoming exhausted, and the lumbermen are moving further back into the country. The Gilmours, for instance, are now cutting away back in the Algonquin Park, the territory set apart by the Ontario Government as a National Park. There are now altogether from twelve to fifteen concerns cutting timber in that park, and each of these concerns employ, as a rule, from four to five hundred men."

"But," I interposed, "is not that a strange proceeding; it will be a queer natural park when it is deprived of its forests."

"Well, the people I have spoken to regarding the matter," continued Mr. Clarke, "say that the timber limits within the park were sold by the Government be-

fore the area comprising it as such was set aside as a park."

Then Mr. Clarke animadverted upon the raw fur trade. "At one time," he said, "at Haliburton, over \$3,000 per day was sometimes paid out for furs during the season. The trappers would go out twice a year—in the spring and fall. Their chief hunting ground was the territory now known as the National Park. Since it became a park, however, it is unlawful for them to trap game there. And, as a result, the fur trade in Haliburton has been killed. This is a great loss to our town."

"What are they doing in your neighborhood in the way of mining?" I ventured.

"Well, they have been doing a good deal of prospecting for gold, and during the past few weeks men have been at work on the mountain behind the town. They have done a deal of blasting, and they claim that the ore being turned out is assaying \$15 per ton. They are now trying to float a company and put in crushers."

"How are the farmers doing up your way?"

"Haliburton is not a good farming country, and our farmers used to raise perhaps \$50 to \$100 by going into the woods during the winter; but now they cannot do that. They are, however, devoting more attention to their farms. They are raising

more live stock, for instance, while the butter of Haliburton is as good as any in the Dominion. While we cannot raise much grain, our lands are well adapted for grazing, being well watered."

Mr. Clarke has not been in Toronto for eight years, and he observed several improvements in the city.

OMAR.

### THE U. S. APPLE CROP.

In all the New England States, except Rhode Island, the condition of apples is considerably above the June average for the last ten years. In New York it is 5 points above the ten year average, in North Carolina 8 points above, in Michigan 17 points, in Wisconsin 31 points, in Iowa 8 points, and in Nebraska 13 points. The average condition of the New York crop, June 1, was 93 points. On the other hand, the present early indications are less favorable than usual in the following States, and to the extent indicated: Rhode Island, 5 points; New Jersey, 4 points; Maryland, 8 points; Virginia, 4 points; Georgia, 3 points; Alabama, 3 points; Arkansas, 13 points; Tennessee, 11 points; West Virginia, 30 points; Kentucky, 12 points; Ohio, 7 points; Indiana, 15 points; Illinois, 6 points; Missouri, 11 points; Kansas, 1 point.



FOR  
**Cottage and Palace**

*Keep in a Cool Place.*

**Cruise and Camp**

## In Your Behalf

as well as for our own present and future interests, we are selling to you direct from the mills. Even in the interest of our own reputation we do not forget that Quality counts for **both** of us. Thus, there is a mutual cooperation for more and better business.

The so-called dull summer trade can be brightened up with Tillson's Flake Barley—light, healthful, unequalled for the breakfast porridge. Let us send you samples of it. "It doesn't heat the blood."

**Tillson's  
Flake  
Barley.**

From Manufacturer to  
Retailer Direct.

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

### PRICES OF COMMODITIES.

**M**R. A. SAUERBECK furnishes the following index numbers of the prices of 45 commodities, the average of the 11 years, 1867-77, being 100:

Average.		Average.	
1878-87	79	December, 1893	67.0
1888-97	67	July, 1896	59.2
1889	72	December, 1896	62.0
1893	68	September, 1897	63.4
1894	63	December, 1897	62.4
1895	62	January, 1898	62.8
1896	61	February, 1898	63.4
1897	62	March, 1898	63.0
		April, 1898	65.5
		May, 1898	66.4

The index number is the highest since the end of 1893, and the advance during last month is mainly due to wheat, oats and Manila hemp. The price of English wheat in 1894 was much affected by the damp condition of the crop. Prices are now declining, and December futures are as low as 32 to 33s. for American. Manila hemp rose from

£19 in March to £26 in April, and £37½ in May. Maize lost again the advance of the previous month. For most of the other articles there was not much change. Animal food products were a little lower, sugar somewhat higher. Iron and cotton remained unchanged; tin, tallow and petroleum advanced, and wool and copper declined to some extent. Taking articles of food and materials separately, the index numbers compare thus:

	July. 1896.	Sept. 1896.	Dec. 1897.	April. 1898.	May. 1898.
Food	60.0	67.5	66.5	70.7	71.5
Materials	58.6	60.4	59.4	61.7	62.7

Articles of food are now 2 points higher and materials 2½ points lower than at the end of 1893. As compared with the lowest period in 1896 there is a rise of 19 per cent. for the former and 7 per cent. for the latter. The prices and index numbers of silver were as follows (60.84d. per oz. being the parity of 1 gold to 15½ silver—100):

	Average.
End August, 1897, 23½d	39.2
End December, 1897, 26½d	43.8
End January, 1898, 26 3-16d	43.0
End February, 1898, 25½d	42.1
End March, 1898, 25 11-16d	42.2
End April, 1898, 26 5-16d	43.2
End May, 1898, 26½d	44.2

### A GROCER'S USE OF IRON PILLARS.

L. Birs, who has a nicely arranged grocery store in Longueuil, P.Q., makes effective use of the iron pillars that run down the centre of his store to support the ceiling. He has built a rack about them four feet from the floor, on which he is able to make a very good display of samples of goods in tins and glass.

He has also had fitted-up by his instructions a revolving stand, similar to the ordinary revolving bookcases, but more conveniently arranged. On the four sides are five tiers of sample biscuit boxes with glass fronts. The corners are filled in with confectionery in glass jars.

## Do you know

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

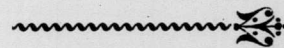
## Besides,

the Company assist you to sell their goods.

## Why,

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

**SELL  
GOOD,  
PROFITABLE  
LINES  
ONLY.**



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

**TORONTO**

# OLIVES

"SELECTED" and  
"MAMMOTH"

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

PRICES RIGHT.

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

## THE DAVIDSON & HAY, LIMITED, Wholesale Grocers, TORONTO

### HINTS TO BUYERS.

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

**WARREN BROS. & CO.** have a shipment of new season's Japan tea in stock this week.

"Swan" brand shelled almonds are in stock at H. P. Eckardt & Co.'s.

"Ice Castle" flat lobsters, ½-lb. cans, just arrived for W. H. Gillard & Co.

H. P. Eckardt & Co. have in stock some fine Amalies and Patras currants.

Armour's "Star" sliced ham is a new line which is in stock with Warren Bros. & Co.

H. P. Eckardt & Co. say that the sale of "Diamond Crystal" salt is steadily increasing.

D. Gunn, Bros. & Co., note a specially active demand for shoulder hams and rolls this week.

H. P. Eckardt & Co. have another car of Heinz's baked bean, pickles, sauces, etc., on the way.

W. H. Gillard & Co. have just at hand 1, 2, 3, and 5-gallon pails of extra choice domestic pickles.

"Sure Catch" sticky fly paper and safety poison plates is having ready sale with The Eby, Blain Co., Limited.

The demand increases daily for "Enameline," which is a full endorsement of all the manufacturers claim for it.

Montserrat lime juice and Stowers' lime juice and lime juice cordial are moving off freely with The Eby, Blain Co., Limited.

A full assortment of fruit jars in stock with W. H. Gillard & Co. The brand is "Beaver," which is well known to the trade.

D. Gunn, Bros. & Co. are putting up for customers so desiring their "Maple Leaf"

brands of smoked meats wrapped in oil paper, specially prepared for this purpose.

A 16-oz. domestic pickle, well placed, in good vinegar, which can be retailed at 10c., is one of this week's specialties with The Eby, Blain Co., Limited.

A full supply of fancy and polished Patna, fancy and choice Japan, Imperial glace, B, and granulated rices is in stock with The Eby, Blain Co., Limited.

The well known brands of cleaned and stemless currants, "Kalamos," "Morea," "Fancy Vonitsa," and "Star and Crescent," carried by The Eby, Blain Co., Limited, were never more popular than at the present time, owing to their attractive quality and price, which is but a trifle over that of the uncleaned fruit.

W. H. Gillard & Co. report an active sale for their "Aurora" Ceylon tea, in ½ and 1-lb. packages. Already, several repeat orders have been received by this firm, retailers stating that the very attractive package and real merit of the tea make it a taker with the consumer.

### JAPAN TEA.

Although, since the opening of the market, values in Japan teas have been fluctuating somewhat, yet a firmer tone now seems to prevail.

Toward the latter part of last week a cable was received stating that a further appreciation had taken place.

At the prices ruling, a good medium tea, which last year cost 16c. laid down, now costs something like 19.80c.

A gentleman, who quite recently returned from Japan, states that, owing to the low prices ruling on teas during the past few years, the owners of many of the plantations were pulling up the tea plants and putting in mulberry trees for silk cultivation, the latter industry being more profitable than tea raising.

The cable above referred to places the exports of Japan tea at 38,000,000 pounds, as against 43,000,000 pounds last year.

### OPENING CONTRACTS IN CANNED SALMON.

THE first important contracts in new pack canned goods were put through in Montreal the other day. The deals in question consisted of 4,000 cases of "Clover Leaf" salmon at \$3.50 f.o.b. Coast, for future delivery. These prices are about the same as those ruling at the opening last year, but, since they were made, agents in Montreal have been notified that prices have advanced 15c. per case. In addition to the contracts in salmon, new pack strawberries were placed, 2,000 cases being closed at \$1.35 to \$1.40 for 2 lb. tins, and \$2.40 for 3 lb. tins. Advices under date of June 15, from Vancouver, say: "Since writing last, we learn, that at a meeting of canners, while no definite action was taken to enforce any selling prices, the following minimum figures were agreed upon for the English markets: Liverpool or London, 1 lb. talls, sockeye fish, 17s. 6d. per case, c.i.f., equivalent to \$3.80; 1 lb. flats, 18s. 6d. per case, which is equal to \$4.10 f.o.b. Vancouver."

### VISIT FROM A HALIGONIAN.

Mr. H. D. Romans, who has lately started business for himself in Halifax as broker and manufacturers' agent, has been in Toronto this week, partly with a view to acquiring new agencies, a few more of which he desires to secure. Mr. Romans reported business rather quiet in Nova Scotia just now on account of the war between the United States and Spain, which has naturally caused a curtailment of that Province's trade with the West Indies.

### PERSONAL MENTION.

Mr. John Lamb, formerly of Converse, Colson & Lamb, Montreal, is lying at the Toronto General Hospital seriously ill, but his friends hope he will ultimately recover.

J. F. Eby, of The Eby, Blain Co., Limited; W. Logan, secretary-treasurer of The Davidson & Hay, Limited, and Harvey S. Kinnear, of T. Kinnear & Co., sailed from New York on Saturday for Great Britain.

## TRADE IN OTHER COUNTRIES THAN OUR OWN.

### THE CURRANT MARKET.

**A**LTHOUGH the demand from the dealers has been above what might fairly be expected, and certainly above what could be said to be the average for this time of the year, the market is again cheaper, more especially for the lower descriptions. The cause is by no means far to seek, and beyond all doubt is to be found in the fact that some of the holders have desired to realize somewhat faster than the fruit could be taken off. The legitimate holders are not so much to blame for this state of things, as their hands have been forced by the fact that from outside sources a considerable pressure to sell has been brought to bear upon the market, and what may be regarded as the nominal conditions of supply and demand have been interfered with and upset. Any market in which speculation is indulged in is, beyond all doubt, subject to disruptions of this kind, and it is probable that both the merchant and the dealer would be far better off if everything in the shape of speculation could be eliminated from it.—Produce Markets' Review.

### CANNED TOMATOES IN LIVERPOOL.

A London, Eng., paper of June 18, in referring to the canned goods market in Liverpool, said: "Tomatoes for new season are inquired for, but there are very few packers who will offer for the English market at present, and those who do so are asking much above last year's opening prices. Some business has been done in Italian goods at last season's rates, but there are now no sellers under 1½ d. per dozen in advance."

### SALMON AND LOBSTER IN LONDON.

Although the demand for salmon continues dull, the action of the combination of Fraser River packers in fixing a much higher range of prices for the new pack, has increased the tendency to firmness which already existed. It has become generally recognized that the present low range of spot prices cannot long continue, and, given a few weeks of fine weather, important alterations in the market are probable. Lobsters are selling steadily, and, in consequence of the high prices asked for new pack, a fair quantity of last season's fish has been sold at full prices. The few parcels of new that have come to hand have not been choice quality.—Produce Markets' Review.

### FLOUR IN GREAT BRITAIN.

Flour has gone down about 6s. to 7s. a sack on the week, so that prices are now about in the same position they occupied

before the boom. The bursting of this great bubble demonstrates in a striking manner the truth of the contention we have always held, that high prices are bad for the retailer. They are bad for him because he does not know how and when to buy, they are bad because his custom falls off—the reduction has been about 25 per cent. in consumption of flour—and they are bad because when the break comes he is often left with a lot of stuff bought on the rise, and his customers expect him to lower his charges immediately, though he cannot do so save at a loss to himself. We sincerely trust that few of our readers have been caught, and that in the rush to meet the public demand for a drop they will not be too hasty and land themselves in difficulties.—Grocers' Journal, June 18.

### CHEESE IN GREAT BRITAIN.

The season has not opened very well for cheese-making farmers. The stocks of last year's cheese have got cleared out at fairly good, though drooping prices, but there is little demand for new cheese, and the figures so far quoted are not encouraging. It is becoming more decisively proved every year that it is only in the production of the finest qualities of cheese that our home makers can hope to get remunerative prices. In all secondary and inferior qualities the competition of colonial and foreign cheese is so keen that only moderate prices can be hoped for. But the productions of our best dairies can always find a ready market.—Grocers' Journal, June 18.

### CALIFORNIA PRUNES.

Mail advices from San Francisco to the 18th inst. state that there are very few prunes left in the Santa Clara Valley, and that outside stocks are closely cleaned up. For the week ending June 11, but 1,500 pounds were shipped overland, the smallest for any week since the beginning of the season. Regarding the growing crop advices are that it is doing well, and the output promises to be as large as that of last season. There will be some shortage in certain sections, especially in the San Joaquin Valley.

### TEA FIRM IN NEW YORK.

The general market showed a firm tone. The volume of business transacted, although not large, was of moderate proportions, as dealers generally were in the market as buyers of lines and were gradually absorbing the supplies offering, and they found it necessary to pay full quoted values. The retailer was a moderate buyer, as both the out-of-town and local trade continued taking supplies and were paying full figures,

The advices from primal points continued to report firm markets, with no business of importance, but sellers continued to hold for prices above buyers' views.—N. Y. Journal of Commerce.

### THE SUGAR BOUNTIES.

There is no real news, says The Produce Markets' Review, about the progress of the Brussels negotiations for the abolition of the sugar bounties. The fall of the ultra-protectionist French Ministry may lead to further delay, but there are no signs of any general change of opinion in France on such matters. It is understood, however, that the leading French refiners, whose influence is so great in France, favor total abolition. Being men of wide information they do not take the petty views so common among their countrymen on trade matters, but see clearly that their interest lies in creating a sound and healthy market at home instead of having to force off their sugars artificially on unwilling markets abroad, which may at any moment be closed to them if the policy of the absolute exclusion of bounty-fed sugar be adopted, as seems possible in the case of England. The abolition of the French bounty would (with a small margin for increased consumption) enable the excise duty to be lowered 1d. per lb., or, say, 30 centimes per kilo, and this would materially stimulate the miserably small demand for sugar in France, and, later on, enable further reductions to be made. Opposition to the removal of bounties is feared from Russia, but this is probably only a reflection of French action, and if France saw any chance of the English market being closed, its great northern ally would probably at once alter its tone. The key to the situation is, therefore, to be found in France.

### CANNED GOODS IN NEW YORK.

Demand remains about as last noted, namely, moderate in volume, with some descriptions, notably tomatoes, quite dull. Tomatoes have offered at 95c. for Maryland No. 38, the regular quotation being \$1. New Jersey brands held with some steadiness, but the general quotation of \$1.05 is shaded by a few holders. Corn, like tomatoes, lacks demand, but there is no change in prices. Peas are quieter, the packing season at Baltimore being about at an end, marrows keeping the packers busy this week. New York State peas promise to be in only fair supply, the raw material not being plentiful, and some showing serious defects, due to unfavorable weather. California fruits for future delivery are now offered by nearly all the packers on the Coast, but owing to the crop shortage and the higher cost of rail transportation from the Coast, prices are 25 to 30c. above last season's opening prices. The demand for salmon is limited and quotations are nominal. Lobster is very scarce and firm.—Merchants' Review, June 24.

# Away Ahead

## of all Previous Records

The demand for **Ludella Ceylon Tea** each month eclipses its predecessor, and must continue to do so. It is an acknowledged fact by every merchant who has sold it, that it has paid handsomely, both in profit and satisfaction. This is the kind of an article they are glad to sell and recommend to their customers. Lead packages. 25, 40, 50 and 60 cents.

**H. P. ECKARDT & CO.**

Wholesale  
Grocers

**TORONTO**

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

And all Grocers' Sundries

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

Sample room

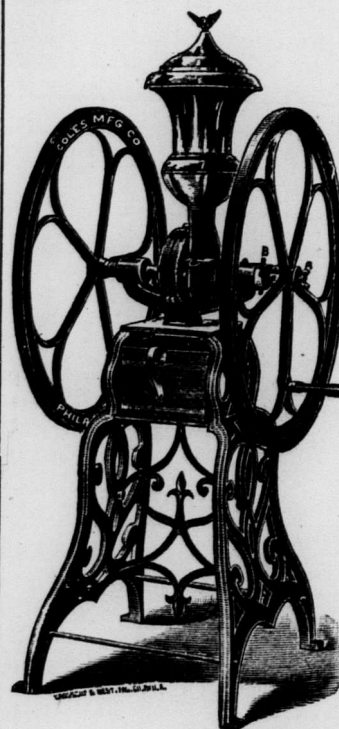
...MONTREAL, QUE.

56 and 58 Front West, TORONTO.

Sold and highly  
recommended by  
all leading gro-  
cers. . . . .



**Sovereign  
Matches**



## Notice.

Having introduced 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.



President,  
JOHN BAYNE MacLEAN, Montreal.

Treasurer,  
HUGH C. MacLEAN  
Toronto.

**THE MacLEAN PUBLISHING CO**  
Limited.

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

OFFICES:

MONTREAL - - - Board of Trade Building  
Telephone 1255.

TORONTO - - - - 26 Front Street West,  
Telephone 2148.

LONDON, ENG. - - - 109 Fleet Street, E. C.,  
J. M. McKim.

MANCHESTER, ENG. 18 St. Ann Street,  
H. S. Ashburner.

NEW YORK - - - - 14 Irving Place,  
M. J. Henry.

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

Published every Friday.

Cable Address in London, "Adscript."

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

**AN APOLOGY TO THE INLAND  
REVENUE DEPARTMENT.**

SHORTLY before the House of Commons prorogued the Parliamentary reports published in the daily press stated that, according to amendments to the Weights and Measures Act, the legalized weight of a bag of potatoes would hereafter be eighty pounds. This was reproduced in THE CANADIAN GROCER. A subscriber, however, questioned the accuracy of this.

THE CANADIAN GROCER immediately began to investigate the matter. At the Toronto branch of the Inland Revenue Department no one could be found who was even aware amendments were being made to the Weights and Measures Act. They had not been notified, you know.

A letter was forthwith despatched to the Commissioner of Inland Revenue at Ottawa, asking for light upon the subject. A week passed and no reply was received. Fancying the Commissioner might have gone a hunting, or peradventure, was sleeping, or ill, another letter was despatched to the Department, this time to its head, Sir Henri Joly. Sir Henri happened to be away, but three days afterwards a reply came, never-

theless, and it came from Mr. Miall, the Commissioner of Inland Revenue. It read as follows:

SIR,—Your letter of 17th instant, addressed to the Minister, has, in the absence of Sir Henri Joly, been referred to me. I note that you complain therein that a previous communication, addressed to myself, has not been replied to. The fact is, the matter to which you refer was dealt with in committee by inserting an amendment of which, personally, I was unaware, except by hearsay, and, inasmuch as the bill has not yet been printed, I was unable to give you the information until now.

The bill, as passed by Parliament, by sub-section 2 of section 2, provides that, "in the Province of Quebec, when potatoes are sold or offered for sale by the bag, the bag shall contain at least eighty pounds"; in all the other Provinces the law remains as it was before, viz.: sixty pounds constitute a bushel of potatoes.

I remain, sir,

Your obedient servant,

EDWARD MIALL.

Commissioner of Inland Revenue.

THE CANADIAN GROCER is sorry it put the Commissioner to any trouble. Had it known that "personally" he "was unaware, except by hearsay," that the amendments in question had been made, or that the bill had "not yet been printed," the editor of this paper would certainly have hesitated before acquainting him with the fact that he "wanted to know."

It is true the bill making the amendments was put through the House by the Minister of Inland Revenue, but it is too much to expect that the Commissioner should have asked his chief the nature of the amendments seeing the "bill was not printed." It might be all right for the head of a department in a business warehouse to ask questions of his chief, but it would not, of course, be etiquette in a circumlocution office, you know. Business rules may be all right in a commercial establishment, but they would never do for a department under a Government, either Federal or Provincial. They are too exacting.

The Commissioner must, like Mr. Tite Barnacle, jr., of Circumlocution office fame, have felt much annoyed by THE CANADIAN GROCER'S wanting to know, and it herewith tenders its humble apology.

**THE RETAILER BEARS THE COST.**

The trading stamp scheme is educating consumers that they are getting something for nothing.

And the trouble is that the retailer, who assists in this wrong system of education, pays for the tuition.

**YOUNG MEN AND SPARE TIME.**

MANY young men are there to day who would be filling better and more lucrative positions than they now are had they more zealously minded their "P's" and "Q's" at earlier periods in life.

Youths who spend their spare time either in doing nothing or in cultivating habits which weaken them physically and mentally, must necessarily be unfitted to fill the best places in business, or in any other calling.

Only when they are well utilized do moments become golden. Moments badly used are as lead which impede the progress of young men.

Time spent with good books, good trade papers, and good anything whatsoever which will improve the mind, and particularly help to qualify for the designed avocation in life, is time well spent, for it does not retard; it helps.

**NEW SEASON'S LOBSTERS.**

Shipments of new pack lobsters from factories have begun, and it is probable that by next week wholesalers will have them in their warehouses.

The pack is lighter than it was a year ago, and, as far as can be learned, wholesalers' purchases are, as a rule, about one-third smaller than they were at this time in 1897.

The prices being paid are about one dollar per case above the figures of a year ago, which means an advance of two dollars per case, compared with quotations ruling two years ago.

Canned lobster is, indeed, becoming a rich man's food.

**LEGALIZED WEIGHT OF POTATOES**

Some misunderstanding exists as to the recent amendments to the Weights and Measures Act, re the legalized weight of potatoes in bags and bushels.

Sub-section 2, of section 2, provides that in the Province of Quebec, when potatoes are sold or offered for sale by the bag, the bag shall contain at least eighty pounds. In all other Provinces the law remains as it before, viz, sixty pounds constitute a bushel of potatoes.

### CANADIAN CANNED GOODS IN ENGLAND.

**A**N ENGLISHMAN engaged in mercantile pursuits is a good subject for interviewing provided you can induce him to talk, which you cannot always do. One day last week I accidentally came across Mr. S. Baylis, of Henry W. Peabody & Co., export and import merchants, London, England. He was on his way from New York to San Francisco, and was in Toronto a few hours merely awaiting railway connection (C.P.R. by the way) to take him on to the Coast. He was in a great hurry when I saw him, and when I began to question him it did not appear promising, for I noticed he kept pulling out his watch. At last, however, I got him settled down to a brief interview.

Knowing his firm handled canned goods of various descriptions, I began questioning him in regard to these lines, particularly as to the outlook for goods of Canadian pack on the English market.

"There is a good market in England for canned gallon apples, as long as they can be sold to the jobber at ten shillings per dozen or less. By selling to the jobber at ten shillings, gallon apples can get to the public at one shilling per tin. At present, trade in this line is increasing rapidly. We are very critical over there," continued Mr. Baylis, after a pause. "We want canned apples that are of good color and firm, without being hard. The landing rate in London, I might say, is five shillings per ton of 2,240 pounds, while the commission is usually 5 per cent. On barrel apples the commission is also 5 per cent., and the expense of selling one shilling per barrel. I should think the expense of sending gallon apples to London would not be more than ten shillings per ton of 2,240 pounds, or about 12c. per dozen."

"How about Canadian canned tomatoes in England?"

"You cannot, as a rule, compete with tomatoes put up in Baltimore. To-day, Baltimore tomatoes are selling at 3s. 3d., c.i.f., London. Then there are Italian tomatoes. They are selling at the same price as the Baltimore kind."

"Which country's canned tomatoes have the best sale in England!"

"Well, the sales are about equally divided

between the United States and Italian products. The flavor of the Italian tomatoes is a little different from those produced in America. For one thing, the Italians are not so sweet. The Italian 3's are about three ounces heavier than the American, being about three pounds eleven ounces, against three pounds eight ounces of the tomatoes put up on this side of the Atlantic."

"In your opinion, how does the quality of Canadian canned tomatoes compare with those of Baltimore and Italy?" I asked, hoping, of course, that his reply would be favorable.

"Oh, the quality of the Canadian article is the better," replied Mr. Baylis, with emphasis. "Your tomatoes are what we call fancy, and there is no market in London for fancy tomatoes. Canned tomatoes in London are sold for a price."

"What can you say with regard to canned lobsters?"

"We have just sold half-pound lobsters at 51s. per case, c.i.f. London. That is about four shillings above the opening price of 1897. One-pound flats have been sold on the spot in London at 48s. per case. This is also much higher than last year. Half-pound talls have been sold at 48s. 6d., and one-pound talls at 43s. The advance in one-pound talls is only about 1s. above the figures of last year."

"How is that?" I asked.

"Well, you see, in England when the price of canned lobsters goes up materially the demand centres on the higher priced goods. It is peculiar, but it is so."

"The outlook for canned salmon is improving on the English market, is it not?" I ventured.

"Oh! yes, the outlook is improving. You know the statistical position is much better than it was a year ago." And then Mr. Baylis began turning over papers in his note book, and, when he had selected one, he opened it and continued: "For instance, the total quantity of canned salmon of 1897 pack held in London and Liverpool is only 83,250 cases, while last year, before the combination, which now controls the market, was formed, the quantity was in the neighborhood of 500,000 cases.

The present stock is very small for England," Mr. Baylis remarked in a sort of meditative tone.

Then it again dawned on Mr. Baylis that his time was limited, and I felt under the necessity of allowing him to take his departure without plying him with more questions.

Mr. Baylis is a pleasant, unassuming Englishman, and I really enjoyed the brief chat I had with him. Whether he enjoyed it or not I cannot say.

OMAR.

### THE PRICE OF CANNED TOMATOES.

**I**N spite of the fact that the packers, a couple of weeks ago, fixed the price of canned tomatoes at 80c., none of those who are offering appear to be asking even approximately near that figure.

The price asked by some of the best packers is 70c., as far as THE CANADIAN GROCER can learn, while transactions have taken place beneath that figure.

When the packers fixed the price at 80c., no one took the matter seriously, and the experience of a couple of weeks has justified these sceptical ones.

If the packers did not intend to maintain the figure they agreed upon, it was a most unwise thing on their part to take the action they did, for, instead of strengthening their position, they have weakened it.

Some speculative holders of canned tomatoes in Eastern Ontario have been offering during the past week. They first asked \$1.05, f.o.b., but sales were eventually made at 95c. per dozen delivered.

### NEW PACK PEAS.

New pack canned peas will be in the hands of wholesalers next week. Wholesalers in Toronto had expected that they would have been forthcoming this week, but their expectations have not been realized.

We hear of no fresh transactions this week between packers and wholesalers, and as long as the former maintain their recent fixed price of 75c. per dozen, there are not likely to be any, at least for the present, especially in view of the fact that 75c. is the figure wholesalers are now, as a rule, quoting to retailers for new pack peas.



### REVIVING A NEW BRUNSWICK INDUSTRY.

NEW possibilities in agriculture promise to be opening up for New Brunswick. As probably everyone knows, that Province's importance as a wheat producer is practically nil: Nearly all the wheat and flour it uses comes from Ontario and Manitoba.

It may surprise a good many people to know that it was not always thus, although it has been so for about half a century.

Prior to 1840, New Brunswick, it is estimated, raised something like 300,000 bushels per annum, which, according to population, was not considered bad. But, in 1841, the weevil began its ravages, and, by about five years later, wheat raising was practically discontinued in several counties. The ravages of the weevil extended to 1847 or 1848, and in the latter year the little wheat that was sown was largely decimated by rust.

Although wheat growing was never wholly discontinued in the Province, yet there was never, from that time to this, any material recovery from the damage done by the weevil between 1841 and 1848.

By 1847, oats began to be generally substituted for wheat, and from then until now have been a staple product in New Brunswick.

In spite of the disastrous experience of half a century ago, it seems strange wheat-raising has not been resumed to any great extent. Fall wheat the Province does not appear to be adapted for, but the spring wheat it produces is of an excellent quality. Mr. C. L. Smith, a member of the New Brunswick Legislature, declared a few months ago that it was equal to Manitoba wheat.

Away back in 1849 Prof. J. F. W. Johnston, F.R.S., made a special report upon the agricultural possibilities of New Brunswick, and he showed, based upon 62 independent returns, that the average production of wheat in the Province, per Imperial acre, was 20 bushels, against 15¼ bushels in New York State, and 14 bushels in Ohio. The yield in many parts of the Province was 30, 35 and even 40 bushels per acre.

As long as the minimum price of 40c. per bushel could be obtained for oats, the

farmers were well paid, and, naturally, did not care whether they raised wheat or not, but, since that figure is no longer obtainable, they are just as naturally looking for some "better thing." And, towards the close of last year, a strong agitation in favor of increasing the wheat production had been developed, while the Provincial Government was importuned to lend its aid.

The agitation found a sympathizer in the Premier, and on March 18 last, the Legislature passed an Act according aid to not only the farmer, but to the miller as well, for the mills there had become unfit to grind wheat, many of them having for so many years none of that cereal to grind. The following is a copy of the bill:

Whereas, for the further encouragement of agriculture within the Province, it is desirable to stimulate the production of wheat for home consumption.

Be it therefore enacted by the Lieutenant-Governor and Legislative Assembly as follows:

1. The Commissioner for Agriculture is hereby authorized to grant assistance, by way of bonus, to persons or companies erecting mills for the grinding of wheat, by the Hungarian or other roller process, in localities where no such mills are at present established, or, for the conversion of any existing mills into mills equipped with such roller process. The location, style and capacity of mills to be aided shall be approved of by the Lieutenant-Governor-in-Council, who shall prescribe the amount of bonus in any case, and the conditions upon which the same may be granted.

2. The Commissioner for Agriculture may also, subject to such conditions as the Lieutenant-Governor-in-Council may prescribe, purchase such quantities of seed wheat and other seeds as he may think desirable, and place the same on sale at convenient points, in order to afford an opportunity to the farmers to obtain the best seed at reasonable prices.

3. The amount which the Commissioner of Agriculture is authorized to expend under the provisions of this Act shall not, in any one year, exceed the sum of five hundred dollars, and the same shall be paid by warrant by the Receiver-General out of the revenues of the Province.

5. This Act shall continue for five years from the passing hereof, and no longer.

The action of the New Brunswick Government is to be commended. If there is an intelligent and judicious carrying out of the provisions of the Act, good must undoubtedly result. And not only will the good results accrue to the farmer and miller, but the merchants and manufacturers will alike share in them. The more money the farmer and the miller earns, the more money is there to spend with the grocer, the hardwareman, and the dry goods merchant. And, indirectly, the whole country benefits therefrom. It is, therefore, obviously to their advantage that business men should encourage schemes of this kind, particularly when it is clearly a natural industry they are designed to build up.

### DROPS FROM THE EDITOR'S PEN.

When a man is too sharp in business he dulls trade.

Sympathy, as well as money, is often thrown away.

Merchants, who have many prices, lose both caste and custom.

A salesman should have a good character as well as good goods.

Grumbling never cultivates business; it keeps it from fructifying.

Fire is a good thing in a merchant, but it is a bad thing in his store.

Man without a will, like a cart without wheels, makes no headway.

The first dollar made in gambling, is often the first step towards poverty.

Ambition is the steam which sets the machinery of man's energy going.

You may get customers into your store by fooling them, but you cannot hold them by fooling them.

Opportunities are the doors through which men reach success—if they do not shut their eyes to them.

The commercial traveler is the link which keeps the retailer and the wholesaler in touch with each other.

Never remain in ignorance of a thing, when, by exerting yourself, knowledge thereof can be acquired.

He is a most foolish man who imagines that crooked ways in business are the most direct paths to success.

The grocers and butchers of Chicago are fighting the Ice Trust. If they are able to create enough friction they ought to melt it.

The advertisement is a sun which pierces the cloud of obscurity that hides from the public many a good article of merchandise.

The mosquito may be a nuisance, but he is doing what Nature designed he should do. And thereby do we learn a lesson, even though his augur bores us.



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

Is the Leader in the

## MATCH BUSINESS

Telegraph  
 Telephone  
 Tiger

Safety  
 Parlor  
 Wax

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

## BEST MATCHES

made in **Canada.**

Hull  
 Quebec  
 Kingston  
 Winnipeg

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

Toronto  
 London  
 Halifax  
 Vancouver

**A GROCERY STORE ROGUES' GALLERY.**

There's a verse in "Gray's Elegy" which reads like this:

Full many a gem of purest ray serene,  
The dark unfathomed caves of ocean bear,  
And many a rose is born to blush unseen,  
And waste its sweetness on the desert air.

It may be a far cry to compare the retail grocer to a gem of purest ray serene, or to a rose that blushes unseen, but this comparison struck me a week or so ago when I strayed into a little grocery shop in a small New Jersey village. It was Sunday, and I was bicycling. I struck the place about noon, and the only place where I could get anything to eat was this little grocery store, which, besides groceries, sells dry goods, gents' furnishings (of the vintage of '86), and eatables of more or less savoriness.

This grocer was an original genius in lots of ways. As I shall explain, he kept his rural customers up to time in the matter of paying their debts, and if they didn't pay, he exposed them to the contumely of their neighbors by showing them up.

On the most conspicuous part of the back wall of this little store was a big placard, I suppose 12 x 18 inches, done in pen and ink. It bore the somewhat startling caption: "Rogues' Gallery." Underneath were several names, with figures opposite each. The highest figure was 35 and the lowest 5.

"Do you mind telling me what that is?" I asked, when my cabbage had been brought in.

"That's the Vincentown Rogues' Gallery" said the grocer, solemnly. "That's the roll of the people that like to cheat a hard-workin' man out of his money!"

"Is that the list of people who owe you?" I asked.

"That's what it is."

"You evidently don't let 'em get into you very far," I said. "The highest debt is 35c., and the smallest 5c., isn't it?"

"Yes," he said, "but you keep store in a country town and see whether you'd like to lose even a nickel."

"Well, there may be something in that," I confessed.

"But don't you know you're breaking the law?" I went on.

"Law, hey?" sniffed the grocer. "Huh! There ain't no law in this place. When I ask these skunks five and six times for 28 cents, and don't git it, ain't I got no right to show 'em up? It's little enough I'm a-gittin' out of it, seems to me!"

I secured permission to copy the card, and here it is:

ROGUES' GALLERY.

Sara Brown	.....	\$0.13
Robert Kille	.....	.35
Miller Hartshorn	.....	.12
A. K. Street	.....	.05
Albert Horner	.....	.28
John K. Richardson	.....	.17
James MacPeirie	.....	.10
Mrs. Rose Hartshorn	.....	.15

"Do you find that any of these people ever pay you after you publish their names this way?" I asked.

"Once in a while," he answered. "When they pay I cross 'em off."

I noticed that none were crossed off this list, not even the 5c. man.

"Lots o' them names," said the grocer, "is Piney's that comes in from the pines on Satiddy nights. They get around seein' the sights (!) and paintin' the town red, and when their money is all spent they remember that they wuz to get some supplies. Then they come here and expect to hold me up. I used to let 'em have things and trust 'em 'till next Satiddy night,' but they never come. They never paid me, an' the sight o' their thievin' names in my rogues' gallery is all I'll ever get o' 'em."

This store was unique in other ways beside the rogues' gallery. The grocer was one of those rural humorists whose bent found expression in the shape of various signs. One of them was this:

ALL THOSE WANTING TRUST  
PLEASE TAKE THE ELE-  
VATOR TO THE ROOF.

This mild exhibition of bucolic sarcasm was supplemented by a work of art on another card, evidently the work of the same genius who presided over the store and the rogues' gallery. It showed a picture of a cadaverous individual with a great big head and little stomach. The sign read: "I come to this through trust." The point of the inscription isn't exactly clear, but the picture was horrible enough to scare anybody off who came into the store expecting to get credit.

Another bright, pithy little observation in the shape of a sign was this:

PAY AS YOU GO AND  
NO FOE.

This is perfectly delicious. "Pay as you go and no foe." How clear! How pointed! I have no doubt that the strong philosophy of that sign, intelligible as it is to everybody, has kept many a name from the horror of the Vincentown Rogues' Gallery.

I hereby on my own responsibility offer a reward of \$10,000 for the closest solution to this riddle, "Pay as you go and no foe." All solutions offered must be accompanied

by a certified check for \$5,000 to show that the participants in the contest are fit to receive the \$10,000 prize. The \$5,000 checks will only be used in case I need 'em.

How well this little grocer practices what he preaches can apparently be sized up by the necessity he finds for a rogues' gallery.

Now, take this gem of purest ray serene—this rose which now blushes unseen—and put it at the head of a department store. Let him put his little signs, like "Pay as you go and no foe," all over the store. Let him start a rogues' gallery for the Sara Browns and the "Jim" Smiths who forget to pay their bills. Let him paint beautiful visions with big heads and flat stomachs and label them "I come to this through trust."

Does anybody doubt that his place would be packed? I don't.—The Stroller, in Grocery World.

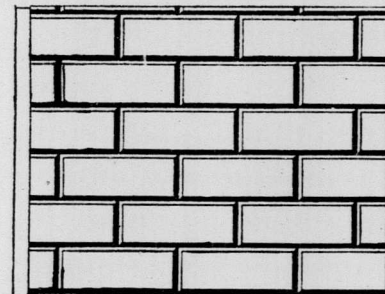
**HELLO, HAMILTON!**

Lucas, Steele & Bristol, please. Hello! That Mr. Healy? Yes, thank you, trade is fairly good. Say, those muscatel raisins are O.K., and that "Uriba" Japan is a trade getter. How's sugar to-day? So? No change, eh? Well, send me a car of half Klondyke and half granulated, and ten half chests "Uriba" Japan. Can't do business without that, you know. Five cases "Empire" salmon; it's a good one; two sacks McDuff Japan rice. What's that? Half a cent higher? Well, all right. Send it on. Must have it. That's all now. Will save balance of order for friend Toby. Good-bye.

Think of  
the Economy!

Our  
**SHEET STEEL  
PRESSED BRICK**

Makes a splendid exterior for almost any class of building, and can hardly be distinguished from the real brick.



It is very easily and quickly applied—can be relied on for durability and handsome appearance, and is warm and fireproof.

You'll appreciate its serviceable qualities and small cost.

Write for our new catalogue if you're interested—it gives full information.

**Metallic Roofing Co., Limited**  
1180 King St. West, TORONTO

### "PURE GOLD" REORGANIZED.

THE name of a new concern which makes its bow this week is The Pure Gold Manufacturing Co., Limited. True, you have probably heard of it before. For sixteen years "Pure Gold" has been another name for the best of everything in the grocery line. Mr. A. Jardine, who is so well-known on the "Street" (we wonder who started calling Front street, Toronto, the "Street"?) commenced the manufacturing of specialties in 1882, and shortly after purchased the "Pure Gold" formula and business. This had been running in Toronto for about five years as a branch of a Rochester, N.Y., house. Ever since, the long suffering public has had to endure a perfect stream of advertising, pushing and crowding into nearly every paper and scheme in the country. Even the dead walls do not escape, and so well has the work been done that the greatest crank who says he won't buy and will see you hanged first, caves in when it's "Pure Gold." He has to have some no matter how small the quantity.

Well, all this valuable property has gone over to the new company. Mr. Jardine had felt for some time the necessity of giving his latter days some leisure and pleasure, and, in looking over his friends and acquaintances, he hit on Mr. Richard A. Donald as a possible co-adjutor in matters "Pure Gold." Now, "Donald's Tea Store" was nearly as well-known in Toronto and vicinity as was "Pure Gold," having for 33 years vigorously upheld the doctrine of pure goods at reasonable prices, at 134 King street east. When, therefore, Mr. Jardine made his proposition to Mr. Donald to come over and help him, it was alike to combining a valuable lot of experience along contiguous lines. Donald's strong point had always been fine coffee and tea, and these, when added to Mr. Jardine's shrewdness, combined to make one of the strongest combinations of latter days in the grocery trade. Mr. Donald's thorough knowledge of the retail trade will be especially valuable to the new company, and, when the preliminaries are all arranged, we look for some startling developments along the line of attractions, publicity and selling quality. Not that "Pure Gold" goods were not always so, but there is a constant desire for change which makes new friends, and which has to be met at the onset to secure some of the success which mainly waits the pushing man.

Mr. F. W. Fraser, who has been financial

man for Mr. Jardine, will be secretary-treasurer for the new company.

The factory superintendent, Mr. James Litster, is well known in the Queen City as



Mr. Alex. Jardine.

a diligent supervisor, a careful buyer of supplies and a prompt and reliable shipper of orders, once they are "vised" and handed over to his tender mercies.

Mr. Frank Gallow, who is well known all over Ontario, is chairman of the travelers' board. This board is composed of the round dozen representatives in the employ of the company. These cover the land from the Atlantic to the Pacific, as follows:



Front View of "Pure Gold."

Nova Scotia and C.B. Robt. Mills ..... Halifax.  
P.E.I. .... A. L. Beer ..... Charlottetown.  
New Brunswick ..... Robt. Jardine ..... St. John.  
Montreal ..... Wm. Duckworth ..... Montreal.

Ottawa, E. Ontario  
and Quebec... H. H. Livingston ..... Ottawa  
Centre Ontario... L. Glover ..... Toronto.  
Toronto ..... Frank Gallow ..... Toronto  
Toronto, suburbs ..... Jos. French ..... Toronto.  
Northwest Ontario... D. Munroe ..... Toron o.  
Southwest Ontario... L. Egan ..... Woodstock.  
Manitoba and N.W.T. W. Purvis ..... Winnipeg.  
British Columbia... Alex. Gartshore ..... Vancouver.

A brighter and better lot of men do not travel for any house, and much of the success which has attended the "Pure Gold" people is due to earnest work on the road.

We paid a visit the other day to the warehouse, and, in the sample room and offices (which, by the way, have been noted as being among the handsomest in Canada), met Mr. Donald, who has been getting his sea legs for a month past, and, as he kindly volunteered to guide us through the factory, we consented, with the net result that now we believe that some things are possible which we did not believe to be so before.

Down in the basement we struck a genuine "Scotty" engineer, and as pretty an engine and room as we have ever seen. Near by is the roaster, and right in the next room are the various grinders, each under separate supervision. "We find," said Mr. Donald, "that a man who has certain work to do, and nothing else to distract his attention, becomes very proficient, and so we obtain such good results as our trade would indicate."

Upstairs, after going through hundreds of bales of spicy goods and green coffees, is to be found the extract room, with its delicious odors and busy appearance. The extract trade of this house makes one wonder whether the extract is not being used in Scott Act localities.

Upstairs again is the packing room, coffee room, catsup room and borax and soap and soap powder departments. While up another flat is the baking powder and jelly powder room and, through another sheet iron door is the spice and mustard department. Really one is very much surprised at the magnitude of this stock and the manipulations which it has to undergo before being finally presented to the discerning public. The quiet yet solid appearance of the block in Front street is quite different from the busy conglomeration of boxes, bags, bales, wagons and lorries which choke up the back shipping entrance. And it is all done in decent time too. Every day in the year they close at 5 p.m. and on Saturdays at 12 o'clock, noon. Truly, we can commend the Pure Gold Mfg. Co., Limited, 31 and 33 Front street east, Toronto.

## A WORK OF BUSINESS MEN.

HERE is a good article in The News-Argus, Stirling, Ont., of June 23, on farm forestry, which is published below. As it points out, there are large areas of land, cleared of trees, unfit for cultivation which should be laid out in trees. The average farmer is not enterprising. He will never, of his own accord, try to improve his condition. The business centres are interested in the improvement of the farmers who buy from them. Replanting of these lands should be agitated and developed by local boards of trade in every part of Canada. The News-Argus says:

"For some years past agriculture has been in a depressed condition owing to the steady fall of prices of the staple articles of produce consequent upon greatly increased production and the opening up of new regions. An occasional favorable season, such as last year, when special causes operate to ensure better returns for the time being, does not invalidate the conclusion that the general tendency is towards a cheapening of agricultural products in the markets of the world, and, that no permanent improvement of the conditions of farming, based on a restoration of high prices is possible. The same thing is true with regard to other lines of productive industry. Everywhere vastly increased production, the expansion of manufacturing and of the commercial system, the competition for markets have resulted in lowering prices of the producer and rendering necessary a much greater volume of production on his part to secure equal returns to those formerly enjoyed.

"In the business world these new conditions have been met by new methods. The careless, easy-going systems which prevailed in the days of big profits have been abandoned. Foresight, close calculation and a careful adaptation of means to ends are essential requisites of business success. Profits being cut down, every industrial producer in order to maintain his position is obliged above all things to study economy in production to secure the largest possible output with the least possible expenditure of labor and capital, to take strict account of the various processes of manufacture so as to prevent unnecessary waste. Above all things he must see to it that the capital em-

barked in his business is kept profitably employed and not invested in stock and machinery which stands idle year after year, bringing in no return. Slackness in this respect on the part of the ordinary man of business would very soon result in bankruptcy.

## THE BUSINESS VIEW.

"These conditions are just as imperative in the case of the farmer as with the manufacturer or merchant. In order to hold his own in the face of competition with wheat and stock raisers the world over, he must abandon slack, unsystematic methods of doing things, and utilize to the full extent all his resources, instead of allowing a large proportion of them to lie idle, as is too often done. The principal capital of the farmer is his land, and any part of the soil belonging to the farm, which is either wholly non-pro-



Offices of The Pure Gold Manufacturing Co.

ductive or turned to a less profitable use than it might be, represents so much wasted capital.

"The great volume of idle capital possessed by farmers is indicated by the returns of the Provincial Bureau of Industries for 1896, according to which, out of a total of 23,172,408 acres embraced in the rural municipalities of the Province, 3,263,390 acres were classed as waste land. It is probable that the real area of land which could fairly be included under this heading is considerably in excess of these figures. There are comparatively few farms, even in the best agricultural districts, without more or less land which, owing either to the situation or inferiority of the soil, is left uncultivated, without being turned to any other profitable use. There are ridges or crests of land where the soil, by washing away, soon be-

comes impoverished, and sandy or rocky patches or hillsides, which, by reason of their steepness, are difficult of tillage. One can travel scarcely anywhere in the older settled parts of Ontario without noticing fields that have been cleared of trees, in which the land was found to be so poor that it was not thought worth while to remove the stumps, and they still remain. The field is supposed to furnish pasture, but of such a character as to provide little, if any, rent for the land. Again, there often partially cleared woodlands which have become grass-grown sufficiently to check the new forest growth, and are allowed to remain partly wooded, for the sake of fuel supply, and used for pasture. The value of the diminishing wood, which, under such conditions, cannot reproduce itself, falls far short of the yield that the land would return if either kept properly and completely under timber or cleared for cultivation.

"In Ontario the great development of the business of farming is and will be along the line of

## DAIRYING AND FRUIT GROWING.

"In fruit growing it is obvious to even a casual observer that the idle land is useless and it is equally so in dairying. Modern scientific practice is more towards feeding the stock in the stable and abandoning the use of pasture land. Cows are milked all the year round and allowed out of the stable only for exercise. It is found cheaper and more profitable to grow fodder and prepare

it for the cattle than to turn them out to hunt for a living. Pastures are playing a less prominent part in farm economy, certainly the stump pasture is a great mistake. The land that will not grow grain or roots will not pay rent as pasture, and should be used for the only purpose for which it is profitably adapted.

"It is by the utilization of the land which, whether classed as waste or not, is not at present in fully productive condition that the farmer must seek to supplement the diminished returns of his holding. The one thing which nearly all land, that, by reason of sterility or steepness, is uncultivable, will yield to advantage is timber.

## PLANTING WITH TREES.

"Planting with trees the waste land, or the land which is so inferior that it does not pay to raise agricultural produce upon it at

low prices, will not merely prove an ultimately profitable investment, yielding rich returns in the future, but the presence of the timber at an early stage of its growth will materially increase the fertility of the surrounding acres."

#### TRADE CHAT.

Caterpillars have done much damage in Ontario near Lake Huron and Georgian Bay.

F. T. Hill & Co., general merchants, Markdale, Ont., have improved the appearance of their store by repainting it.

E. H. M. McMillan, proprietor of the Ideal Grocery, Vancouver, has removed his stock to more commodious and central quarters on Hasting street.

The agitation for the erection of a pork-packing establishment in Middleton, N.S., has resulted in the incorporation of the Nova Scotia Pork-packing Co., Limited.

Six barrels of snapping turtles were shipped to Sandusky, Ohio, from Wallaceburg, Ont., last week. The shipment weighed nearly half a ton, and one of the turtles weighed over 25 pounds.

The pickle branch of the business of Chas. Denne, manufacturer of cured meats, etc., Newmarket, Ont., has increased to such an extent that he is erecting a new storehouse, 30 by 60 feet, for the accommodation of his business.

#### A "SCEPTICAL" DEALER.

A Scottish paper tells a story of an old Scottish woman who was "unco' drouthie," without the money to buy a "drappie." "Lassie," she said to her little granddaughter, "gang round to Donald McCallum and bring me a gill. Tell him I'll pay him i' the morning. Back came the child with a refusal. Donald declined to part with his whiskey without the cash. Eager and irritated, the old woman cast about for some means of "raising the wind," and her eye fell upon the family Bible. "Here, lassie," she said, "gie him this and tell him to keep it until I bring him the siller." Off went the little girl, but she soon returned still carrying the Bible. Donald was obdurate. "He says he maun hae the bawbees first, granny." In anger the disappointed grandmother threw up her hands and exclaimed: "Losh, did onybody ever hear the like o' that! The man will neither tak' my word nor the word o' God for a gill o' whusky!"—New Jersey Trade Review.

#### UNNECESSARY FUSS.

A great deal of unnecessary fuss is being made over reciprocity with France. Our trade with that nation is a bagatelle compared with our commerce with Britain.—Merchants' Review, New York.

## EMPIRE TOBACCO CO'S

### COLUMN

## If the Retailer

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

## CURRENCY OLD FOX PATRIOT and SNOWSHOE

are our Leaders, and all Wholesale Grocers handle them.

Empire Tobacco Co.

GRANBY, QUE.

#### BROCK'S BIRD SEED

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

NICHOLSON & BROCK - TORONTO



#### ROOFS FOR THE KLONDIKE



Roofs must be chosen with care and judgment in any country, and especially so in Canada.

All our products are constructed for use in Canada, and ample provision is allowed for contraction and expansion, and we guarantee them to be water, wind, and storm proof.

Up-to-date information and fully illustrated catalogues of Steel Roofings, Sidings and Ceilings sent free for the asking.

The Pedlar Metal Roofing Co.  
OSHAWA, ONT.

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 & Persse, Winnipeg, for Manitoba and N.W.T.

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

TORONTO, June 30, 1898.

### GROCERIES.

WHILE some complaints in regard to the volume of business are heard, there does not appear to be much real cause for them, when the season and all is taken into account. The demand for sugar is not what it should be, or at least what it might be expected to be, but even in this line the wholesalers have found business more active during the past four or five days, although the wholesalers have not yet begun to share in its benefits. Generally speaking, there is a fair demand for canned goods, although prices have an easier tendency in tomatoes, peas and corn. Quotations on new pack strawberries are irregular. There are no new and striking features in teas, and coffees are still quiet. The most interesting feature in connection with the currant market is the weakness of prices in Greece.

### CANNED GOODS.

The position of the canned goods market at the moment is not one that gives confidence. The price recently fixed by the packers for tomatoes, corn, and peas no one seems to treat seriously. New pack tomatoes have been contracted for at 65 and 70c., while wholesalers are quoting new pack peas to arrive at 75c. It is worthy of note, however, that some packers are refusing to quote tomatoes for future delivery. Strawberries, new pack, are somewhat irregular in quotations, which is, no doubt, to some extent due to difference in quality offered. Some packers are quoting \$1.20 and others \$1.35, while we hear of even \$1.10 being asked; but the last named is held to be "watered stock." New pack lobster will probably be in wholesalers' hands next week; cost is about \$1 per case higher than a year ago. Wholesalers report the demand fairly good for canned vegetables. The demand from the northern part of the Province continues to improve for canned fruits. Canned meats, excepting corned beef, are selling fairly well on picnic account. Canned salmon is still selling well.

### SYRUPS AND MOLASSES.

There are no syrups offering and there are none wanted. Molasses are quiet and advices from New Orleans state that the market there is in a dropping condition with sales at fractionally lower figures.

### SUGAR.

Wholesale houses report that they are

experiencing a much better demand for sugar than they were a week ago. At the same time, however, the quantity going out is not altogether satisfactory. Refiners' agents, on the other hand, are complaining a great deal in regard to the smallness of the business falling to them. There have been a few transactions in foreign refined sugars during the week, but the price of the domestic article is not favorable to the imported article. The outside markets show further decline. Java sugars are down 6d., and Muscavadoes 3d., from the highest point. These declines are attributed to the dulness of the market. Cane supplies are extremely light. There is no pressure to sell, and holders are merely accepting the decline for arriving parcels rather than put them in store. Store parcels are all firmly held; the refiners are rather indifferent buyers at the moment. Rawsugars declined 1-16c. per lb. in New York last week. In regard to refined sugar Willett

For Prices Current See  
Pages 34 and 35.

& Gray's Weekly Statistical says: "Under the guarantee of the American Sugar Refining Co. there can be no decline in refined sugars until at least July 23, notwithstanding that it is generally understood and expected that the Arbuckle house will start working July 5, and produce sugars for sale during the remainder of the month, to a moderate extent. Naturally, buyers are protected to the extent of carrying a thirty days' supply of sugars all the time."

### NUTS.

The tendency of the Tarragona almond market is still upward. It is worthy of note that these nuts, 1897 growth, are offered from London, Eng., at lower figures than from the primary markets.

### COFFEE.

While prices are still low, they do not attract buyers, the latter, not having confidence in the market. Advices from Brazil state that receipts at both Santos and Rio are light, with the indications that the free movement of the crop will be later than last year, owing to unfavorable weather conditions.

### TEAS.

A few more lots of new season's Japan teas have reached this market during the past week, but the quantity is small. On

the local market there is a little demand for Japan teas at from 16 to 17c., but holders will not accept these figures, their idea for a good cup quality tea being 19 to 21c. per lb. There has been a little buying, however, but wholesalers are only taking small lots. The Japan tea market at the moment appears to be firm.

Good liquoring Ceylon teas, at about 15 to 17c., are being taken by jobbers. Ceylons are about the only teas for which the demand can be said to be good.

A few small lots of China gunpowders changed hands during the week, but they are supposed to have been purchased on speculative account.

Mail advices from London, England, under date of June 17, say that amongst the small quantity of Indian tea brought forward were 1,509 packages of new season's growth, and they sold at satisfactory prices. In regard to Ceylon tea, the advices state that although the sale was comparatively heavy the market was animated, the chief demand running on good liquoring teas over 10d., and the lower grades of whole leaf teas.

### FOREIGN DRIED FRUITS.

CURRENTS—Advices from Greece say the outlook is for good crop in both quantity and quality. Prices in the primary market have declined about equal to 1c. per lb. during the last month. Few, if any, orders are being given just now for shipment of old fruit from Greece. Since the last steamer arrived stocks here are fair, and, if buying should be necessary, supplies could be brought on from New York, there being fruit there suitable for the Canadian trade.

VALENCIA RAISINS—There have been some offers of new fruit, but it seems to be on speculative account. Shipments of Valencia raisins are likely to be later than last year, but it is estimated that the crop will be about the same as that of 1897.

PRUNES—Shippers in California are beginning to quote new season's prunes for October shipment, and, it is said, several cars have been purchased on Chicago account, but, generally speaking, the quotations do not attract buyers. It is said that California prunes of the large sizes will be short this season.

DRIED APRICOTS—According to The N. Y. Journal of Commerce, a private letter from Fresno states that the apricot crop is very short in that vicinity, probably not exceeding two or three cars, while reports from other parts of the State indicate a short crop in this fruit.

## BRANCHES—

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



THE ST. CROIX  
SOAP MFG. CO.

ST. STEPHEN, N.B.

## GREEN FRUITS.

Strawberries continue to arrive in abundant quantities. On Tuesday, this week, the receipts were the largest so far noted in one day. The price ranged from 2½ to 4½c., a great number retailing at 4c. The quality of the berries is not as good as those which came in the previous week. Gooseberries and cherries are now plentiful this week, the former selling at 15 to 30c. per basket, and the latter at 60 to 80c. Red currants are now on the market, large ones selling at 75c., and small ones at 50c. per bushel. California fruits, such as peaches, apricots and plums, are expected in carload lots about the end of the week, but quotations cannot yet be given. Mississippi tomatoes are plentiful, and are selling at \$1 per case. The movement in pineapples is small, prices remaining unchanged. Bananas are rather scarce, and it is expected that the celebrations of the 1st of July in Canada and the 4th in the United States will absorb nearly all offering, creating a greater scarcity after these days. California oranges are in moderate demand, and are firm in price at from \$2.75 to \$3.25. The market for lemons is decidedly firm, and, though prices are unchanged, an advance will be necessary as soon as stocks now on hand are absorbed. The Canadian market is below the United States market, and as shipments from July on will come via New York it is evident that an advance will follow the absorption of present stocks in the city. Watermelons have begun to arrive, and sold at the beginning of the week at 40c. each. A reduction in prices is likely next week. Tennessee apples are

arriving in small quantities, and are selling at 40c. per basket.

## BUTTER AND CHEESE.

**BUTTER**—The dairy butter market is quiet. As the amount selling locally is a mere bagatelle compared with the receipts, the bulk being cold stored, and as prices are above export values, and buying is entirely speculative, many dealers do not look with favor on such buying, considering a decline in prices more likely than an advance, because the production is so large. The market for creamery, on the other hand, is firm, the export demand being more active and prices from ¼ to ½c. higher than last week. At country points, 11 to 11½c. is paid for dairy tubs and prints; 16c. for creamery tubs and 17c. for creamery prints, f.o.b.

**CHEESE**—At factories there has been an advance of ½ to ¾c., and in the city ¼c. advance. It is a question whether the market, with the enormous production, can stand the prices now paid at factories, from 7¾ to 8c., which is at present speculative. The price in Toronto is 8c.

## COUNTRY PRODUCE.

**EGGS**—The receipts are not large, but are sufficient to meet requirements. As a large percentage of the eggs sent in are poor stock, a high price has to be received to make up for losses from stale eggs. Offerings outside are fair at from 9 to 9½c. The prices ruling in Toronto are 10½ to 11½c., an advance of ½c. over last week.

**POTATOES**—The market is decidedly slumpy, as there seems to be quite a quantity of old stock on hand, and, as new Canadian potatoes have begun to arrive,

and are selling at about \$1.10 per bushel the demand for old ones in car lots is weak at anywhere from 25 to 40c. per bushel. On the street market, 40 to 45c. is paid.

**VEGETABLES**—The market is in much the same condition as last week. Receipts of butter beans, carrots and beets are somewhat freer, and are lower in price. Other goods are unchanged in price. We quote as follows: Rhubarb, 15 to 25c. per doz. bunches; onions, 5c. per doz. bunches; lettuce, 10 to 20c. doz. bunches; radishes, 10 to 20c. doz. bunches; cabbage, new, per doz., 50 to 60c.; parsley, 10 to 15c. doz. bunches; cucumbers, short, 40 to 60c. per doz.; long, \$1 per doz.; watercress, 10 to 15c. per doz. bunches; garden cress, 10 to 15c. per doz. bunches; spinach, 25c. per bush.; asparagus, 40c. to 60c. per doz.; green peas, Canadian, 80c. per bag; Canadian butter beans, \$1 per basket; beets, 15 to 20c. per doz.; carrots, 15 to 20c. per doz.

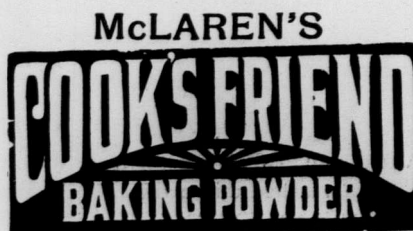
## PROVISIONS.

There is an improvement in business this week. The collapse of the Leiter boom in wheat undoubtedly had an effect on the market for all provisions, and breadstuffs especially, in the United States, and buyers have been extremely cautious. The steadiness which has maintained in the provision market has created a more confident tone, and now buyers are purchasing more freely. The demand is general, all goods being in active demand.

## FISH.

The demand is moderate, with prices unchanged, as follows: Fresh salmon trout, 6c.; fresh whitefish, 6 to 6½c.; steak trout,

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



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



**GOLDEN CROWN CANNED LOBSTERS**

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

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

**J. Y. GRIFFIN & CO.**

Wholesale Produce  
... and ...  
Commission Merchants

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

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

**ROYAL JUBILEE OIL**

Is the Best Burning Oil  
in the Market.

ROYAL OIL COMPANY

SOLE MANUFACTURERS

Geo. Anderson, Manager. Toronto

**CANADIAN**

Manufacturers and Shippers who are not represented in

**WINNIPEG**

Will do well to correspond with me.

**E. NICHOLSON**

124 Princess Street, Winnipeg, Man.

Successor to W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

Established 1882. 16 years' experience.

**Strawberries. Strawberries.**

Fresh Arrivals Daily.

Also full lines other FRESH FRUITS.

MAIL ORDERS  
receive careful attention.

Clemes Bros. - Toronto

7c.; fresh pike, 5c. per lb.; fresh perch, 4c. per lb.; fresh herring, 3½c. to 4c. per lb.; Labrador herring, \$5.50 per bbl. and \$3 per half-bbl.; Digby herring, 55c. per bundle of five; split herring, \$5 per bbl. and \$2.75 to \$3 per half-bbl.; boneless codfish, 3½ to 5c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg; ciscoes, \$1; haddies, 5½ to 6c. per lb.; fresh haddock, 5c. per lb.

**GRAIN, FLOUR, BREAKFAST FOODS.**

**GRAIN**—The decline in wheat has not yet let up, from 2 to 3c. being noted for all grades. We quote on cars outside as follows: Wheat, red winter, 79 to 80c.; white winter, 77 to 79c.; goose, 76 to 78c. The street market is quiet. We quote: Wheat, old white, 80c.; red, 79c.; goose, 78c.; peas, 51c.; oats, 31½ to 33c. No barley or rye is offered. No. 1 hard Manitoba wheat has declined 3c., and is now quoted at \$1.02 per bushel, Sarnia freights.

**FLOUR**—Decline of 25 to 30c. in Manitoba and 15c. in Ontario flours are noted this week. We quote: Manitoba patents, \$5.25; Manitoba strong bakers', \$4.85; Ontario patents, \$4.60 to \$4.75; straight roller, \$4.10 to \$4.20, Toronto freights.

**BREAKFAST FOODS**—Business is quiet. Rolled wheat has declined 10c.; other goods are unchanged. We quote as follows: Standard oatmeal and rolled oats, \$4.00 in bags and \$4.10 in bbls.; rolled wheat, \$2.90 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$3.75; pot barley, \$3.75.

**HIDES, SKINS AND WOOL.**

**HIDES**—The feeling is firm, with prices unchanged. We quote: No. 1, 9c.; No. 2, 8c.; No. 3, 7c.; cured, 9½ to 10c.

**CALFSKINS**—The demand is weak, as dealers consider prices too high. We quote: No. 1 veal, 8 lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 30 to 35c.; culls, 15 to 20c.

**SHEEPSKINS**—Nominal. The season is over. Lambskins, however, are in fair demand at 35c., and shearlings, at 20c.

**WOOL**—The market is slow, country dealers and jobbers differing regarding values. Unwashed is quoted at 10 to 11c. and fleece at 16 to 16½c.

**SALT**

Business is active, a good demand now being noted from farmers for putting down hay. Prices are unchanged. We quote as follows: Carload lots, \$1.05 per bbl., and 65c. per sack; less than carload lots, \$1.10 per bbl., and 70c. per

The Following Brands  
Manufactured by

**The American Tobacco Co.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

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

**SARNIA** Water White  
Lamp Oil.

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

**THE TRADE BUILDERS OF B.C.**

ARE

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

**THE MANITOBA PRODUCE AND COMMISSION COY.**  
WINNIPEG, MAN.

Wholesale Dealers

**PROVISIONS OF ALL KINDS**  
Consignments Solicited.

**DON'T PAY FREIGHT ON WATER**

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

Agents—

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

**EGGS and BUTTER**

IN BIG DEMAND.

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

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

sack. At the wells we quote: F.O.B., barrels, 75c.; sacks, 45c.

## MARKET NOTES.

Sago is scarce in London, Eng.

Rolled wheat has declined 10c. this week.

Eggs are firm at ½c. higher than last week.

Watermelons are now on the market at 40c. each.

Creamery butter is ¼ to ½c. dearer than last week.

Red currants are on the market at 50 to 75c. per basket.

Cherries are offered in moderate quantities at about \$1 per basket.

Cheese has advanced ½ to ⅝c. at factories, and ¼c. in Toronto.

Manitoba flour has declined 25 to 30c., and Ontario flour 15c. this week.

Currants are about 1c. per lb. cheaper in Greece than they were four or five weeks ago.

Rutherford, Marshall & Co. have purchased three carloads of dairy and creamery butter this week.

Old potatoes are lower, at 25 to 40c. per bag in car lots. New Canadian potatoes are in at about \$1.10 per bushel.

The price of "Clover Leaf" brand salmon, in tall tins, has been advanced to \$3.65 f.o.b. the Coast, for 1898 pack.

Some opening orders for merchants who are starting business on the route of the Crow's Nest Pass railway have been received in Toronto this week.

W. C. Bevan & Co., of Malaga, Spain, have issued a circular to the trade denying they are going out of business. They will ship blue fruit and Valencia almonds as usual.

## QUEBEC MARKETS.

MONTREAL, June 30, 1898.

## GROCERIES.

THERE have been few changes during the past week. Sugar, while easy in tone is not quotably altered, and teas and other staples have not contributed anything of a striking character. In fact, values all round are pretty much the same as they were last week. There has been some enquiry for new pack canned salmon, and

## McLauchlan's Graham Crackers

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

## J. McLauchlan &amp; Sons, - - Owen Sound

some contracts have been placed at firm prices and still higher prices are looked for.

## CANNED GOODS.

Enquiry for new pack canned salmon has been the leading feature of the week in these goods, and sales of 3,000 to 4,000 cases of "Clover Leaf" brand have been made for future delivery on the basis of \$3.50 per case, f.o.b. Coast. The tenor of the market is quite firm and prices are likely to be advanced. New pack strawberries have also been asked for, some 2,000 cases being placed at \$1.35 to \$1.40 for 2-lb. tins and \$2.40 3-lb. tins. A fair jobbing demand is noted for vegetables at current prices.

## SYRUPS.

This market is exceedingly quiet, there being little or no demand, and prices are steady at 2½c. per lb. for sugar, house grade, at the factory, in straight invoice lots.

## MOLASSES.

This market continues strong. Locally, there has been some enquiry for spot stock, 1897 crop, and, as the offerings of such are small, holders maintain their firm views regarding values, especially as the quality is much superior to this season's receipts. Accordingly, bids of 30c. for these goods have been refused.

## SUGAR.

The sugar market remains, in the main, much the same. Refiners here complain that demand has fallen off, a small hand-to-mouth demand being noted. The inference from this is that retailers must have plenty to get along with in the meantime. Values continue easy in tone, though not quotably changed from where they were a week ago.

## COFFEE.

There has been very little change in this

market, the only sales being a few small parcels of Maracaibo and Santos, the former at 12 to 16c. and the latter at 10 to 13c. for straight invoice lots.

## TEAS.

The market is quiet, while prices remain very firm, and there is no change of importance to note. Some Pingsuey gunpowders changed hands at 23c. for shipment to the States, the best bid that was offered on the same lot locally being 15c.

## SPICES.

Strength still rules the outside situation, but there is nothing special to report locally.

## RICE.

There has been no special change in the local rice market. Some very fine new crop Patna and Japan are now being offered at 4½ to 5c. for the former and at 5½ to 6c. for the latter. Mail advices received by The Louisiana Planter, from Calcutta, to May 12, include a report from the Bengal Director of Agriculture, to May 5, in which he reports on the winter rice crop as follows: "The season generally was very unfavorable to the cultivation of the winter rice crops. The total area cultivated in 1897 amounted to 31,572,700 acres, against 29,143,200 acres cultivated in 1896. Two districts of these Provinces reported bumper crops, of 20 annas; 21 districts reported bumper crops, varying from above 16 annas to 19 annas; 11 districts reported average crops of 16 annas, and the remaining 11 districts returned crops varying from 14 to less than 16 annas. The crop for the Province, as a whole, was estimated by this Department at 18 annas, against an 8-anna crop for the previous year."

## NUTS.

These continue much as they were reported last week.

BE SURE AND GET

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

# We Carry Everything

IN CANNED MEATS, POULTRY, VEGETABLES,  
FRUITS AND FISH, INCLUDING THE FAMOUS

## "ANCHOR" (OUR OWN) BRAND SALMON

**BEST IN THE MARKET.**

Finest Fancy Fraser River Sockeye, hand-  
somerly labelled and wrapped, and

— EVERY TIN GUARANTEED —

THE **EBY, BLAIN CO.** LIMITED

WHOLESALE IMPORTING  
AND MANUFACTURING GROCERS

**TORONTO**

### DRIED FRUIT.

There have been some quiet operations in California raisins at firm figures.

Valencia raisins are firmly held locally, with nothing special elsewhere, except that the Spanish market is quite firm.

Currants continue quiet and steady, and the same can be said of prunes, figs and various evaporated California fruits.

### GREEN FRUIT.

Business in green fruit was not so active during the past eight or ten days, as the weather was too cool. Pineapples are selling at 10 to 15c. each; California peaches, 75c. to \$1.25; apricots, \$1.15 to \$1.90, and tomatoes, 75c. to \$1.25. Oranges and lemons rule steady, and the same can be said of bananas. Apples sold steady at \$4.50 to \$6 per bbl.

### DRIED APPLES.

Dried and evaporated apples are unchanged.

### COUNTRY PRODUCE.

EGGS—There was no change in the egg market. The demand to-day was rather better for small lots, and a fair jobbing business was transacted at steady prices. We quote; Fancy selected stock, 10 to 10½c.; ordinary run, 9 to 9½c., and No. 2 stock, 8 to 8½c. per dozen.

BEANS—The market for beans was quiet

and prices unchanged at 95c. to \$1 for primes, and at \$1.05 to \$1.10 for choice hand-picked per bushel.

HONEY—Was dull and steady. We quote: White clover comb, 11c. to 12c.; dark do., 8 to 10c.; white strained, 6c. to 7c., and dark, 4 to 5c.

MAPLE PRODUCT—Continues to move slowly. We quote: Syrup in wood, 4½ to 4¾c. per lb., and in tins at 45 to 50c., as to size. Sugar, 6 to 6¼c. per lb.

TALLOW—Dull, but steady.

POTATOES—Dull, but firm, with 75c. to \$1 asked on the cars.

HOPS—A few small lots of good to choice, sold at 12 to 14c.

### PROVISIONS.

There was a better demand for smoked meats and lard, and the market is moderately active, with no change in prices to note. Pork is quiet. We quote as follows: Canadian pork, \$16 to \$16.50 per barrel; pure Canadian lard, in pails, at 8½c. to 8¾c.; and compound refined at 5½c. to 5¾c. per lb.; hams, 10½c. to 11½c.; and bacon, 11½ to 12c. per lb.

### FLOUR, GRAIN, ETC.

There was no change in the situation of the local grain market. The demand for all lines was slow, and shippers generally

show no disposition whatever to operate, and prices are difficult to quote at present. There was some little demand for oats from local buyers and sales of car lots were made at 32c. in store. A small lot of buckwheat changed hands in store at 44c.

A fair trade was reported in Manitoba grades of flour, there being a better demand from Ontario and Quebec buyers. The market, on the whole, was more active, but prices are still difficult to quote, as the cutting continues. We quote: Winter wheat patents, \$5.25 to \$5.50; straight rollers, \$5 to \$5.25; bags, \$2.20 to \$2.40; Manitoba patents, \$5.90, and strong bakers', \$5.50.

There was no improvement in the demand for feed, sales being slow and prices easy. We quote: Ontario winter wheat bran, \$12.25 to \$12.75; shorts, \$13.50 to \$14 per ton in bulk; Manitoba bran, \$13; shorts, \$15, and moullie, \$17 per ton, including bags.

Business in meal was very quiet, and the market was without any feature, rolled oats being quoted at \$3.75 to \$3.85 per barrel.

A fair trade is reported in baled hay, but the tone of the market is easy, and prices are being shaded in some cases. We quote: Shipping hay, \$5 to \$6; good to choice, No. 1, \$9 to \$10, and No. 2, at \$7 to \$7.50 per ton, in car lots.

# CLUB BLEND COFFEES

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

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

**S. H. Ewing & Sons,** Importers and Manufacturers **Montreal**

## CHEESE AND BUTTER.

The cheese market continues the same. High prices are being paid in the country, and neither the local or export demand follows the advance. As a result of the high prices paid in the country yesterday, holders on spot asked  $\frac{3}{8}$  to  $\frac{1}{4}$ c. per lb. more for both eastern and western, but found it difficult to realize. In fact, the spot market is a nominal one at  $7\frac{1}{2}$  to  $7\frac{3}{4}$ c. for eastern, and 8 to  $8\frac{1}{4}$ c. for western. Public cable advanced 6d., to 36s., and receipts continue heavy, being 15,076 packages.

Butter was quiet and steady. Holders want 17c. for finest creamery, while buyers are bidding  $16\frac{1}{2}$  to  $16\frac{3}{4}$ c. Receipts today were 1,940 packages.

## NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., June 27, 1898.

**H**ALF the year is gone. In looking back over it, our grocers do so with considerable satisfaction, though not with as much as they expected they would four weeks ago. With the exception of the last few weeks, almost all markets have been in their favor; but now it would look as if, at least in some grades of flour, some little would be lost. Failures have been very few and payments have been fair.

Our people are pleased at the delay in reducing the rate of interest at the savings bank. It is an unpopular move here, as it is thought it will prevent the savings banks from fulfilling their main object, viz., the encouragement of thrift among the wage-earners.

**OIL**—While this is the quiet season in all grades of oil, a fair, steady business, at even prices, is reported. Cod oil is quite scarce, and, while there is no large demand, rather more could be used than is at present being received.

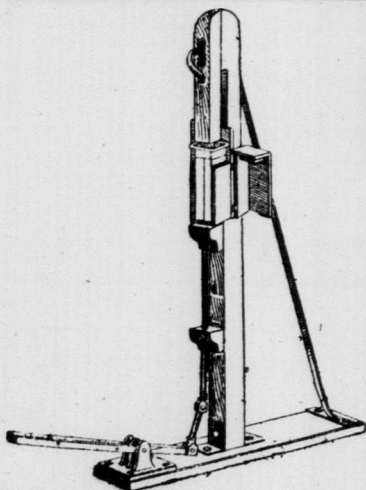
**SALT**—This is also a quiet line, particularly in Liverpool coarse. The large quantity of Canadian now used for dairy purposes has had the effect of very much lessening the sale of the Liverpool factory filled. In rock salt, while a small stock is carried here, the sale is very light. The wood box continues to be the popular package for Canadian fine. We quote: Liverpool coarse, 45 to 48c.; English factory-filled, 90c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 to \$2.60 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30; mineral rock salt, 60c. to \$1.

**CANNED GOODS**—Prices of vegetables in-

cline to be easier. The high prices, even in tomatoes, which, however, show a handsome profit, did not arrive. The fact that new peas are offered, and for almost immediate delivery is quite a surprise. Our dealers are, however, light buyers, as they look for lower figures. In strawberries and raspberries some packers have advanced their quotations. The feeling of the trade here at present is a waiting one, as far as new goods are concerned. In meats, prices are quoted lower. There is but a fair sale for salmon, and fair stocks are held. The outlook for the new pack is a light sale here.

**GREEN FRUIT**—Bananas are arriving freely, but sales are large, and demand is not more than met. In oranges, stocks are getting well cleaned up; prices are quoted rather higher. Other fruits are, however, taking their place. Lemons are also quoted rather higher, particularly best grades. In pines, prices are firm, although lower prices are looked for before long. Strawberries are now received from local growers. We prefer our own very much to any other as yet; they hold a fair price. Rhubarb is rather firmer, but keeps low. California small fruits are having a fair sale, but season is early. Watermelons are quite a feature in the fruit business, but our weather is not hot enough for best results.

**DRIED FRUIT**—California loose muscatels



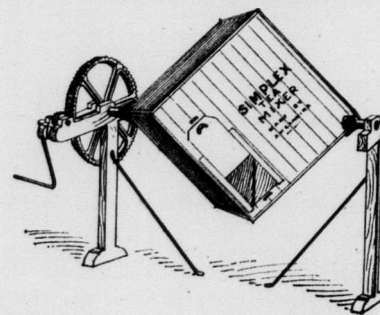
## THE Armeda Tea Packer and Simplex Mixer

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

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

Write for Prices.

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



CO  
n  
standa  
popula

B  
US  
de  
years  
from  
Jones, I

PO

WM  
Bo

DA

Cor.

Cal

Seedlin  
ing the  
were no

Write  
efforts  
held en  
We  
Produc  
M

Teleph

Por  
Fa  
Le

**COTTAM BIRD SEED** and Bird Bread, manufactured under six patents. Reliable standard goods; nothing to approach them for popularity and value. All wholesalers.

**BUSINESS FOR SALE.**

**BUSINESS FOR SALE IN THE CITY OF LONDON;** dry goods, boots and shoes; established thirty years; small stock, rent low; reason for selling, retiring from business; price right to responsible party. R. A. Jones, London, Ont. (1f)

**POTATOES**

IN CAR LOTS, BUY NOW.

**WM. HANNAH & CO.**

Board of Trade.

TORONTO

The \_\_\_\_\_  
**DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS,

Cor. Market and Colborne Sts.,

TORONTO.

California Navels  
California Seedlings  
Messina Lemons

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

**AUCTION SALES**

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

We attend personally to all consignments of Fruit and Produce.

**McWILLIAM & EVERIST**

Wholesale Commission Merchants,  
25 and 27 Church St., TORONTO, Can.

Telephone 645.



**SHORT ROLLS**

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

**F. W. FEARMAN**

Pork Packer

HAMILTON

**Fancy Oranges, Lemons and Bananas.**

And all kinds of Foreign and Domestic Fruits.

**LOOK OUT FOR THE "CLAN BRAND"**

Best package Tea on the market.

**BALFOUR & CO. - Hamilton**

**FANCY** ↔ **MOUNT ROYAL MILLS**

INDIA BRIGHT  
JAVA  
ROYAL  
JAPAN GLACÉ  
POLISHED  
IMPERIAL SEETA  
IMPERIAL GLACE

**D. W. ROSS CO. RICES**  
Agents

THE MOST NUTRITIOUS COCOA.

**EPPE'S**

GRATEFUL—COMFORTING

**COCOA**

In labelled Tins. 14 lb Boxes.

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

**"BOSS"**

is the name of the

**Best Washing Machine**

Try one.

**Walter Woods & Co.**  
HAMILTON, ONT.

**HUGH WALKER & SON**

Direct Importers and Commission Merchants

GUELPH, - ONT.

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

ST. JOHN, N.B.

Etc., Etc.

Wholesale trade only.

HAMS  
BACON  
LARD  
SHORT CUT PORK  
MESS PORK

The Wm. Ryan Co. Limited  
TORONTO

**COWAN'S**

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

**THE COWAN CO., LIMITED TORONTO**

FOR THIS WEEK

Special Prices on

**Breakfast Bacon  
Shoulder Hams**

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

**D. GUNN, BROTHERS & CO.**

Pork Packers

TORONTO, ONT.

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

of good quality are offered low from Boston, but there are no buyers. Seeded show a fair sale. In new California raisins packers are looking for business, though it is not expected prices will be named till the latter half of July. A good crop is expected, and at least low opening prices. This was, however, the case the last two years, only to be followed by a sharp advance, so that those who placed their orders early were in luck. Early shipment is looked for this season during September. Valencias are quoted. Demand for this grade is not what it used to be, and is largely confined to layers. Prices open low. It is not thought that Malaga raisins, at least loose, will be at all as largely brought here as last year. Onions are rather lower, with fair business. Demand for other lines is dull. In peanuts, sale is large; prices at Norfolk, Va., are  $1\frac{1}{2}$ c. above those of early spring, and further advances are looked for.

**DAIRY PRODUCE**—Prices are low, particularly in dairy butter. There is by far too much poor butter. Even creamery, to be moved, has to be sold low. In eggs, receipts, largely owing to the low prices, are small. Cheese is low with a fair sale, now about equally divided between old and new, with the latter coming to the front. The outlook is for a larger make this season than ever before in our Province.

**SUGAR**—Prices are rather lower. It is difficult, in any line, to keep prices up. Sales are light, but an improved movement is expected. Some foreign sugars continue to be offered.

**MOLASSES**—This is really a disappointing feature. Dealers did expect better things, but the edge is off. Stocks are, however, not large as yet, and the end of the season may show better things. Just at present, as in other lines, demand is light, and this puts the worst foot forward.

**FISH**—Salmon are quoted higher and are expected to so rule until after the fourth of July. The catch continues a light one. A few shad are still caught. In dry cod, rather lower prices rule, though receipts keep quite light. Large and medium are quoted at about the same prices. The recent arrivals of pollock have broken down prices, sales being slow. A few new pickled herring have been received, and are quoted low. Smoked herrings are easier; market in bad shape at Grand Manan. They do not know what to do with their fish, particularly bloater stock. We quote: Large cod, \$3.30 to \$3.35; medium, \$3.25 to \$3.30; pollock, \$1.35 to \$1.40; Grand Manan pickled herring, \$1.50 to \$1.65 per  $\frac{1}{2}$ -bbl.; smoked herring, 6 to 7c. per box; Canso, pickled \$5 per bbl.; boneless fish,  $3\frac{1}{2}$  to  $4\frac{1}{2}$ c.; cod, 6 to 7c.; finnan haddies, 4 to  $4\frac{1}{2}$ c.; shad, 12 to 15c.; salmon, 14 to 15c.

**PROVISIONS**—Barreled goods are dull. While prices are lower our holders are still on the right side of the market. Smoked meats are dull and show quite a range in price, as does lard, quite a little old stock being here. Local and packers' prices are about the same.

**FLOUR, FEED AND MEAL**—Prices are rapidly getting to where they were before the late advance. In fact, some mills are already there. Dealers find much fault with them as they claim they are making no more sales by forcing the market down, while they make the position of the holder worse than is necessary. Feed, while still scarce and dull, is rather lower. Oatmeal holds its price better than oats. Stocks are not large. Cornmeal continues to be forced down. Beans are also quoted lower. Sales are light. The sale for seed for this season is over. Barley is high and light stock. There continues to be almost no split peas. We quote as follows: Manitoba flour, \$5.75 to \$5.80; best Ontario, \$5.25 to \$5.50; medium, \$5 to \$5.45; oatmeal, \$4.30 to \$4.40; cornmeal, \$2.10; middlings, \$18 to \$20; bran, \$16 to \$17; oats, 40 to 45c.; hand-picked beans, \$1.00 to \$1.10; prime, 90c. to 95c.; yellow eye beans, \$1.75; split peas, \$3.80 to \$3.90; round, \$3.25 to \$3.40; pot barley, \$3.50 to \$3.75; hay, \$8.75 to \$9.00; timothy seed, American, \$1.75 to \$2.15; do., Canadian, \$2 to \$2.40; mammoth clover, 7 to  $7\frac{1}{2}$ c.; alsike,  $7\frac{3}{4}$  to  $8\frac{1}{2}$ c.

#### ST. JOHN NOTES.

Harry W. DeForest, Charles H. Peter and Isaac H. Northrup are on a trip to England.

Mr. F. W. Porter, chief accountant for A. F. Randolph & Sons, Fredericton, is on his way to England.

Among the salmon received by James Patterson this week were two handsome fish, one weighing 29 and the other 31 lb.

C. & E. Macmichael, who this week received a shipment of Maconochie's pickles, in lever top bottles, at once duplicated their order.

Harry Gilbert and Walter Gilbert have opened a general grocery and provision business, under the style of Gilbert Bros., near Rothesay.

It is something new, and a great pleasure to note, the report from Newfoundland that the fishery outlook is bright. We sincerely trust it will continue so.

Some St. John firms are to reap some benefit from the tea duty in the United States, one house at least, Merritt Bros. & Co., having shipped a quantity across the line just in time.

While the export of canned lobster from Halifax, so far this season, is rather ahead

of the last, being 40,800 cases, as compared with 33,470, the total pack, it is expected, will fall quite short.

Mr. E. F. Chamberlain, eastern representative for J. K. Armsby Co., Chicago, was in the city this week, and, with the local broker, J. Hunter White, called on the wholesale trade. He was well pleased with results.

The flour mill at New Glasgow, spoken of in our report some few weeks ago as doing a most successful business, this week received 10,000 bush. wheat and 7,000 bush. corn. This grain came direct from the great lakes, by water, not being reshipped.

#### MANITOBA MARKETS.

WINNIPEG, June 25, 1898.

**W**INNIPEG and Manitoba, generally, have been enjoying a three days continuous rain. The showers have been coquetting with Manitoba since the first of the month, but last week got down to business and the farmer who now says he wants more rain is hard to please.

Business is good, but retailers will look for a slight decline during July and August, as very many families are out of town at one summer resort or another.

The produce market has varied a good deal during the week, and in some lines is rather weak.

**CEREALS**—This market is rather peculiar. Rolled oats have dropped fully 5c. per sack, but granulated oatmeal is unchanged. The only reason that can be found for this is the fact that comparatively little oatmeal is now used, rolled oats almost entirely taking its place.

**CANNED GOODS**—New strawberries are offering freely and can be sold here at \$3.20 per case. New peas are also offering this week and will be sold here from \$1.75 to \$2. New tomatoes can now be contracted for fall delivery so as to sell at \$2.25 per case. Corn has not yet opened up, but it is expected that canners will soon offer futures on this pack at fairly reasonable figures, as everything points to a good yield in all lines of vegetables. As far as canned fruits are concerned, it is too early to predict prices.

**EVAPORATED FRUITS**—Remain just where they were, with the single exception of apples (dried), which are offering very freely and with symptoms of decline in price, 5 to  $5\frac{1}{4}$ c. being quoted. Evaporated apples are still 10 to  $10\frac{1}{2}$ c. New apricots are expected very shortly, but what the price will be is not yet known.

**CURED MEATS**—This market is steady with good demand. Last week's prices remain without change. Dry salt extra short

# PARAGON CHEESE



THE  
STANDARD for  
PURITY and  
EXCELLENCE

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

The  
**T. D. MILLAR CHEESE CO.**

INGERSOLL, ONT.

Agents...

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



# Pickles.

Should any of our Canadian friends visit the great seaside resort, Atlantic City, N. J. this summer, we hope they will not fail to favor us with their presence at the Heinz Iron Pier.

Others of our Popular Specialties are:

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

For sale by \_\_\_\_\_

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

MEDALS--  
PARIS  
CHICAGO  
ANTWERP  
ATLANTA, Etc.

The GENUINE  
always bear this  
Keystone trade-mark.



# ROSE'S LIME JUICE

IS

The Original & Genuine Brand.

**THE STANDARD FOR PURITY AND EXCELLENCE.**

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

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

clear, 8 $\frac{3}{4}$ c.; dry clear smoked, 9 $\frac{1}{4}$ c.; dry salt long clear, 9 $\frac{1}{2}$ c.; hams, 11 $\frac{1}{2}$  to 12c., according to average; breakfast bacon, backs and bellies, 11 $\frac{1}{2}$  to 12c.

**LARD**—Cannot give a market on this product. Three houses quote it 5c. advance, and two a decline of 5c.

**SUGARS**—Strange to say, these have fallen 1-16c., a very unusual thing at this season. It is thought the decline is only temporary.

**SYRUPS**—Are normal, at 2 $\frac{3}{4}$  to 3c. Corn syrup, from Cardinal, Ont., is offering on this market for the first time for some years.

**CHOCOLATE AND CHICORY**—These will be affected to some extent by the tariff change from July 1 to Aug. 1, but it is not expected that the price will be materially altered, as the change is for so short a time.

**FISH**—Salt fish is practically at a standstill. The season is too far advanced for sales of any importance to be effected.

**COFFEE**—Market steady, but without impetus. Rios, No. 5, 10 to 10 $\frac{1}{2}$ c.

**HONEY**—Market is between seasons, and it depends on the efforts of the busy bee what it will be like for the fall. At present, pure white clover honey, strained, is worth 8 $\frac{1}{2}$ c. in 60-lb. tins, and white clover honey, in 12 sections, 15c.

**NUTS**—Valencia almonds, 28c.; Tarra-gona do, 11c.; fancy Jordon shelled, 45c.; Sicily filberts, 8 $\frac{1}{2}$ c.; Grenoble walnuts, 11 to 11 $\frac{1}{2}$ c.; Brazil nuts, 12c.; Texan peccans (large), 11 to 12 $\frac{1}{2}$ c.

**SPICES**—Demand is steady, with little or no change in market from prices quoted in "Prices Current." Nearly all the spices used in Manitoba are brought in via Vancouver and ground in Winnipeg.

**BUTTER**—Creamery is inclined to be quiet, and factorymen show a disposition to hold for higher figures. Jobbers quote 16c. f.o.b. factory. The butter market is rather mixed. Country storekeepers are giving such a high price for dairy butter, when taken out in trade, that creamery men are dissatisfied with the prices offered by jobbers. The market is so full, owing to the sudden rush

of June butter, that there seems no outlet east or west for the immediate present. One of the largest houses in the city has not bought a pound during the past week. Winnipeg jobbers quote dairy butter 13c. Winnipeg, less freight and commission, while country storekeepers are paying 14 to 15 $\frac{1}{2}$ c. in trade.

**CHEESE**—Receipts for the week are lighter, as factories are now holding until better cured, and also with a hope of higher prices. The ruling figures now are 6 $\frac{3}{4}$  to 7c.

**EGGS**—High prices continue for this product, and the supply is still short. We quote 11 to 11 $\frac{1}{2}$ c. Winnipeg.

**GREEN FRUIT**—This market is considerably demoralized with the heat of the early part of the week. Bananas softened, and little good shipping stock is now in the city. Price is unchanged: \$2 to \$2.50. Strawberries are just about out of market; a few have come in from British Columbia, but they are not in good shape, and dealers seem shy of them. Lemons are going up, the advance being very sharp indeed: \$5 to \$5.50, with very likely a further advance of \$1 before this in print. Oranges range from \$3.25 to \$4.50; varieties offered are all California fruit, viz., St. Michaels, Mediterranean sweets and late Valencias. Southern tomatoes are again short on this market, but a supply is looked for on Wednesday, which will sell at \$1.50 per 4-basket crate. Cherries, \$1.50 to \$1.75; apricots, \$2 to \$2.25; plums, \$2.25; peaches, \$1.50 to \$1.75; watermelons, \$9 per dozen; new cabbages, \$3 per cwt.; cucumbers, 90c. per dozen. Small lots of raspberries and cauliflower have been received by some of the large retail dealers.

#### TEA DUTY PAYMENTS.

Gaw, Wilson & Stanton, of London, Eng., in a recent letter, say:

"Duty payments for the complete season show only a very slight expansion in the home consumption of tea. Reexport of

Indian and Ceylon tea made some progress during the season. Quantity of tea (in lb.) on which duty was paid at all bonded warehouses in the Kingdom from June 1 to May 31:

	1897-8.	Per-centages	1895-7.	Per-centages
Indian	127,575,718	54	123,735,159	54
Ceylon	86,874,299	57	83,532,450	36
China	15,706,917	7	19,515,806	8
Other countries	4,710,543	2	4,423,735	2
Total lb.	234,867,477		231,207,150	

"Indian and Ceylon tea (in lb.) exported from Great Britain from June 1 to May 31:

	1897-8.	1896-7.
Indian	5,957,075	5,245,489
Ceylon	10,753,733	9,428,653

#### THE SHIPMENTS OF MOLASSES.

REFERENCE has been made before to the strong statistical position of Barbadoes molasses. Figures that recently came under our notice strongly emphasize this fact. The shipments from Barbadoes to Montreal and Quebec up to May 1, 1897, were 10,500 puncheons; from Porto Rico, 1,000 and from Antigua 1,000, which make a total of 12,500 puncheons, and this went all to the trade, as refiners did not commence to operate until later on in the season, when prices started to decline. This season, the total shipments from Barbadoes, up to May 28, were 9,000 puncheons, out of which refiners have taken 5,000 puncheons, leaving only 4,000 puncheons to go to the trade in Montreal and Quebec. The shipments show an actual decrease of 3,500 puncheons, and the shortage to the trade 8,500, as compared with last season's figures, and the stock of old on spot very small. Mail advices from Barbadoes, under date of June 10, say: The market can be quoted at about 21c. c.o.f. landed gauge, with exchange at \$4.80, but the crop is now fast drawing to a close, and there are not more than about 2,000 puncheons now available for sale. The crop has fallen considerably short of all expectations, which is chiefly due to the continued dry weather.

## Sell Sunlight Black Lead



Can be used in any country.  
Will be sold in every country.  
It's a trade winner, try it.

THE ALPHA CHEMICAL CO., - BERLIN, ONT.

C

Manufa



C

are  
the  
ever  
see  
you  
con  
est  
fine  
Ing  
Boi



# CUT TOBACCOS...

These brands are pushed by all dealers who look for intrinsic value in the goods they handle.

**SNUFFS.** We are the largest snuff manufacturers in Canada. All the standard makes.

Jobbers in any locality will quote you prices.

*Manufactured by the well-known firm*

**B. HOUDE & CO., Quebec, Que.**

**MORNING DEW**

Virginia Flake Cut.

**CHAMPAIGN**

Virginia Cut Plug.

**GOLDEN LEAF**

Virginia Cut Plug.

**HUDSON** (For Smoking or Chewing.)

Kentucky Curly Cut

## LAPORTE, MARTIN & CIE.

IMPORTERS AND WHOLESALE GROCERS

Agents in Canada for

“Princess Louise” Japan Tea.

“Victoria” Japan Tea.

“P. Richard’s” Brandy.

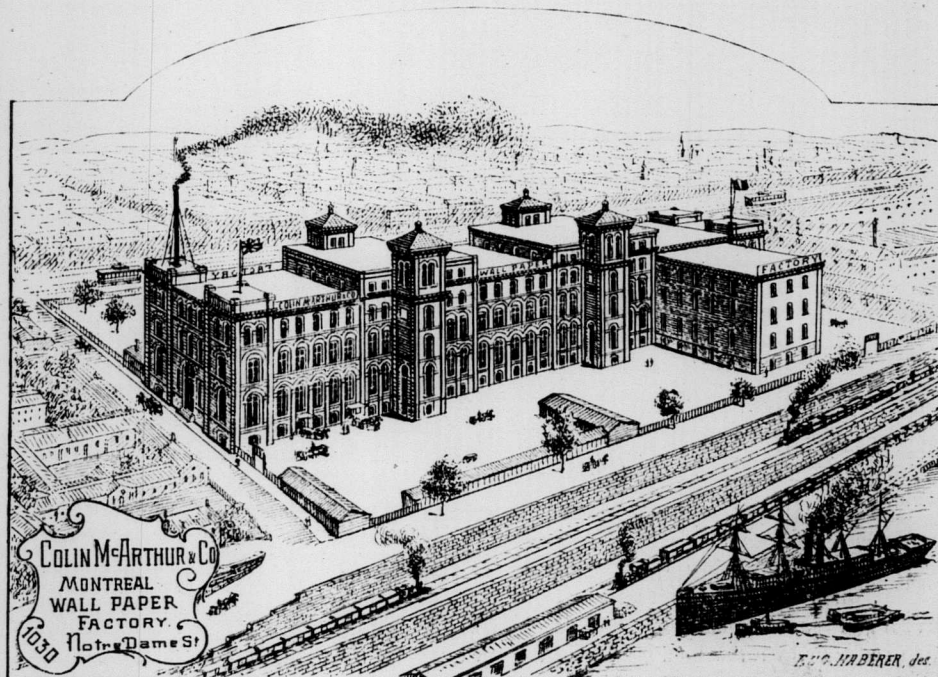
“Mitchell’s” Whiskeys.

72 to 78 St. Peter Street, MONTREAL.

# Colin McArthur & Co.

MONTREAL

Our Representatives are now on the road with the finest line of Samples ever produced. Wait and see them before placing your orders. Our line comprises from the cheapest Brown Blanks to the finest Embossed Gilts, also Ingrains with Ceilings and Borders to match.



### SYSTEMATICALLY ADVERTISING CANADA.

All this is no doubt quite true, and we ourselves are more than a little hopeful for the future of the eastern as well as the western parts of the Province in the production of minerals, but we suggest to the Department that not much that is really definite is known in the United Kingdom about the distribution and extent of the minerals of Eastern Ontario, and that it would make a good start in the way of attracting prospectors and capitalists if it would only go to the trouble of disseminating broadcast authentic information on the subject.

THE above is from The Bullionist, a reputable daily financial paper published in London, England. In a very good article on "Ontario as a Gold Producer," it points out that this country is unknown to English investors. This is, no doubt, quite true, and what little is known is not always of favorable nature, in view of our insolvency laws.

We have spent hundreds of thousands of dollars in endeavoring to interest Europeans in Canada, upon salaried officials who simply sit in their offices and answer questions, sometimes very indifferently. Other sums have been spent on lectures which are only heard by a few people who by chance may go to them.

When Canada will do business on business principles as in ordinary business men would do, we may expect the people at Home to know something of us.

If a merchant has goods to sell he lets the world know it; that is, he advertises it. To do an extensive business he must do extensive advertising. Houses doing a large business have a regular advertising department which prepares and places advertising, and is always on the lookout for ways of letting the public know the goods they have for sale.

The Dominion of Canada requires an advertising department which shall be in charge of a man who can make a success of it, a man who will see that every item relating to Canada that may interest the people at Home is placed before them through the leading newspapers of the United Kingdom. This need not cost much more than the salary of such a man. Newspapers are always ready to insert useful information properly prepared for them.

### THE TRIUMPH OF PROMPTNESS.

"Haste, post, haste! Haste for thy life!" was frequently written upon messages in the days of Henry VIII, of England, with a picture of a courier swinging from a gibbet. Post offices were unknown, and letters were carried by Government messengers subject to hanging if they delayed upon the road.

Even in the old, slow days of stage-coaches, when it took a month of dangerous traveling to accomplish the distance we can now span in a few hours, unnecessary

delay was a crime. One of the greatest gains civilization has made is in measuring and utilizing time. We can do as much in an hour to-day as they could in twenty hours a hundred years ago; and, if it was a hanging affair then to lose a few minutes, what should the penalty be now for a like offence?

Cæsar's delay to read a message cost him his life when he reached the senate house.

"Delays have dangerous ends."

Colonel Rahl, the Hessian commander at Trenton, was playing cards when a messenger brought a letter stating that Washington was crossing the Delaware. He put the letter in his pocket without reading it until the game was finished, when he rallied his men only to die just before his troops were taken prisoners. Only a few minutes' delay, but he lost honor, liberty, life!

General Putnam was plowing with his son Daniel in eastern Connecticut when the news of the battle of Lexington reached him. "He loitered not," said Daniel, "but left me, the driver of his team, to unyoke it in the furrow, and not many days after, to follow him to camp." Alarming the militia and ordering them to join him, he rode all night and reached Cambridge the next morning at sunrise, still wearing the checkered shirt which he had on when plowing.

Success is the child of two very plain parents—punctuality and accuracy. There are critical moments in every successful life when, if the mind hesitates or a nerve finches, all will be lost.

"Immediately on receiving your proclamation," wrote Governor Andrew, of Massachusetts, to President Lincoln on May 3, 1861, "we took up the war, and have carried on our part of it, in the spirit in which we believe the Administration and the American people intend to act—namely, as if there were not an inch of red tape in the world." He had received a telegram for troops from Washington on Monday, April 15; at nine o'clock the next Sunday he said: "All the regiments demanded from Massachusetts are already either in Washington, or in Fortress Monroe, or on their way to the defense of the Capitol."

"The whole period of youth," said Ruskin, "is one essentially of formation, edification, instruction. There is not an hour of it but is trembling with destinies—not a moment of which, once passed, the appointed work can ever be done again, or the neglected blow struck on the cold iron."

Napoleon laid great stress upon that "supreme moment," that "nick of time," which occurs in every battle, to take advantage of which means victory, and to lose

in hesitation means disaster. He said that he beat the Austrians because they did not know the value of five minutes; and it has been said that among the trifles that conspired to defeat him at Waterloo, the loss of a few moments by himself and Grouchy on the fatal morning was the most significant. Blucher was on time, and Grouchy was late. It was enough to send Napoleon to St. Helena.—Pushing to the Front.

### AGENT FOR HIRE'S ROOTBEER.

W. P. Downey, Montreal, has been appointed sole agent in Canada for Hire's rootbeer. He has taken large premises on St. Peter's street, Montreal, and is doing an immense business in this favorite beverage. He is also Canadian agent for Bush & Co., of New York, whose goods are already well known to the Canadian trade.

### EUREKA REFRIGERATORS

GROCER STYLE

Size, width 52 in.  
depth 30 in.  
height 108 in.  
weight 750 lbs.

Ash wood, antique finish, spruce lined, inside shellacked, 7 walls, 2 windows hung with weights, double glass. They are built complete and shipped set up.

Catalogue free.



This cut represents Nos. 14 and 15.

54 and 56 Noble St., Toronto, Ont.

**DRINK :::**

### ::: Chocolate for Breakfast

It invigorates MIND and BODY  
whereas Tea and Coffee

SLOWLY RUIN THE NERVES



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

VANILLA . .  
CHOCOLATES

### CHOCOLAT MENIER

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

Ask your grocer for **Chocolat Menier**

The world-renowned French Vanilla Chocolate

**HERDT & CO. 13 St. John St. Montreal**

General Agents for the Dominion

Guaranteed to keep in all climates

THE  
Capi  
Resu

HON. SIR  
Pr  
E. B. Ost  
Vice-Pr

Belleville  
Brampton  
Seaforth

TORO  
"  
"  
"

Drafts  
and Euro  
Letters  
China and

JA

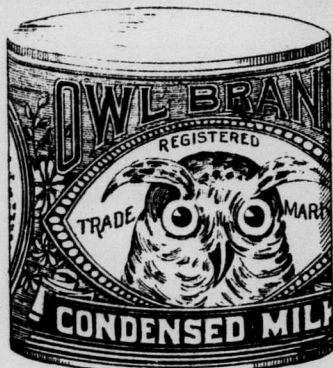
Wa

Put up  
and 3-lb  
a paraffi  
Quota  
list of pr  
soap wra

Bran

"IVC

Guaranteed to keep in all climates



## BE UP-TO-DATE GO WITH THE TIMES

Be sure that you have "OWL BRAND" CONDENSED MILK in stock, and introduce it to your customers and receive their grateful thanks.

Once tried, always used. It's a perfect seller, and is without doubt the finest made.

Manufactured by  
**THE CANADA MILK CONDENSING CO., Limited,**  
ANTIGONISH, N. S.

### THE DOMINION BANK

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

**DIRECTORS**

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

HEAD OFFICE TORONTO

**AGENCIES**

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

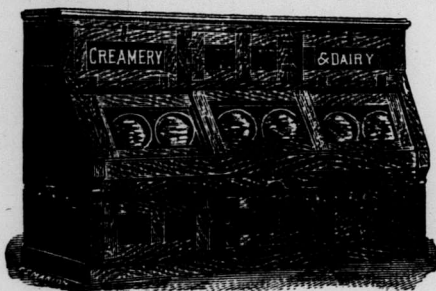
TORONTO—Dundas street, corner Queen.  
" Market, corner King and Jarvis street.  
" Queen street, corner Esther street.  
" Sherbourne street, corner Queen.  
" Spadina avenue, corner College.

Drafts on all parts of the United States, Great Britain and Europe bought and sold.

Letters of Credit issued available at all points in Europe, China and Japan.

**R. D. GAMBLE, General Manager.**

### Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

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

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

### If You Handle Them You Know

THAT

## "Sterling"

BRAND

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

**T. A. LYTTLE & CO.**

Vinegar Manufacturers, TORONTO

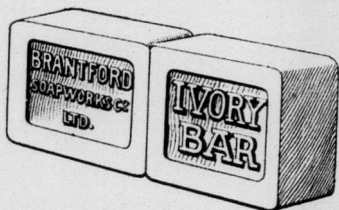
### NEW SEASON'S

## JAPAN TEAS

Early May Pickings  
Now in store.

**Warren Bros. & Co.**

TORONTO.



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

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

**Brantford Soap Works Co., Limited**

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

## Extra Choice

**Hams Bacon  
Pure Lard  
Mess Pork**

**PARK, BLACKWELL & CO., Limited**

Pork and Beef Packers,  
TORONTO

## Sugar

Dutch Granulated

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

**PERKINS, INCE & Co.**

TORONTO.

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



Better try it  
You can't do better.

# CURRENT MARKET QUOTATIONS

June 30, 1898.

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

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

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

## SUGAR

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

## SYRUPS AND MOLASSES

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Syrups—				
Dark	2 2-8	\$0 23	\$0 27	
Medium	2 1-2	30	32	3 3-8
Bright	2 3-8	35	37	3 1-2
Honey			40	
25-lb. pails			1 00	
38-lb. pails			1 40	
Molasses—				
New Orleans	31	27	45	28 35
Barbadoes	31			28 29
Porto Rico	23	25	38	42 34
Antigua	22	23		25 28
St. Croix				27 28

## TEAS

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Black—				
Congou—Half-chests Katsow, Morning, Peking	\$0 12	\$0 60	\$0 12	\$0 60
Caddies Peking, Katsow	14	40	18	50
Indian—Darjeelings	35	55	35	55
Assam Pekoes	20	40	20	40
Pekoe Souchong	18	25	18	25
Ceylon—Broken Pekoes	35	42	35	42
Pekoes	20	30	20	30
Pekoe Souchong	17	35	17	35
China Greens—				
Gunpowder Cases, extra firsts	42	50	42	50
Half-chests, ordinary firsts	22	28	22	28
Young Hyson—Cases, sifted, extra firsts	42	50	42	50
Cases, small leaf, firsts	35	40	35	40
Half-chests, ordinary firsts	22	28	22	28
Half-chests, seconds	17	19	17	19
Thirds	15	17	15	17
Common	13	14	13	14
Ping Sueys—				
Young Hyson—1/2-chests, firsts	28	32	28	32
seconds	16	19	16	19
Half-boxes, firsts	28	32	28	32
seconds	16	19	16	19
Japan—				
1/2-chests, finest May pickings	38	40	38	40
Choice	32	36	32	36
Finest	28	30	28	30
Fine	25	27	25	27
Good medium	22	24	22	24
Medium	19	20	19	20
Good common	16	18	16	18
Common	13	15	13 1/2	15
Nagasaki, 1/2-chests Pekoe	16	22	16	22
Oolong	14	15	14	15
Gunpowder	16	19	16	19
Siftings	7 1/2	11	7 1/2	11

## WOODENWARE

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Pails, 2-hoop, clear, No. 1		\$1 45	\$1 45	\$1 50
3-hoop, "		1 60	1 60	1 60
2-hoop, " No. 2		1 40	1 40	1 40
3-hoop, "		1 55	1 55	1 55
3-hoop, painted, No. 2		1 40	1 40	1 40
Tubs, No. 0		8 00	8 00	9 50
1		6 50	6 50	8 50
2		5 50	5 50	6 50
3		4 50	4 50	5 50

## BUTTER AND CHEESE

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Dairy, large rolls, per lb.	15	12	12 1/2	15
pound prints		12 1/2	14	16
tubs, best		12 1/2	13	15
tubs, second grade		10 1/2	11 1/2	13
Creamery, tubs	16 1/2	16 3/4	16 1/2	17 1/2
prints	20	17 1/2	18	19
Cheese	6 1/2	7	8	8

## PROVISIONS

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Dry Salted Meats—				
Long clear bacon	7 1/2	8	8 3/4	9
Smoked Meats—				
Breakfast bacon	12	11 1/2	12	12 1/2
Rolls	9	8 3/4	9	9 1/2
Hams	10 1/2	11 1/2	10	11 1/2
Shoulder hams	10	8 3/4	8 1/2	9
Backs		11	11 1/2	12
Barrel Pork—				
Canadian heavy mess	16 50	17 00	16 00	16 50
short cut	16 00	16 50	17 00	16 50
Clear shoulder mess			15 00	
Plate beef	12 50	18 00	11 00	11 50
Lard, tierces, per lb		8 1/4	7 1/2	8
Tubs		8 1/2	8	8 1/4
Pails	8 3/4	9 3/4	8 1/4	8 1/2
Compound, Pails	1 15	1 40	6 1/2	7
Shortening, in 60-lb. tubs			7 1/2	7 3/4
Dressed hogs, light	6 25	6 75	7 00	

## GREEN FRUITS

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Oranges, Cal. navels, per crate	3 50	4 00		3 50
California seedlings		2 75	3 00	2 50
Mediterranean sweets	2 50	3 00	3 00	3 25
Messina, 1/2 and 3/4 bxs				1 75
Blood, 1/2 boxes				4 00
Lemons, Messina, per box	2 50	3 50	2 75	3 50
Sorrento, 300's		4 00	4 50	
Bananas, per bunch	1 50	2 00	1 50	2 25
Apples, per bbl	5 00	8 00		3 00
Pineapples, each			10	15
cases, 30's, 36's		3 75	4 00	
Strawberries, per quart		2 1/2	5	8
Gooseberries, per basket		15	30	
Cherries, Canadian, per basket		60	75	
Red Currants, per basket		50	75	
Watermelons, each			40	
Apples, Tennessee, per box			40	
Tomatoes, 4-basket carriers		1 00	2 50	3 00
Onions, Egyptian, per sack	2 50	2 75	2 50	3 00
Bermuda, per case	2 00	2 25	2 00	2 25

## NUTS

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Brazil	12	13	12 1/2	14
Valencia shelled almonds	25	27	22	24
Tarragona almonds	10 1/2	11 1/2	10	11
Peanuts (roasted)	6 1/2	9	7	10
(green)	5 1/2	8	9	10
Cocoanuts, per sack			4 00	3 50
per doz			60	70
Grenoble walnuts	10 1/2	12	10 1/2	12
Marbot walnuts	8	9	9 1/2	10
Bordeaux walnuts	8	9	8	9
Sicily filberts	8	9	8	9
Naples filberts	10	11	10	11
Pecans	8 1/2	12	8	11

## SPICES

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Pepper, black, ground, in kegs, pails, boxes	12	15	12	14
in 5-lb. cans	15	16	14	15
whole	11	13	11	13
Pepper, white, ground, in kegs, pails, boxes	18	26	18	24
5-lb. cans	20	22	20	26
whole	17	25	17	24
Ginger, Jamaica	20	25	18	25
Cloves	15	20	14	35
Pure mixed spice	25	30	25	30
Cassia	25	40	20	40
Cream tartar, French	25	27	24	25
best	28	30	25	30
Allspice	15	17	13	16

## PETROLEUM

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Canadian		12		13 1/2
Sarnia water white	12	13		15
Carbon safety		17		17
American water white	17	17 1/2		17 1/2
Pratt's Astral, in bulk	18	19		16

## COUNTRY PRODUCE

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Eggs, fresh laid	10	10 1/2	11	11 1/2
Poultry—chickens, dressed	*5	8	50	60
Geese, per lb.	5	6		70
Ducks, per pair	*8 1/2	9		50
Turkeys, per lb.	8	10		10
Game—Hares, per pair	25	30		25
Honey, comb, per doz	1 50	1 75	90	1 50
light color, 60-lb. tins	7	8	6	6 1/2
5 and 10-lb. tins	7	8	7	8
buckwheat	4	5	3	4

## RICE, SAGO, TAPIOCA

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Rice—Standard B.	3 75	3 90	3 3/4	3 3/8
Patna, per lb		5	5 1/2	6
Japan	6	6 1/4	6	6 1/2
Imperial Seta	5	6	4 3/4	5 1/2
Extra Burmah		6 1/2	7	6 1/2
Java, extra	6 1/2	7	6 1/2	6 1/2
Sago	3 1/2	4	3 1/2	4 1/4
Tapioca	4	4 1/2	3 3/4	4 1/2

## SODA

	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Bi-carb, standard, 100-lb. keg	2 25	2 50	2 25	2 50
Sal soda, per bbl	70	75	70	80
Sal soda, per keg	95	1 00	95	1 00

# A Drummer Speaks

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

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

Montreal, June 4th, 1898.

Messrs. Chase & Sanborn, Montreal:

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

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

I am, gentlemen, yours very truly,

R— B—

Chase & Sanborn, Boston Montreal Chicago.

	FRUITS				COFFEE			
	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.	Montreal, Quebec, Ottawa.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.
Foreign—								
Currants, Provincials, bbls...	5 3/4	6	5 1/2	6	24	29	25	30
“ Filiatras, bbls...	5 3/8	6	6 1/8	6	27	31	25	30
“ “ 1/2-bbls...	6 1/8	6 1/4	6 3/4	6 1/4	10	11	12	13
“ “ cases...	6 3/4	6 3/2	6 3/2	6 3/2	29	31	26	30
“ Patras, bbls...	6 3/4	6 3/2	6 3/2	6 3/2	24	28	22	25
“ “ 1/2-bbls...	6 3/4	6 3/2	6 3/2	6 3/2	24	26	22	25
“ “ cases...	6 3/4	6 3/2	6 3/2	6 3/2	18	22	15	20
“ “ 1/2-cases...	6 3/4	6 3/2	6 3/2	6 3/2	13	15	14	20
Vostizzas, cases...	7	8	8 1/2	7				
Dates, boxes...	4	6	5	6				
Figs, 4-crown...	10	12	10	11				
“ 5-crown...	12	13	11	13				
“ 7-crown...	13	14	13	14				
“ 9-crown...	15	16	15	16				
“ natural, bags...	3 1/2	6	3 1/2	4 1/2				
Prunes, Sphinx, B's...	8 1/2	8 1/2	8 1/2	10				
“ California, 40's...	10	11	8 1/2	10				
“ “ 50's...	8	9	8 1/2	8				
“ “ 60's...	7 1/2	8	7 1/2	7				
“ “ 70's...	7	8	7 1/2	7				
“ “ 80's...	6	7	6 1/2	7				
“ “ 90's...	5	6	5 1/2	6 1/2				
Raisins, Valencia, off stalk...	5	5	4 3/4	5				
“ Fine off stalk...	5	5 1/2	4 3/4	5				
“ Selected...	5 3/4	6 3/4	5 1/2	6				
“ Layers...	6	7	6 1/2	7				
“ Sultanas...	9 1/2	12	8	12				
“ Cal. L.M., 8-crown...	7	8	7 1/2	8				
“ “ 4-crown...	7 1/2	8 1/2	7 3/4	8				
Domestic—								
Apples, dried, per lb...	6 1/2	7	5	6				
“ evaporated...	9	10	9 1/2	10				
Cal. Evaporated Fruits—								
Apricots, 25-lb. boxes...	9	10	9	9 1/2				
“ “ 14-lb. cans...	9	10	9 1/2	10				
“ “ cartons...	13	14	12	13				
Peaches, 25-lb. boxes...	10	12	9	12				
“ 1-lb. cartons...	12	13	12	13				
<b>CANNED MEATS</b>								
Comp. corn beef, 1-lb. cans...	\$1 60	\$2 25	\$1 55	\$1 60	\$1 75	\$3 00	\$3 25	
“ “ 2-lb. cans...	2 75	4 10	2 80	3 00	3 10	2 75	3 00	
“ “ 4-lb. cans...	5 75	7 00	5 75	6 00	6 25	5 75	6 00	
“ “ 6-lb. cans...	9 00	13 00	8 75	9 00	9 25	9 00	9 25	
“ “ 14-lb. cans...	18 25	28 15	20 00	20 00	21 00	20 00	21 00	
Mixed callops, 2-lb. can...	2 60	2 70	2 60	2 75	2 80	2 60	2 70	
Lunch tongue, 1-lb. can...	3 50	3 75	3 20	3 25	3 35	3 50	3 50	
“ “ 2-lb. can...	6 50	7 40	6 75	7 00	7 25	6 50	7 00	
English brawn, 2-lb. can...	2 60	2 90	2 75	2 80	2 75	2 50	2 75	
Camp sausage, 1-lb. can...	2 40	2 50	2 50	2 50	2 50	2 40	2 50	
“ “ 2-lb. can...	4 00	4 25	4 00	4 00	4 00	4 00	4 00	
Soups, assorted, 1-lb. can...	1 50	2 00	1 50	1 40	1 50	1 50	1 50	
“ “ 2-lb. can...	2 25	3 00	2 20	2 25	2 30	2 25	2 30	
Soups and Boull., 2-lb. can...	1 75	1 80	1 80	1 75	1 80	1 75	1 80	
“ “ 6-lb. can...	4 25	3 50	4 50	4 25	4 50	4 25	4 50	
Sliced smoked beef, 1/2's...			1 65	1 70				
“ “ 1's...			2 80	2 95				
Green—								
Mocha...	24	29	23	28	25	30	24	25
Old Government Java...	27	31	26	30	25	30	24	25
Rio...	10	11	7 1/2	12	12	13	10	10 1/2
Plantation Ceylon...	29	31	26	30	29	31	24	25
Porto Rico...	24	28	22	25	24	28	24	25
Gautemala...	24	26	22	25	24	26	24	25
Jamaica...	18	22	15	20	18	22	18	22
Maracaibo...	13	15	14	20	13	15	13	15
<b>CANNED GOODS</b>								
Apples, 3's...	\$ 90	\$1 00	\$0 95	\$1 00	\$1 10	\$2 25	\$2 50	
“ gallons...	2 40	2 75	2 25	2 50	2 60	2 70	3 50	
Blackberries, 2's...	1 40	1 70	1 40	1 70	1 50	1 80	3 25	
Blueberries, 2's...	80	90	75	85	85	95	2 00	
Beans, 2's...	70	95	70	95	90	95	1 80	
Corn, 2's...	90	1 00	82 1/2	95	85	90	2 15	
Cherries, red, pitted, 2's...	2 00	2 35	1 85	2 25	2 30	2 40	4 00	
Peas, 2's...	90	95	85	95	90	95	2 25	
“ sifted select...	1 14	1 20	1 10	1 25	1 15	1 20	2 25	
“ extra sifted...	1 25	1 40	1 20	1 25	1 30	1 50	2 75	
Pears, Bartlett, 2's...	1 50	1 75	1 50	1 75	1 70	1 80	3 00	
“ 3's...	2 25	2 40	2 00	2 40	2 20	2 40	5 00	
Pineapple, 2's...	2 10	2 40	2 40	2 50	1 75	2 40	4 50	
“ 3's...	2 50	2 60	2 50	2 60	2 50	2 60	5 00	
Peaches, 2's...	1 75	1 90	1 40	1 75	1 75	1 90	3 50	
“ 3's...	2 40	2 75	2 00	2 40	2 50	2 75	5 50	
Plums, green gages, 2's...	1 50	1 55	1 30	1 55	1 30	1 60	3 00	
“ Lombard...	1 30	1 50	1 20	1 50	1 30	1 50	3 00	
“ Danson, blue...	1 10	1 30	1 00	1 40	1 10	1 30	3 00	
Pumpkins, 3's...	75	85	70	80	90	1 00	2 25	
“ gallon...	2 10	2 25	2 10	2 25	2 10	2 25	2 00	
Raspberries, 2's...	1 50	1 90	1 40	1 50	1 50	1 75	3 00	
Strawberries, 2's...	1 50	2 00	1 60	1 70	1 65	1 75	3 50	
Succotash, 2's...	1 10	1 15	1 15	1 15	1 10	1 15	2 00	
Tomatoes, 3's...	1 20	1 40	1 15	1 15	1 25	1 30	3 20	
Lobster, tails...	2 50	2 95	2 40	2 70	2 50	2 60	11 00	
“ flats...	2 75	3 00	1 65	1 75	1 25	1 30	11 50	
Mackerel...	1 30	1 35	1 30	1 35	1 10	1 25	5 00	
Salmon, sockeye, tails...	1 15	1 25	1 15	1 30	1 00	1 20	4 50	
“ flats...	1 30	1 45	1 30	1 35	1 30	1 35	5 00	
“ Horseshoe...	1 20	1 25	1 25	1 25	1 25	1 25	5 00	
“ Clover tails...	1 20	1 17 1/2	1 20	1 20	1 25	1 25	5 00	
“ Leaf flats...	1 45	1 32 1/2	1 35	1 35	1 35	1 35	5 00	
“ Cohoes...	95	1 00	95	1 00	95	1 00	4 25	
Sardines, Albert, 1/4's...	10 1/4	11	13	14	15	15	12	
“ “ 1/2's...	20	21	20	21	20	21	21	
“ Sportsmen, 1/4's...	11 1/2	12	12 1/2	12 1/2	12	12 1/2	12 1/2	
“ “ 1/2's...	19	20	21	20	21	21	21 1/2	
“ key opener, 1/4's...	10	11	10 1/2	11	16	18	11	
“ “ 1/2's...	16	18	18 1/2	23	10	11	11	
“ other brands...	23	35	16	17	16	17	17	
“ P. & C., 1/4's...	23	25	23	25	23	25	25	
“ “ 1/2's...	33	36	33	36	33	36	36	
“ American, 1/4's...	4	5	4	5	4	5	5	
“ “ 1/2's...	9	11	9	11	10	11	11	
Mustard, 3/4 size, cases...	9 00	11 00	10 00	11 00	10 00	11 00	11 00	
50 tins, per 100...					4 25	4 50		
Fruit in glass jars...					1 10	1 20	1 10	
Haddies...	1 40	1 50	1 15	1 60	1 10	1 15	1 80	
Kipperd HERRINGS...	1 35	1 45	1 20	1 60	1 10	1 15	1 80	
Herring in Tomato Sauce...					2 00	1 90	2 00	

## THE BANK OF HAMILTON,

THE annual general meeting of the shareholders of the Bank of Hamilton was held on Monday, June 20, in the board-room of the head office.

There was a large attendance.

On motion, Mr. John Stuart was called to the chair, and Mr. J. Turnbull was appointed secretary.

Mr. Stuart, the president, submitted the annual report, as follows:

The directors beg to submit their annual report to the shareholders for the year ended 31st May, 1898:

The balance at credit of profit and loss account 30th May, 1897, was \$21,029.02  
The profits for the year ended 31st May, 1898, after deducting charges of management and making provision for bad and doubtful debts, are 160,804.37

From which have been declared:  
Dividend 4 per cent., paid 1st December, 1897 \$50,000.00  
Dividend 4 per cent., payable 1st June, 1898 50,000.00  
Carried to reserve fund 50,000.00  
Written off bank premises account 5,000.00  
\$155,000.00

Balance of profit and loss carried forward \$26,833.39

The report for 1897 noted the beginning of the bank's operations in the Province of Manitoba. The experience of the past year's business has encouraged the directors to sanction a policy of gradual expansion and widening of the bank's influence and connections in that country.

Manitoba and the whole Northwest appear to be entering on an era of great development, and your directors consider the future prospects so inviting as to fully warrant the participation of this bank in the beneficial results that appear to be so promising.

One of the best and most prominent positions in Winnipeg for a banking office was secured, and the building is now being prepared for occupation. Three offices in the interior of Manitoba have been opened.

In Ontario agencies have been opened at Niagara Falls, Delhi and Southampton, whilst that at Alliston has been closed.

JOHN STUART, President.

Hamilton, June 9, 1898.

### GENERAL STATEMENT.

LIABILITIES.	
To the Public.	
Notes of the bank in circulation	\$1,187,573.00
Deposits bearing interest	\$5,664,568.31
Deposits not bearing interest	1,951,454.92
Amount reserved for interest due depositors	68,351.24
	7,684,374.47
Balance due to agents of the bank in Great Britain	195,160.51
Dividend No. 51, payable June 1, 1898	50,000.00
Former dividends, unpaid	202.96
	50,202.96
	\$9,117,310.94

To the Shareholders.

Capital stock paid up	\$1,250,000.00
Reserve fund	775,000.00
Amount reserved for rebate of interest on current bills discounted	30,000.00
Balance of profits carried forward	26,833.39
	2,081,833.39
	\$11,199,144.33

ASSETS.	
Gold and silver coin	\$184,481.33
Dominion Government notes	482,940.00
Deposit with the Dominion Government as security for note circulation	60,000.00
Notes of and cheques on other banks	233,058.44
Balances due from other banks in Canada and the United States	266,480.58
Canadian and British Government and other public securities	1,719,678.95
Loans at call on negotiable securities	796,236.31
	\$3,742,875.61
Notes discounted and advances current	7,006,255.43
Notes discounted, etc., overdue (estimated loss provided for)	40,867.33
Bank premises, office furniture, safes, etc.	350,433.74
Real estate (other than bank premises), mortgages, etc.	16,018.79
Other assets not included under foregoing heads	42,693.43
	\$11,199,144.33

J. TURNBULL, Cashier

Bank of Hamilton,

Hamilton, May 31, 1898.

The adoption of the report was moved by the president, seconded by Mr. A. T. Wood, M.P., and carried.

Mr. William Hendrie and Mr. Samuel Baker moved the usual vote of thanks to the directors, and Mr. F. W. Gates, seconded by Mr. F. W. Fearman, the customary acknowledgments of the shareholders to the staff.

Messrs. F. H. Lamb and George E. Gates were appointed scrutineers, and reported the reelection of Messrs. John Stuart, A. G. Ramsay, John Proctor, George Roach, A. T. Wood, M.P., A. B. Lee, and Wm. Gibson, M.P., as directors.

At a subsequent meeting of the directors, Mr. John Stuart was reelected president, and Mr. A. G. Ramsay vice-president.

### COLD STORAGE IN WINNIPEG.

Gordon & Ironsides, cattle dealers, etc., Winnipeg, are erecting in that city a new abattoir at a cost of \$60,000, which will be completed by the middle of July. It will have a capacity for slaughtering daily 250 cattle, 500 hogs and 300 sheep.

This firm also intends erecting cold storage warehouses at Rat Portage, Fort William and Montreal, the first two to cost \$60,000 each, and the latter, \$10,000.

Gordon & Ironsides intend developing the dead meat industry, by this means, to the greatest possible extent. The animals will be killed at Winnipeg, and the meat will be chilled and sent in cold storage to all the eastern markets.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Supplying Coal for the Dominion Buildings," will be received at this office until Friday, 22nd July.

Specifications can be seen and form of tender obtained, on and after Friday, the 24th June, at this office, where all necessary information can be had on application.

Tenders will not be considered unless made on the printed form supplied, and signed with the actual signatures of tenderers.

Each tender must be accompanied by an accepted bank cheque equal to ten per cent. of amount of the tender (10 p.c.) made payable to the order of the Honourable the Minister of Public Works, which will be forfeited if the party decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department will not bind itself to accept the lowest or any tender.

By order,  
E. F. E. ROY,  
Secretary.

Department of Public Works,  
Ottawa, 22nd June, 1898.

Newspapers inserting this advertisement without authority from the Department will not be paid for it

## MATCHES

The dearest not always the best.

## Try New Dominion Matches.

Manufactured by  
**HARDY & DUBORD, MASTAI**

Montreal Agents . . .

**AUSTIN & LEFEBVRE**

317 St. Paul Street.

## BOOKS FOR THE RETAILER

Full of good practical hints on live subjects. Every merchant should keep himself well posted on matters concerning the welfare of his business.

The following series of pamphlets by experienced business men, deal with matters of importance to the retailer and are well worth his careful perusal.

### Pitfalls of the Dry Goods Trade

Three pithy papers dealing with Credits, Honesty, Clerks, Expenses, Over-buying, Profit, Capital, etc., etc.

### Buying, Selling and Handling of Teas

Three valuable articles full of ideas and suggestions for grocery men.

### Causes of Failure in the Hardware Trade

and how avoided. Three comprehensive prize essays reprinted from **HARDWARE AND METAL**.

### Necessary Books for a Retailer

By a practical accountant. This treatise deals with systems of bookkeeping and checking calculated to reduce mistakes and omissions, etc., etc., to a minimum. A most useful book for any retailer.

Any one of the above mailed for . . . **10 cents**

### Credits, Collections and their Management

a most complete and comprehensive work of great importance to any business man. — **\$1.50.**

Address

**The MacLean Publishing Co. Limited**

TORONTO and MONTREAL



**FOUR REASONS WHY GROCERS**

for which Grocers can offer no substitute without injury to their trade.

should sell a brand of Stove Polish which, above **ALL** others, consumers want, and

**Enameline**  
The Modern **STOVE POLISH**

First: It is Superior to All others in Quality.

Second: It gives Perfect Satisfaction to Consumers.

Third: It is Thoroughly Advertised and Sells itself.

Fourth: **NO OTHER** Stove Polish **ON EARTH** has so large a sale.

**Spring Surprises**

Our new line of



The Latest Shapes  
The Newest Decorations  
The Greatest Profit Winners

of any line now on the market.

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

**PIGOT & BRYAN**

Decorators and Dealers

Crockery, China, Glassware,  
Lamps, and Fancy Goods

London, Ont.

J. Bruce  
Payne's

**CIGARS**

are  
Best.



A few of our Leaders—

*Pharaoh - 10c. Special.*

*Pebble - 5c. " "*

*La Fameuse, Grit, The Bird, etc.*

**J. BRUCE PAYNE**

GRANBY, QUE.

**GRAND MOGUL Tea Cabinet.**

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

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

Wholesale  
Grocers,

**LONDON, ONT.**

### AMONG THE RETAILERS.

*Retail Grocers and Departmentals.*

On Monday afternoon, this week, I had a talk with about a dozen of the most up-to-date grocers in Toronto about departmental stores, and was immensely pleased with the result of my investigations. During the past couple of years there has been a more or less bitter agitation on the part of the retail merchants generally against departmentals, urging that these institutions are conducting their business by unfair and even unprincipled means.

This agitation has recently quieted down considerably, the results of the movement being but slightly manifested, the principal institutions of this nature still adding to their capacities for doing business, and seemingly extending their trade in every line.

From what can be gathered, however, from grocers in every section of Toronto I am convinced that instead of the departmental concerns' business in the grocery line extending; instead of their competition being more sharply felt by the up-to-date grocer, the reverse is the case, their competition being much less severe than formerly. The reasons given for this by the various grocers interviewed were interesting, throwing much light on the causes of the severity of their competition in the past. Two years ago in Toronto there were three departmental stores, besides a large grocery in their neighborhood which pursued their methods. These methods consisted largely in reckless advertising, and making "special" sales, when some lines of goods were really sold below their value. The result of these methods was that one of the departmentals and the large grocery before referred to succumbed. They were doing business at a loss, and had to quit.

There can be no question but that a merchant who is selling goods at a loss is a disturbing element in business circles, and all his competitors are affected by his methods.

Since the demise of these business houses, the remaining departmentals seem to be doing business in a steadier, straighter way.

In the retail grocer's methods there has been a remarkable improvement during the last three years. At the beginning of these years a large proportion of the family trade of dealers in Toronto was a credit business. A fair illustration of the improvement in his regard is noted in the case of Clancy Bros., Harbord and Major streets, who are doing 35 per cent. less credit business, and their cash business has increased to such an extent that the total amount of business they now do is fully 25 per cent. larger than the total amount they did three years ago.

This change from a credit to a cash business has put these merchants on the same footing as the departmentals, and they now find themselves able to retail their goods at an average price equal to, and in some cases below that of the departmentals.

The smaller stores, too, are brighter and more attractive, and in every respect there has been an improvement in business methods during the past five years.

Now, as many of the retail grocers are in a position to sell at as close a margin as the departmentals, they are bound to win back as many customers as they lost through these institutions, and more, for many of their former rivals have not kept up in the march of progress, and are still losing customers.

The merchant who is a grocer, and a grocer only has advantage over a dealer in saws and silk as well as sugar, for he can in many little ways oblige his customers where the "rules of the store" would make such an impossibility in the large concern. For instance, while I was in a shrewd, up-to-date grocer's store on King street near the market, an order came over the 'phone for a pair of spring chickens. There were none in the store, and it was a question whether any could be got or not. The message was sent back, however, that they would be got if possible, and a man was sent out to hunt some up. The proprietor of the store turned to me, and said: "Now, you see, either of the departmentals would have to just 'phone back they had no chickens. This is a little thing, but I tell you it is the little things that keep customers."

All the facts having been taken into consideration, it becomes a grocer not to be pessimistic about the harm that is going to be wrought by departmental stores. The fact is established that an up-to-date grocer doing business on a cash basis can do business on as low a margin as these institutions, and in small matters can without loss oblige a customer in a way they cannot.

Abraham Lincoln is credited with saying: "You can fool some of the people all the time, all of the people some of the time, but you cannot fool all the people all the time." The truth of this is unquestioned, and the public have learned that in the grocery line the departmentals cannot sell cheaper than the up-to-date grocer in their own neighborhood.

But the grocer who does business in the the methods of five years ago—large margins and long credits—is still wondering and will continue to wonder, how his rivals can do business at such a low margin of profit.

THE RAMBLER.

### DEATH OF MR. W. W. LOCKERBY.

MR. W. W. LOCKERBY, senior member of the firm of Lockerby Bros., wholesale grocers, died at twenty minutes to twelve on Monday night, at the age of 63 years. Mr. Lockerby underwent an operation for a goitre in the neck in February last, and appeared to have gained renewed health, until about eight weeks ago, when he was troubled with several slight hemorrhages. Upon the advice of Dr. Shepherd, he then gave up active business, and has since been resting quietly at home, gradually sinking towards the end. Deceased was highly regarded by all his confreres in the trade and by all who knew him. He was kind-hearted and unassuming, devoted to business, home life, and his church—the American Presbyterian—of which latter he was a very active member.

The late Mr. Lockerby was born at Lacolle, and later moved to Ormstown with his parents. His first experience of business life was at Chateauguay, New York. In 1857 he and Mr. D. L. Lockerby entered into a partnership with Messrs. Weed & Coonley, the title of the firm being Weed, Coonley & Co. In 1858 Mr. D. L. Lockerby sold out and deceased remained with Mr. Coonley until 1863, when he commenced to travel for Squires, Sherry & Galusha, wholesale grocers, Troy, New York. Here he remained for two years, afterwards working for Birchard, Torrey & Co., of Boston, remaining with them for five or six years. He then became a partner in the firm of Dudley, Hall & Co., wholesale teas, who bought out his previous employers. Owing to ill-health, Mr. Lockerby left Boston for New York, and engaged with Francis H. Leggat as tea buyer and tester for two years. He came to Montreal in 1882, and joined the firm of Kirk, Lockerby & Co., which afterwards became the firm of Lockerby Bros. This firm is now composed of A. L. and D. L. Lockerby. Deceased leaves a wife, the daughter of the late Dr. Childs, of Malone, N.Y.; a daughter, a married sister and two unmarried; and, besides his two brother partners, a brother, Robert, now living at Sudbury; John C., at Morden, Manitoba, and George, at Boston. The remains were interred at Malone, N.Y., on Wednesday.

The anti-trading stamp bill, which was passed by the New Jersey State Legislature, was vetoed by Governor Voorhees. His grounds for so doing were that the bill was unconstitutional.

W. Northrop, fruit cleaner, etc., received this week his new power raisin seeder. This machine is capable of seeding two tons of raisins per day, and is guaranteed to remove one hundred per cent. of the seeds in raisins going through it.

F

THE

con

thi

son and

these dea

express

agree ab

railway

Esplanac

been pay

in by fre

panies h

similar

This, the

The

when th

hencefor

brought

The f

stands f

to the r

arrange

have th

Grimsby

This

The e

willingr

for fruit

howeve

not retu

goods

boat, w

This

fruit de

dealers

missior

Williar

Smith,

Co., W

Moyer.

& Co.,

7

Mr.

Tea C

to the

Bostor

says tl

all be

and tl

been

there

that t

tea.

Bei

effect

he ha

effect

about

which

origin

enthu



**FREE FRUIT MARKET.**

There is much rejoicing among the commission fruit dealers in Toronto this week. During the last fruit season and during the early part of this season, these dealers and the different railway and express companies have been unable to agree about the charges for the use of the railway company's building at Scott and Esplanade streets. The fruitmen have been paying a market fee on all fruit coming in by freight or boat, and the express companies have endeavored to charge them a similar fee on goods coming by express. This, the fruitmen refused to pay.

The matter came to a head last week when the fruit men were told they would henceforth have to pay this charge on fruit brought by express.

The fruit dealers straightway moved their stands from the express companies' sheds to the market on Yonge street wharf, and arrangements were being rapidly made to have the fruit from Oakville, St. Catharines, Grimsby and other points brought by boat.

This prompt action had the desired effect. The express companies expressed their willingness to allow free use of the market for fruit brought by express. The fruitmen, however, having moved, decided they would not return unless all market charges, whether goods were brought by express, freight or boat, were removed.

This was at last agreed to, and now the fruit dealers have a free fruit market. The dealers interested were: The Dawson Commission Co., Limited, Clemes Bros., McWilliam & Everist, Vance & Co., W. H. Smith, J. Cleghorn & Son, H. F. Naisbitt & Co., White & Co., Chas. Kimpton, S. K. Moyer, Husband, Bros. & Co., Kirby, Gee & Co., R. McBride.

**TEA AND THE U.S. DUTY.**

Mr. P. C. Larkin, head of the "Salada" Tea Company, has just returned from a visit to the "Salada" branches in Buffalo and Boston. He also visited New York. He says the tea business, up to date, has not at all been injured by the imposition of a duty, and that in a wholesale way more tea has been moving in the last few weeks than there ever was before. Retailers also say that the duty has not crippled the sale of tea.

Being asked whether it will favorably effect Ceylon and India teas, he said, that he has every reason to believe that it will effect them favorably. People will be chary about importing low grade, trashy teas on which the duty will be about as much as the original cost. Anyway, he is most enthusiastic about the progress that

has been made during the past few months in Ceylon and India teas. He says that on all hands it is admitted by retailers, wholesalers and brokers that these teas are growing rapidly in favor, and that they are fast killing off Japan and China kinds. In the New England States this is particularly the case. A hundred chests are sold to-day where only ten could be sold last year. "Salada" tea, especially, is doing well in and around Boston. Hundred of grocers are carrying it in stock, just as is done in Toronto, Montreal, Winnipeg, Halifax and elsewhere.

**SALES AT CHEESE BOARDS.**

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

Perth, June 24—1,820 boxes of white cheese offered; all sold, 8c. being the ruling price.

Shelburne, June 24—1,325 boxes offered; 280 sold at 7 $\frac{5}{8}$ c., balance unsold. One hundred boxes butter offered but unsold, 16c. being bid.

Kemptville, June 24—1,148 boxes offered, nearly all sold at 8c.

Iroquois, June 24—873 boxes offered; sold at 7 $\frac{7}{8}$ c.

Brighton, June 24—1,105 boxes of white and 212 colored were offered; only 60 boxes sold, 7 $\frac{5}{8}$ c. being the price.

South Finch, June 24—1,243 offered; 258 sold at 8c.

Cornwall, June 25—1,042 boxes Canadian and 143 American offered; all Canadian sold at 8 1-16c. and the American at 7 $\frac{1}{2}$ c.

Cowansville, June 25—3,241 boxes offered; 1,950 boxes sold at 7 $\frac{3}{4}$  to 7 $\frac{7}{8}$ c.

London, June 25—4,480 boxes offered; 2,333 boxes were sold at 7 $\frac{1}{2}$  to 7 $\frac{3}{4}$ c.

Lindsay, June 27—2,080 boxes offered; 1,281 sold at 7 $\frac{5}{8}$ c.

**GEM JARS DEARER.**

A little excitement is being caused in Toronto this week by an advance of \$1 per dozen in the price of fruit gem jars.

**THE HEAVINESS IN RAW SUGAR.**

It is the highly unsettled condition of the raw beet market that is largely responsible for the heavy feeling in sugar. The decline in the price of beet has been quite sharp lately. For instance, on June 9, the top figure quoted was, 9s. 9 $\frac{3}{4}$ d., whereas it is 4 $\frac{1}{2}$ d. lower to-day at, 9s. 6 $\frac{1}{4}$ d. Java cane has also declined from 12s. 9d. to 12s. 3d., a loss of 6d.

Advices from Great Britain state that the easiness in the raw market is due very largely to the lack of demand from North American refineries, neither the United States nor Canadian being operators to any extent in the raw market lately.

The Sugar Trust a short time ago was expected to be an active buyer, but so far it has entirely disappointed expectations.

In New York also raw sugar has declined 1-16 to  $\frac{1}{8}$ c., and the market at present is at a standstill with 96 test centrifugals quoted at 4 $\frac{1}{4}$ c. This is caused by the discovery of the fact that the refiners there have large stocks on hand at present, and until they are reduced, they are not in the market for raws.

The possibility of the annexation of Hawaii, in which case the Pacific Coast and Western States sugar trade would be interfered with, is making the eastern refiners cautious.

Sales of refined sugar, by the Trust, during the past month, have been disappointing, and the same is the case in Montreal, where the refiners complain of the dullness of trade.

**A HURRIED SHIPMENT.**

It is nearly always well to try to do a thing, even if you are in doubt as to whether or not you can do it. On Tuesday, shortly before noon, MacLaren & Co., Toronto, manufacturers of "Imperial" cheese, received a cable order from Leith, Scotland, for a quantity of the firm's product. It was ascertained that unless the shipment was on board the cars by five o'clock that evening it would not catch a steamer until July 6.

On account of the demand for "Imperial," there were no stocks on hand ready for shipment, and Mr. Henry Wright said that it would be impossible to have the goods ready for the first steamer. He, however, determined to try. And not only was the staff in the factory put to work with a full head of steam on, but such of the office staff as could be utilized were pressed into service. Result—the train was caught, and by July 6, when the next steamer sails, the goods will be near their destination.

# Walter Northrop

Importer and  
Exporter of

## DRIED FRUITS

Dressing and Packing of  
Currants a specialty.

66 Esplanade Street  
West  
Telephone 8015.

**TORONTO**

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**A** MEETING of the creditors of W. T. G. Cosman, grocer, St. John, N.B., has been held.

J. P. McKenny, grocer, Port Hope, Ont., has assigned to Henry White.

Napoleon Touchette, general merchant, St. Dominique, Que., has assigned.

Chas. Rousseau, general merchant, Cedar Hill, Que., is offering to compromise.

The stock of J. M. Colwell, grocer, St. John, N.B., has been seized under bill of sale.

McDonald & Deering, general merchants, Whitney, Ont., have assigned to W. A. Cole.

Clift, Wood & Co., commission produce dealers, St. John's, Newfoundland, have assigned.

PARTNERSHIPS FORMED AND DISSOLVED.

Brunelle & Gauvreau, provision dealers, Montreal, have dissolved.

Antoine Goyette and Joseph St. Marie have registered as partners under the style of Goyette & St. Marie, grocers and dry goods, Ste. Alexandre D'Iberville, Que.

SALES MADE AND PENDING.

The stock of J. M. A. Blanchette, general merchant, St. Louis, Que., has been sold.

W. B. Hambly, general merchant, Rockford, Ont., is advertising his business for sale.

The stock of Henley Freres, general merchants, Ste. Anne des Monts, Que., has been sold at 58 1/4 c. on the dollar.

CHANGES.

Edward Smeeton, grocer, Vancouver, has gone out of business.

Mrs. M. J. Dunn, general merchant, Harcourt, N.B., has gone out of business.

The Nova Scotia Pork Packing Co., Limited, Middleton, N.S., has been incorporated.

The Brockville Packing and Provision Co., Limited, Brockville, Ont., has been incorporated.

Henry McKelvie, grocery and crockery dealer, Campbellford, Ont., has been succeeded by M. A. Davidson.

Pulcherie Beaulieu has registered as proprietor of the firm of J. Beaulieu & Cie., wholesale and retail grocers, Montreal.

FIRES.

The Halifax Grocery Co., grocers, Halifax, have been partially burned out; insured.

Henry Gagnon, general merchant, Edmunston, N.B., has been burned out; insured for \$700.

DEATHS.

S. Sweet, general merchant, Isaac's Harbor, N.S., is dead.

Ulric Duval, general merchant, St. Nicholas, Que., is dead.

IF YOU HAVE BOUGHT - - - YOU KNOW  
IF YOU INTEND TO BUY - - - YOU WILL KNOW

That **CLARK'S MEATS** will please your customers, and Win New Trade.

**ORANGE MARMALADE**  
Have you tried Upton's Gilt Edge Brand?

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

THOS. UPTON &amp; CO., Hamilton

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**  
GRIMBLE & CO., Limited., LONDON, N.W. ENG.

**HIRES' Rootbeer**

Should be in every home, in every office, in every workshop. A temperance drink, more healthful than ice water, more delightful and satisfying than any other beverage produced. A money-maker for the retailer, and allows you a substantial profit. Sells for 25c per bottle. For sale by all Wholesale Druggists and Grocers throughout Canada. W. P. DOWNEY, 20-20 1/2 St. Peter St., Montreal, P.Q., Sole Agent for Canada.

BRANCH HOUSE:

40 Yates St., Victoria

A. BRENCHLEY  
Manager

Representatives at

REVELSTOKE  
AND  
NELSON, B.C.**P. E. I. CREAMERIES.**

T. J. Dillon, one of the pioneers of the dairy industry in Prince Edward Island, states that the output of creameries in that Province will far exceed that of previous years. On Monday, June 20, four creameries received 71,800 lb. of milk.

The newly established factories are meeting with unqualified success. It is estimated that the Crapaud creamery will manufacture at least \$30,000 worth of butter.

The following are the factories in opera-

**Cold Storage**

At Revelstoke, B.C.

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

**F. R. STEWART & CO.**

Wholesale Provision Merchants

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

tion this year in Prince Edward Island-Tignish, Cambellton, Alberton, O'Leary, Grand River, Miscouche, St. Eleanor's, Summerside, Park Corner, Kensington, Bedeque, Tryon, Crapaud, Bonshaw, New Dominion, Cornwall, Wiltshire, Emerald, Stanley, New Glasgow, Winsloe, Dunstaffnage, Mount Stewart, Morle, St. Peter's, Gowan Brae, East Point, Red House, St. George's, New Perth, Fort Augustus, Hillsborough, Hazlebrook, Vernon River Bridge, Orwell, Murray Harbor South, Murray Harbor North, Montague, Hartz's, Hartz's at North River, Hampton.

**COX'S**Agents for C  
C. E.  
D. M.  
ARTI

now ext  
Pacific,  
to obtai  
jobber.

Shoul  
Moss,"

THE

S1  
BAll  
Br

3

Lamp

**COX'S GELATINE** Always Trustworthy.  
ESTABLISHED 1725.

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



Not only are the sales of

**WHITE MOSS COCOANUT**

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

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

**THE CANADIAN COCOANUT CO. MONTREAL.**

**Star Brand**

**COTTON CLOTHES LINES**

All lengths, both in Twisted and Braided . . . . .

3 and 4-PLY COTTON TWINE.

**Lamp and Candle WICK.**

Sold by all Wholesale Dealers.

**HIGHEST**

**PAILS TUBS**

**And Wood Packages**

FOR

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

Manufactured by

**The Wm. Cane & Sons Co., Limited**

**Newmarket, Ont.**

**BOECKH BROS. & COMPANY**

Sole Agents, Toronto

**QUALITY**

**RETAILERS**

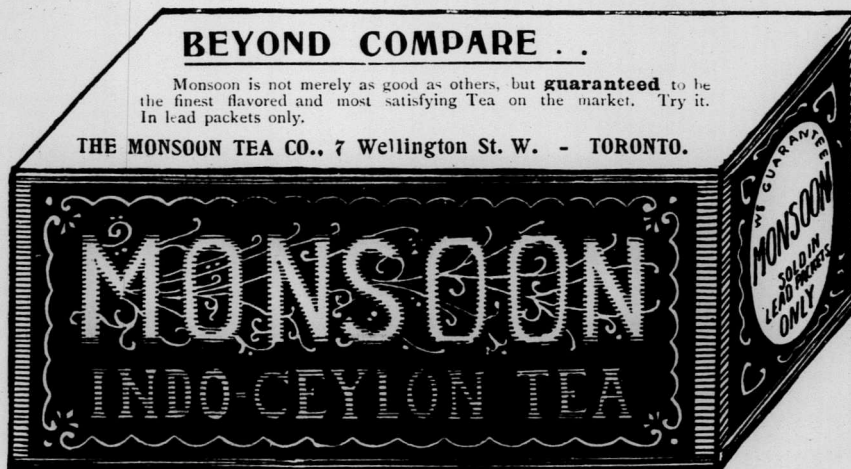
**COW BRAND**



Do you know that every family in Canada is receiving by mail a Cook Book and other useful information regarding "Cow Brand Soda"? **YOU** are sure to have calls for it. Your stock is not complete unless Cow Brand Baking Soda is on your shelf.

**JOHN DWIGHT & CO.,** Manufacturers.

For sale by all wholesale Grocers in Canada.



We keep repeating in our advertisements, "Quality Counts." We have the best of reasons for saying this —because our business grows steadily.

Increased room is now demanded for our increased business. We have outgrown our Sample Rooms, our Warehouses and our Offices, and we are enlarging them.

Our aim has always been to improve, if possible, even on what we thought was best. We try to keep AHEAD of competition, and we think our progress proves that we do just this with

**Boeckh's Brooms.**

Illustrated Book Free for a post card.

**Boeckh Bros. & Company, Mfrs.**

Montreal Branch:  
1 and 3 DeBresoles St.

**Toronto, Ont.**

Agencies at Winnipeg, Vancouver, Halifax, Glasgow.

**CHANGE IN CURE OF CODFISH.**

**N**OVA SCOTIA fish merchants and those largely interested in the Bank fisheries are, according to The Fishing Gazette, agitating the adoption of an improved system of curing cod. The advisability of making a change has become rather prominently a serious matter in view of the probable change in the political status of Porto Rico, the chief market for years for the soft grades of Nova Scotia and bank fish. These soft grades of fish constitute five-sixths of the fish exports of the Province. Owing to the method of cure it is very soft and salt, in striking contrast to the cod caught and cured on the shores of Nova Scotia, or which is cured in a manner different from the Nova Scotian bankers. The method pursued is to make two trips to the Newfoundland banks every season. As large a catch as possible is taken, and it is cured in the hold, a large quantity of salt being used. The length of time the fish must be kept in this condition is so much more protracted than when frequent visits to the shore are made, and the fish discharged and dried at once, that this greatly increased quantity of salt becomes necessary. The heavy salting changes the character of the cod, so that it cannot become as hard or firm as it otherwise would. The salt, with which the fish thus kept for a long period in the hold of the vessel becomes saturated, prevents the full hardening of the cod. While this soft quality of fish may find a good market in Porto Rico or Hayti it cannot profitably be introduced elsewhere.

The hard shore cod, on the other hand, is caught at points where it can be landed from the vessels more frequently for curing, and the extreme salting is therefore not necessary. The fish are dried very soon after being caught. The absence of the excessive salt allows the fish to become hard. Such fish finds a much more general market, and realizes a better price. To effect the required change in the method of curing it is proposed that vessel owners join together and form a company for the season on the banks. One of the vessels, smaller than the others, should be manned by a curing crew. A store and fishing stands could be rented on the Newfoundland shore, where there are many such available. The curing crew would live aboard their vessel, which should be anchored in a convenient and safe place. Once a week the fishing vessels, parties to the agreement, should land their catches where it would be taken and cured by the curing crew. The fish thus made would be of a quality suited to the best markets. This idea may furnish one answer to the question, should Porto Rico be lost to the Nova Scotia fishermen.

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

**"All Men Desire to Learn"**

Whereas exceedingly few enjoy being taught.

We therefore do not propose asking you to wade through a tedious or diffuse dissertation as to the why and the wherefore.

All that we say is, give

Lead  
Packets  
Only



Never  
in  
Bulk

one single trial as a SELLER against any tea you have ever handled. The result will be so satisfactorily apparent that you will never forsake it.

Small assorted sample cases for those not already selling it.  
Send for terms and all particulars.

**SALADA TEA CO.**

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

**Evaporated  
Vegetables**

FOR SOUP

Always Ready  
Always Delicious

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

**Kerr Vegetable Evaporating Co.**

Limited  
KENTVILLE, NOVA SCOTIA

**Dewar's Famous Scotch**

Can be had from

Geo. J. Foy  
Perkins, Ince & Co.

R. H. Howard & Co.  
Adams & Burns

Toronto.

James Turner & Co., Hamilton, and all first-class houses.

**ADAMS'****TUTTI FRUTTI**

The Best Gum and the Best Seller.

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

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

**SOVEREIGN LIME JUICE**

equal to any made in the world.

Regular size bottle, pints..... \$2 75 per doz.  
Apollinaris bottles, splits..... 1 00 per doz  
Order through wholesale Druggist or Grocer.

**E. FIELDING, Agent**

34 Yonge St., TORONTO

**GEORGE FOSTER & SONS**

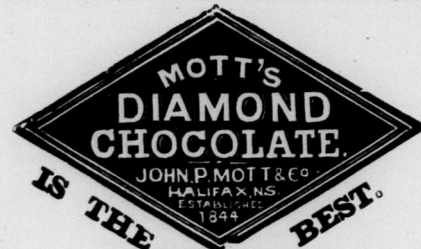
BRANTFORD, ONT.

Direct Importers of—

**TEAS**

and General Groceries.

Our rapidly increasing business proves the satisfaction of our patrons with our goods and prices.

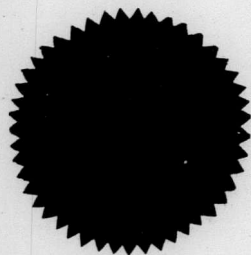


ASK FOR

**MOTT'S**



The greatest comfort to habitual tea drinkers is obtained by using only ***Ceylon and Indian*** teas--- These teas are pure, clean, healthy and invigorating--Every up-to-date grocer advocates their use---What pleases his customers makes business better.



Try } Ceylon and  
Buy } Indian Teas  
Sell }



ONE OF OUR NEW DESIGNS.

# WALL PAPER.

*Our New Samples  
for the  
Season of 1898-9*

ARE NOW COMPLETE  
and our salesmen start on the road forthwith

THE SAMPLES SURPASS  
ALL FORMER PRODUCTIONS,  
and are sure to win your commen-  
dation. \* \* \* \* \*

EVERY COLORING IS NEW,  
Every Pattern is a good one, from  
the cheapest blank to the special  
designs in 22-in. goods.

THE GOODS ARE LOW-PRICED  
(Lower than ever before)  
but don't look cheap, and will there-  
fore yield you a good profit.

WAIT TO SEE OUR SAMPLES  
before ordering. If our salesman  
dosen't reach you by the time you  
are ready to order, write us. We  
will arrange to show you samples.

**M. Staunton & Co.**

MANUFACTURERS

TORONTO, Ontario.

**N.B.--**

If you sell WALL PAPER, send us your name and address (mentioning "GROCER") on a post card, and we will forward **FREE** and post-paid, an article that every Wall Paper Dealer will find useful.

SEND FOR IT TO-DAY

TI  
depend  
good O

R



FR

Cur

Quotatic  
etc., are s  
agents, wh  
accuracy.  
If a chang  
cline, it is  
as a matte  
request it  
E



4 oz. cans  
10 cent ca  
Cook's  
Size 1, in  
" 10, in  
" 2, in  
" 12, in  
" 3, in  
Pound ti  
oz. tins  
lb. tin  
Diamoi  
1 lb. tin  
1/2 lb. tin  
1/4 lb. tin  
M.A  
1/2 lb. gla  
1 lb. gla  
1 lb. see

The enjoyment of Salad depends largely on the use of a good Oil.

**RAE'S** Finest Sublime Oil IS PERFECT.



Grocers can confidently recommend

**RAE'S** Finest Sublime

as the very best obtainable.

**OLIVE OIL**



We have never gone backward.  
**SOUTHWELL'S ORANGE MARMALADE**  
AND  
**SOUTHWELL'S PURE FRUIT JAMS**



Have increased in favor wherever sold.

**FRANK MAGOR & CO., 16 St. John Street, MONTREAL**

# Current Market Quotations for Proprietary Articles.

June 30, 1898.

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

**BAKING POWDER.**

**PURE GOLD.**

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

**Cook's Friend—**

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

**Pound tins, 3 doz. in case.....** 3 00

**oz. tins, 3 ".....** 2 40

**oz. tins, 4 ".....** 1 10

**lb. tins, 1/2 ".....** 14 00

**Diamond—** **W. H. GILLARD & CO**

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

**MAPLE LEAF BAKING POWDER.**

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

**THE F. F. DALLEY CO.**

Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases.....	per doz. \$0 75
English Cream, 1/4 lb. tins, 4 to 6 doz. cases.....	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases.....	0 55
1/2 lb. tins, 4 to 6 doz. cases.....	0 30
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

**BLACKING.**

**P. G. FRENCH BLACKING.** per gross

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

**THE F. F. DALLEY CO.**

English Army Blacking, 1/4 gross cases.....	\$9 00
No. 2 Spanish " " ".....	3 60
No. 3 " " ".....	4 50
No. 5 Spanish Blacking, 1/4 gross cases.....	7 20
No. 10 " " ".....	9 00
Vucan Oil Blacking, 1 doz. cases, liquid.....	2 00
New York Dressing, 1 doz. cases.....	0 75
Spanish Satin Gloss.....	1 00
Crescent Ladies' Dressing, 1 doz. cases.....	1 75
Spanish Glycerine Oil Dressing.....	2 00

**BERRY'S ENGLISH BLACKING.**

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

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

**THE ALPHA CHEMICAL CO.**

Shoe Dressing— in 1/4 gross cases. Per Gross.....	\$ 22 00
French Oil in 3-do. cases.....	22 00
Reliable Shoe Dressing.....	9 00
Ecliptic Combination tin.....	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 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50

**Shoe Blacking— in 1/4 gross cases.**

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

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

**Patent Stove Polish—**

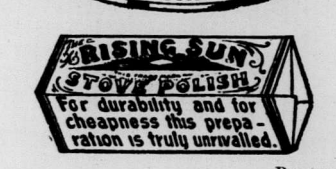
Sunlight Lead Bar 6's.....	2 25
Packed in 1/2 gross cases.....	10 30
Sunlight Liquid, 1/2 gross cases.....	4 25
Moody's Black Lead 3's.....	4 25
Reliable Stove Pipe Varnish.....	14 40

Quickshine Pipe Varnish.....	12 00
1/4 gross cases pressed top tins.....	

**Stove Polish—**

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

**STOVE POLISH.**



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

# Results Count

You sell a good article—the buyer is satisfied. Then, most likely, you've made a permanent customer of him.

But, if

you sell a poor article—no matter what price—it gives no satisfaction and you lose a good customer.


Now, what is the use of running such a risk? Have you more customers than you want? Better look into your different lines and see if you are carrying the **best**. What brand of **Corn Starch** are you handling? If it's not "Benson's Canada" it would be well to make a change. Do so now before it's too late. We have never yet heard of any one being dissatisfied with ours.

## The Edwardsburg Starch Co., Limited CARDINAL, ONT.

Per gro s


**THE F. F. DALLEY CO.**

**TIGER STOVE**



Tiger Stove Polish, 1/4 gross cases.... \$9 00  
per doz  
Stovepipe Varnish, 4 oz. bottles..... 1 00  
" 6 oz. bottles..... 1 25  
Boston Brunswick Black, 8 oz. bot's. 1 75

**ENAMELINE**



No. 4—3 dozen in case ..... \$4 50  
No. 6—3 dozen in case ..... 7 50

**BIRD SEEDS**

**BART. COTTAM & CO.**

"Cottams," with Patent Bird Bread. .... 0 07  
Warbler, with Song Restorer..... 0 05 1/2  
Belgian, with Bird Improver..... 0 05 1/2  
International, with Bird Treat..... 0 05 1/2  
German X, with Cuttlefish Bone..... 0 04 1/2  
German, with Cuttlefish Bone..... 0 04 1/2  
London Bird Seed, bulk 25 lb. cases.... 0 04 1/2  
Bird Gravel, 10c. pkts., 24 in case..... 0 06  
Bird Gravel, 5c. pkts., 48 in case..... 0 03

**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.**

Brook'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 " 03

**CORN BROOMS**

**CHAS. BOECKH & SONS.** per doz

Carpet Brooms— net.  
"Imperial," extra fine, 8, 4 strings... \$3 65  
" " " " 7, 4 strings... 3 45  
" " " " 6, 3 strings... 3 25  
"Victoria," fine, No. 8, 4 strings... 3 30  
" " " " 7, 4 strings... 3 10  
" " " " 6, 3 strings... 2 90  
"Standard," select, 8, 4 strings... 2 90  
" " " " 7, 4 strings... 2 75  
" " " " 6, 3 strings... 2 60  
" " " " 5, 3 strings... 2 40

**BLUE.**

**KEEN'S OXFORD.** per lb.

In single box lots ..... \$0 17  
In 10 box lots or over ..... 0 16 1/2

Reckitt's Square Blue, 12-lb. box.... 0 17  
Reckitt's Square Blue, 5 box lots.... 0 16

**CHEWING GUM.**

**ADAMS & SONS CO.** per box

Tutti Frutti, 36 5c. bars..... \$1 20  
" " " " (in cream pitcher) 36 5c bars 1 20  
" " " " (in sugar bowl) 36 5c bars 1 25  
" " " " (in glass jar) 115 5c pkgs.. 3 75  
Pepsin Tutti Frutti (in glass jar) 115 5c packages... 3 75  
Pepsin Tutti Frutti, 23 5c packages... 0 75  
Round Pepsin, 39 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 lc pieces..... 1 00  
Banner Gum (English or French wrappers) 115 lc pieces..... 1 00  
Filtration Gum (English or French wrappers) 115 lc pieces..... 1 00  
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

**CHEESE.**

**MACLAREN'S IMPERIAL.** Per doz.

Large Size, cases 1 doz..... \$9 00  
Medium Size, cases 1 doz..... 8 40  
Small Size, cases 3 doz..... 1 60  
Individual, cases 3 doz..... 1 60



**MILLAR'S PARAGON.** Per doz.

Large Size, cases 1 doz..... \$9 00  
Medium Size, cases 1 doz..... 8 40  
Small Size, cases 3 doz..... 1 60



**CHOCOLATES & COCOAS.**

**EPPS'S.** per l.

Cocoa— 0 35  
Case of 14 lbs. each..... 0 37 1/2  
Smaller quantities..... 0 37 1/2

**CADBURY'S.** per doz

Frank Magor & Co., Agents..... \$1 65  
Cocoa essence, 3 oz. packages.....

**MEXICAN CHOCOLATE, loose.** per lb

Mexican chocolate, 1/4 and 1/2 lb. pkgs. 0 40  
Rock Chocolate, loose..... 0 40  
" 1-lb. tins..... 0 42 1/2  
Cocoa Nibs, 11-lb. tins..... 0 35

**TODD HUNTER, MITCHELL & CO.'S.**

**Chocolate—** per lb

French, 1/4's—6 and 12 lbs..... 0 30  
Caracas, 1/4's—6 and 12 lbs..... 0 35  
Premium, 1/2's—6 and 12 lbs..... 0 30  
Sante, 1/4's—6 and 12 lbs..... 0 26  
Diamond, 1/4's—6 and 12 lbs..... 0 22  
Sticks, gross boxes, each ..... 1 00

**Cocoa—**

Homeopathic, 1/4's, 8 and 14 lbs.. 0 30  
Pearl, 12 and 18 " 0 25  
London Pearl, 12 and 18 " 0 22  
Rock ..... 0 30  
Bulk, in boxes..... 0 18

**ROYAL COCOA ESSENCE, packages..... 1 40**

**BENSNDORF'S ROYAL DUTCH COCOA.**

1/4 lb. tins, boxes 4 doz..... 2 40  
" " " 2 " " 4 50  
" " " 1 " " 8 50

**Ralston Health Club boxes 6 lbs..... 45**

**CHOCOLAT MENIER**

**FRY'S.** per lb.

Chocolate—

Caracas, 1/4's, 6-lb. boxes ..... 0 42  
Vanilla, 1/4's, 6-lb. boxes ..... 0 42  
"Gold Medal" Sweet, 1/4's, 6 lb. bxs. 0 29  
Pure, unsweetened, 1/2's, 6 lb. bxs. 0 42  
Fry's "Diamond," 1/4's, 14 lb. bxs. 0 24  
Fry's "Monogram," 1/4's, 14lb. bxs. 0 24

**Cocoa—** per doz

Concentrated, 1/4's, 1 doz. in box.. 2 40  
1/2's, " " " 4 50  
1 lb's. " " " 8 25  
Homeopathic, 1/4's, 14lb. boxes .....  
1/2 lbs. 12 lb. boxes

Th  
a Biscuit

Besides  
tin in yo

TH

A. W. Port

JOI  
(R. S. M

Mott's Broma  
Mott's Prepar  
Mott's Home  
Mott's Break  
Mott's No. 1  
Mott's Break  
Mott's Carac  
Mott's Diam  
Mott's French  
Mott's Navy  
Mott's Cocoa  
Mott's Cocoa  
Vanilla Stick  
Mott's Confe  
Mott's Sweet

COWAN C

Hygienic Coc  
Cocoa Essen  
Soluble Coco  
Diamond Cl  
1/4 lb. cake,  
Royal Navy  
1/2 lb. cake,  
Mexican Va  
boxes, 1/4 ll

CAJ

White Mo  
lb. Packs  
1/2 & 1/2 lb.

1/2  
1/2  
1/2  
1/2

Bulk—  
White Moss  
Feather Str  
Ribbon  
Special Shri  
Macaroon,  
Crown Desi  
Special,

STAJ  
Feather stri  
Cream she  
Standard  
Macaroon  
Desiccated  
Shavings, it  
Cream shre

Mecca....  
Damascus.  
Cairo.....

Try

Th



The Toronto Biscuit & Confectionery Co., Limited, are putting on the market a Biscuit that every grocer ought to handle. It is called

# WHEAT MEAL

Besides being very palatable, it is invaluable for invalids and persons with weak digestion. Include a tin in your next order.

## THE TORONTO BISCUIT & CONFECTIONERY CO., LIMITED,

A. W. Porte, President.

7 Front Street East, Toronto.

S. R. Parsons, Vice-President

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 (1/2 lb.).....	0 32
Mott's Breakfast Cocoa in tins.....	0 45
Mott's No. 1 Chocolate.....	0 28
Mott's Breakfast Chocolate.....	0 30
Mott's Caracacas 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	0 43
Mott's Sweet Chocolate Liquors. 0 19	0 30

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

CANADIAN COCOANUT CO.	
White Moss Brand—	
1/2 lb. Packages, 15 or 30 lb. cases.....	0 27
1/2 & 1/2 lb. " " " " " " " " " " " "	0 27 1/2
1/2 " " " " " " " " " " " "	0 28
1/2 " " " " " " " " " " " "	0 29
1/2 " " " " " " " " " " " "	0 29
1/2 " " " " " " " " " " " "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. " " " " " "	0 27
Feather Strip, " " " " " " " " " " " "	0 28
Ribbon, " " " " " " " " " " " "	0 29
Special Shred, " " " " " " " " " " " "	0 29
Macaroon, " " " " " " " " " " " "	0 29
Crown Desic'd, 12, 20 25 " " " " " "	0 30
Special, " " " " " " " " " " " "	0 30

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, 1/2 lbs.....	29 28
Cream shredded, 1/4 lbs.....	29 28

COFFEE.	
JAMES TURNER & CO.	
Mecca.....	per lb. 0 34
Damascus.....	0 30
Cairo.....	0 20

TODHUNTER, MITCHELL & CO.'S	
Excelsior Blend.....	0 33
Bourbon Blend.....	0 31
Our Own " " " " " " " " " " " "	0 30
Jersey " " " " " " " " " " " "	0 28
Laguaya " " " " " " " " " " " "	0 25
Rajah Blend.....	0 21
Mocha and Java.....	0 32
Old Government Java... 0 30	0 34

EXTRACTS.	
Dalley's Pure Fruit Extracts, 2 1/2 oz. bottles, all flavors.....	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors.....	0 75
Dalley's Fine Gold Extracts. 2 oz. bottles, all flavors.....	1 25



ROBERT GREIG & CO., MONTREAL, AGENTS.	
1/2 lb. Tins, boxes 2 doz.....	2 40
1/2 lb. Tins, boxes 2 doz.....	4 60
1 lb. Tins, boxes 1 doz.....	8 70

ROBINSON'S BARLEY AND GROATS.	
Patent Barley, 1/2 lb. tins.....	per doz. 1 25
" " " " " " " " " " " "	2 25
Groats, 1/2 lb. tins.....	1 25
" " " " " " " " " " " "	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISEING FLOURS.	
Buckwheat Flour, 2 1/2 lb. packages, 3 doz. in case.....	1 20
Pancake Flour, 2 lb. packages, 3 doz. in case.....	1 20
Tea Biscuit Flour, 2 lb. packages, 3 doz. in case.....	1 20
Graham Flour, 2 lb. packages, 3 doz. in case.....	20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases.....	1 20

GELATINES.	
KNOX'S	
Sparkling calves foot, 2 qt. size.....	1 20
Acidulated, 2 qt. size.....	1 50
(Sold by all wholesale grocers.)	

KEOPFF'S FAMILY GELATINE.	
per doz	
Robert Greig & Co., Agents.	
1 oz. Packages, White, per doz.....	0 90
1 " " " " " " " " " " " "	0 95
COXS	
1 Quart size, per doz.....	1 15
2 Quart size, " " " " " " " " " " " "	2 30

### INDURATED FIBRE WARE.

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

### JAMS AND JELLIES.

SOUTHWELL'S GOODS.	
per doz.	
Frank Magor & Co., Agents.	
Orange Marmalade.....	1 50
Clear Jelly Marmalade.....	1 80
Strawberry W. F. Jam.....	2 00
Raspberry " " " " " " " " " " " "	2 00
Apricot " " " " " " " " " " " "	1 75
Black Currant " " " " " " " " " " " "	1 85
Other Jams " " " " " " " " " " " "	1 55
Red Currant Jelly.....	2 75
(All the above in 1 lb. clear glass pots.)	

LICORICE.	
YOUNG & SMYLYE'S LIST.	
5-lb. boxes, wood or paper, per lb.....	\$0 40
Fancy boxes (36 or 50 sticks) per box.....	1 25
"Ringed" 5 lb. boxes, per lb.....	0 40
"Acme" Pellets, 5 lb. cans, per can.....	2 00

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

### MINCE MEAT.

Wetley's Condensed, per gross, net	\$10 80
per case of 3 doz., net.....	2 70

### MUSTARD.

COLMAN'S OR KEEN'S.	
per doz.	
D. S. F., 1/2 lb. tins.....	\$1 40
" " " " " " " " " " " "	2 50
" " " " " " " " " " " "	5 00
In Jars—	
Durham, 4 lb. jars, per jar.....	0 75
" " " " " " " " " " " "	0 25
F. D., 1/2 lb. tins.....	per doz. 0 85
" " " " " " " " " " " "	1 45

### FRENCH MUSTARD

Crown Brand—(Robert Greig & Co.)	
per gross.	
Pony size, \$7 50	per gross 16 20
Small Med. 7 50	Tumbler... 11 50
Medium... 10 80	Cream Jug 21 00
Large..... 12 00	Sugar Bowl 22 00
Spoon..... 18 00	Caddy..... 28 00

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

Try a case of

# Boston Laundry Starch

This starch excels all others for imparting a hard polish to Cuffs, Collars and Shirt Fronts.

SOLD BY



The F. F. Dalley Co., Limited - Hamilton, Can.

# LAUNDRY STARCH

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

# CULINARY STARCH

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

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


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

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

**PICKLES---STEPHENS'**  
A. P. TIPPET & CO., AGENTS.

Patent stoppers (pints) ..... 2 30  
Corked (pints) ..... 1 90

**SODA**  
COW BRAND



**DWIGHT'S  
SODA**

Case of 1 lbs. (containing 60 pkgs) ..... 3 00  
" " lbs. ( " " 120 " ) ..... 3 00  
" " lbs. and 1/2 lbs. (containing 30 1 lbs. and 60 1/2 lb. packages) ..... 3 00  
Case of 5c. pkgs (containing 96 pkgs) ..... 3 00

**SOAP.**



**SURPRISE**

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



**IVORY-BAR**

BRANTFORD SOAP WORKS CO.

Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11 1/4 oz. each, 100 in box.

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

A. P. TIPPET & CO., AGENTS

per gross  
Maypole Soap, colors ..... 12 00  
" " black ..... 15 00  
10 per cent. discount on gross lots.


**STARCH.**  
EDWARDSBURG STARCH CO., LTD.

Laundry Starches—  
No. 1 White or Blue, cartons ..... 0 05 1/2  
Canada Laundry ..... 0 04 1/2  
Silver Gloss, 6-lb. draw-lid boxes ..... 0 07 1/2  
Silver Gloss, 6-lb. tin canisters ..... 0 07 1/2  
Edwardsburg Silver Gloss, 1-lb. chrome package ..... 0 07 1/2  
Silver Gloss, large crystals ..... 0 06 1/2  
Benson's Satins, 1-lb. cartons ..... 0 07 1/2  
No. 1 White, bbls. and kegs ..... 0 04 1/2  
Benson's Enamel, per box ..... 3 00

Culinary Starch—  
W. T. Benson & Co's Prep. Corn ..... 0 06 1/2  
Canada Pure Corn ..... 0 05 1/2

Rice Starch—  
Edwardsburg No. 1 white, 1-lb. cart. ..... 0 09 1/2  
Edwardsburg No. 1 White or Blue, 4-lb. lumps ..... 0 09 1/2

**KINGSFORD'S OSWEGO STARCH**



SILVE (40-lb. boxes, 1-lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate) ..... 0 08  
GLOSS ..... 0 08 1/2

PURE—40-lb. boxes, 1-lb. pack ..... 0 07  
48-lb. " 16 3-lb. boxes ..... 0 07

For puddings, custards, etc.

OSWEGO } 40-lb. boxes, 1-lb. CORN STARCH } packages ..... 0 07 1/2  
ONTARIO } 38-lb. to 45-lb. boxes, STARCH } 6 bundles ..... 0 06

STARCH IN } Silver Glose ..... 0 07 1/2  
BARRELS } Pure ..... 0 06 1/2

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—  
Canada Laundry, boxes of 40 lbs. .... 0 04 1/2  
Finest Quality White Laundry—  
3 lb. cartons, cases 36 lbs. .... 0 05 1/2  
Bbls., 175 lbs. .... 0 04 1/2  
Kegs, 100 lbs. .... 0 04 1/2

Lily White Gloss  
Kegs, extralarge crystals, 100 lbs. .... 0 06 1/2  
1 lb. fancy cartons, cases 36 lbs. .... 0 07 1/2  
6 lb. draw-lid bx. 8 in crate, 48 lbs. .... 0 07 1/2  
6 lb. tin enamelled canisters, 8 in crate 48 lbs ..... 0 07 1/2

Brantford Gloss—  
1 lb. fancy boxes, cases 36 lbs. .... 07 1/2  
Brantford Cold Water Rice Starch—  
1 lb. fancy boxes, cases 28 lbs. .... 0 09  
Canadian Electric Starch—  
40 packages in case ..... 3 00

Culinary Starch—Challenge Prep. Corn—  
1 lb. pkgs., boxes 40 lbs. .... 0 05 1/2  
No. 1 Pure Prepared Corn—  
1 lb. pkgs., boxes 40 lbs. .... 0 06 1/2

**TEAS.**  
"SALADA" CEYLON.



**SALADA**  
CEYLON TEA

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

Terms, 30 days net.

RAM LAL'S (lead packages)



**RAM LAL'S  
PURE  
INDIAN TEA**  
AS MANUFACTURED IN THE  
GARDENS OF INDIA

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

**"KOLONA"**



**KOLONA**  
PURE CEYLON TEA  
BLACK

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

Black Label, 1-lb., retail at 25c ..... 0 19  
" " 1/2-lb. " " ..... 0 20  
Blue Label, retail at 30c ..... 0 22  
Green Label " 40c ..... 0 28  
Red Label " 50c ..... 0 35

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

**CROWN BRAND.**  
(Ceylon in lead packages)

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

**TOBACCO.**  
EMPIRE TOBACCO CO.

Foreign—  
Royal Oak, 2 x 3, Solace, 8s. .... 0 58  
Something Good, rough and ready, 8 1/2s ..... 0 61  
Something Good, rough and ready, 7s ..... 0 60  
Golden Plug, 3 x 6, 3 1/2s ..... 0 66

Domestic Chewing—  
Currency, 13 1/2 oz. bars, spaced 9s, (10 1/2 to the lb.) ..... 0 39  
Patriot, 2 x 6, Navy 5s ..... 0 41  
Old Fox, Narrow 12s ..... 0 44  
Silver Buckle, bright 8s ..... 0 44  
Snowshoe, 10 1/2 oz. bars, spaced 8s, (12 to the lb.) ..... 0 44  
Snowshoe, pound bars, spaced 6s ..... 0 44  
Cut Smoking—  
Leader, 9s in 5 lb. boxes (10 lbs. in case) ..... 0 32

**WOODENWARE.**  
per doz

THE E. B. EDDY CO.

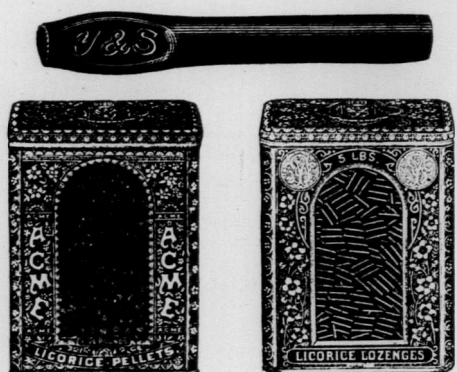
Washboards, Planet ..... 1 60  
" " XX ..... 1 40  
" " X ..... 1 25  
" " Special Globe ..... 1 50

Matches— 5-Case Single Lots, Case

Telegraph ..... \$3 25 \$3 45  
Telephone ..... 3 05 3 25  
Parlor ..... 1 30 1 40  
Red Parlor ..... 1 50 1 60  
Safety No. 1, wall box ..... 1 40 1 50  
" No. 2, slide box ..... 2 80 2 90  
" No. 3, capital ..... 2 75 2 85  
Flamers, slide boxes ..... 2 25 2 35  
Tiger ..... wax stems ..... 3 20 3 30  
" ..... 2 65 2 85

**BRYANT & MAY.**  
Robert Greig & Co., Agents.  
No. 9 Safety, per gross ..... \$ 2 00  
" 10 " ..... 1 10  
" 2 Tiger, " ..... 5 00  
" 4 " ..... 2 00

# 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, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps and Navy Plugs. Write for illustrated catalogue.

## YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

of so ne  
Sole  
PERSON will seen the Canada  
Subscription quotations at any time by correspondence GROCER,  
Oak

## Quality Counts

That's why there's so much of Wethey's Condensed Mince Meat sold. It's always the same; done up in neat packages. Here it is



Give it a show and it will sell itself.

**J. H. WETHEY**

Sole Manufacturer. St. Catharines, Ont.

# EXTENDED INSURANCE.

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

## Confederation Life Association,

HEAD OFFICE--TORONTO,

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

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

**W. C. Macdonald,**  
Actuary.

**J. K. MACDONALD,**  
Managing Director

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

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

## THE Oakville Basket Co.

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

**OAKVILLE, ONT.**

## THE PRESS CLIPPING DEPARTMENT

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

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

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

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

The Press Clipping Department, Board of Trade, Montreal

## The Dry Goods Review

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



### CLUBBING RATES

The Dry Goods Review and The Canadian Grocer

**\$3.00**

Send for Samples.

## THE DRY GOODS REVIEW

TORONTO . . .

. . . MONTREAL

The Standard Oil Co.'s  
OF THE Endorsement  
"Marshall Process" Wick

Standard Oil Company of N.Y.  
26 Broadway,

New York, June 8th, '98

THE NEW JERSEY WICK CO.,  
Newark, N. J.

Gentlemen — We have made a number of careful and exhaustive tests of your "Marshall Process" Wick, and feel that we cannot speak too highly of its qualities.

Yours truly,  
STANDARD OIL COMPANY.

Send for samples to  
**GOWANS, KENT & CO.**  
TORONTO or WINNIPEG—Agents for Canada.

THE SAUCIEST OF SAUCES.

**P**ATERSON'S  
Possesses a  
eculiar  
iquancy, and is more  
generally used than other

**SAUCES.**

Paterson's Worcester Sauce  
is the best value on  
the Market.



PREPARED BY—  
**R. PATERSON & SONS, GLASGOW.**

Manufacturers of the celebrated  
"PATERSON'S CAMP COFFEE ESSENCE,"  
and "PATERSON'S 'EGREKA' PICKLES."

Agents:  
**ROSE & LAFLAMME, MONTREAL.**

**LEA AND PERRINS'**

Observe  
that the  
SIGNATURE

*Lea & Perrins*

Is now printed  
in blue ink  
diagonally  
across the

**OUTSIDE WRAPPER**

Of every Bottle of the

Sold Wholesale by the Proprietors, Worcester;  
Grosse & Blackwell, Limited, London;  
and Export Oilmen generally.  
**RETAIL EVERYWHERE.**

ORIGINAL . . .  
WORCESTERSHIRE

**SAUCE.**

AGENTS—J. M. Douglas & Co., and C. E. Colson & Son, Montreal

**GENERAL MERCHANTS**

and other Dealers, who are regular subscribers  
to THE CANADIAN GROCER, wishing copies of:

The Canadian Hardware and Metal Merchant.  
The Canadian Dry Goods Review.  
The Bookseller and Stationer.  
The Paper and Pulp News.  
The Canadian Printer and Publisher.  
Plumbing and Steamfitting.

May have a single copy of them sent free at  
any time they wish to consult the advertising  
columns. Special clubbing rates on applica-  
tion.

**MacLean Publishing Co. Limited**

Montreal : : Toronto

CHARLES F. CLARK,  
PRESIDENT.

J. CHITTENDEN,  
TREASURER

ESTABLISHED 1849.

**THE BRADSTREET  
MERCANTILE AGENCY**

THE BRADSTREET COMPANY,  
Executive Offices, PROPRIETORS  
NOS. 346-348 BROADWAY, NEW YORK

Offices in the principal cities of the United States  
Canada, the European Continent, Australia and  
in London, England.

The Bradstreet Company is the oldest and  
financially, the strongest organization of its  
kind—working in one interest and under one  
management—with wider ramifications, with  
more capital invested in the business, and it  
expends more money every year for the collec-  
tion and dissemination of information than any  
similar institution in the world.

TORONTO OFFICES—McKinnon Building  
Cor. Jordan and Melinda Sts.  
THOS. O. IRVING, Superintendent.

**Oakey's**

'WELLINGTON'  
KNIFE POLISH

The Original and only Genuine Preparation for  
Cleaning Cutlery.

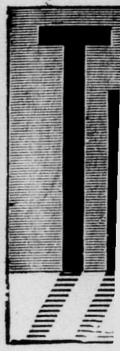
**JOHN Oakey & Sons, Limited,**

Manufacturers of Emery, Black Lead, Emery and  
Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA :

**JOHN FORMAN, 650 Craig Street  
MONTREAL**



VOL. 3



T  
b