

**PAGES
MISSING**

PUBLISHED
EVERY
FRIDAY

CIRCULATES
IN EVERY
PROVINCE

THE CANADIAN GROCER AND GENERAL STOREKEEPER

Mustard to Sell

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

Mustard to Eat

is **COLMAN'S**

The **Standard of Quality** for the **World.**

**PEEK
FREAN
& CO'S**

BISCUITS

ARE NOW PRODUCED IN
Several Hundred Varieties.

Recent Novelties are
FLORENCE WAFERS
—AND—
CREAM SANDWICHES

CHAS. GYDE, Canadian Agent, MONTREAL

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



Don't roast yourself over a hot stove when you can get Heinz Baked Beans with Tomato Sauce—delightful and nutritious, ready to serve.

There are 57 varieties of Heinz Pickles and Pure Food Products.

Canadian Agents:

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

To suit the most fastidious!
To suit the most intelligent!
To suit the most exacting!
Nothing more can be required than the brands of salt we handle.
Either "Coleman's" or "Rice's" Salt will satisfy anybody for any purpose.

Why ? because they are unequalled.

Correspondence Solicited.

R. & J. RANSFORD, CLINTON, ONT.

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IS AN ADVERTISEMENT IN THIS PAPER ANY ADVANTAGE TO US ?

For 5 successive issues in June we advertised not only one of the most satisfactory articles, "**MAYPOLE SOAP**," that pays a large profit, but also offered to send a handsome Show Card **FREE** to anyone applying. The total number of replies and applications were - - - none.

Now, to try again whether our ad. was at fault, we will mail **FREE** to any retail grocer or dealer, who is a subscriber to this paper, who has not already seen the goods, **1 Cake** of "**ORIOLE**" Soap, an exquisite toilet soap that retails at 10 cents, and is dirt cheap at that. **Each cake is in Enamelled Soap Box.**

This offer we hold good for 10 days from date of this issue.

Sole Agents for

MAYPOLE SPECIALTIES

Arthur P. Tippet & Co.

* * * MONTREAL.

Lime Juice

that's All Lime Juice.

**It
Holds
Trade**

Quality, not quantity, wins trade and *holds* it--a new article sold on the basis of "more for your money" may catch the temporary customer, but who wants a man or woman to buy once and then stop?

Stower's Concentrated Lime Juice is the pure juice of West Indian Limes that are cultivated especially for "Stower." It is *all Lime Juice* down to the last drop in the bottle. Years and years ago it was distinguished from all other Lime juice because---no musty flavor---no free acid taste---its perfect keeping qualities after the cork is drawn--- its great strength, because concentrated. "It holds trade"--- it maintains its reputation of the past, steadfastly.

**Stower's
Lime Juice**

BUY ENGLISH PRODUCTS AND SUPPORT THE MOTHER COUNTRY.

BRUNNER, MOND & CO., L'T'D

NORTHWICH, ENGLAND.

Crescent



Brand

ENGLISH BICARBONATE OF SODA

SPECIALLY REFINED AND
RECRYSTALIZED.

WHY PAY EXORBITANT PRICES FOR SODA
IN PACKETS WHEN "BRUNNER, MOND'S"
SODA IN DRUMS IS THE **PUREST**
AND SO MUCH **CHEAPER?**

CONCENTRATED SAL SODA

(SESQUI-CARBONATE)

THE BEST AND MOST CONVENIENT FORM
OF WASHING SODA. DOES NOT CHANGE
ITS COMPOSITION WITH TIME OR HEAT.
IT IS ALWAYS EQUALLY GOOD TO USE.
DOES NOT INJURE THE MOST DELICATE
FABRIC OR THE MOST DELICATE SKIN.
1-LB. DOES THE WORK OF 2-LBS. OF
ORDINARY SAL SODA. AN ELEGANT PREP-
ARATION, IT SHOULD BE STOCKED BY
EVERY UP-TO-DATE GROCER AND CHEMIST

SODA CRYSTALS.

(SAL SODA)

FINEST QUALITY. LUMP OR CRUSHED, AS DESIRED.
IN DRUMS, BARRELS AND BAGS.

WINN & HOLLAND, MONTREAL, SOLE AGENTS FOR CANADA.

Honest Samples

Perhaps you have had reason to believe that you cannot order your cigars from a sample that some manufacturer has sent you, and be absolutely sure that the quality of the cigars you get is going to be exactly as good as that sample. I select samples of my "Pharaoh" ten-cent cigar, and my "Pebble" five-cent cigar at random from the stock I may have on hand at the time the request for samples comes for

Payne's Cigars.

I am so confident that the quality and workmanship does not vary in a single cigar that I make, that I would be willing to pick blindfolded from the stock and send them to you as samples. My samples are **honest, every single time.** You are absolutely safe in ordering from them.

J. Bruce Payne, Manufacturer,
Granby, Quebec.

Cheques Payable to Your Order

will be the result of selling

CROWN FLAVORING EXTRACTS

Manufactured by

The Greig Manufacturing Co.

456 St. Paul St., MONTREAL.

Select Back BACON.

In our ad. of last week we predicted higher prices for Hams. Our prediction has proved correct, and our customers who have placed their orders at old prices are that much ahead. We have a stock of Sugar-Cured Select Backs, very choice goods, which we are quoting at low prices. These are good value and we can recommend them for either camping or home use.

F. W. FEARMAN CO.
LIMITED,
Hamilton.

MADE IN CANADA.



We Help You To Sell Pickles

The consumer is made familiar with the good qualities of "Sterling" Brand Pickles. When the consumer is successfully educated in favor of a special article, selling is easy work with the trade.

Because we are the grocer's helper he will find it wise to keep his stock of "Sterling" Brand Pickles well assorted and complete.

T. A. LYTLE & CO.

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



CLEAN, BRIGHT, WHOLE SPICES

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

FOR THE PICKLING SEASON.



LICORICE..

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

YOUNG & SMYLIE
BROOKLYN, N.Y.

Established 1845.

DUNN'S PURE MUSTARDS

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

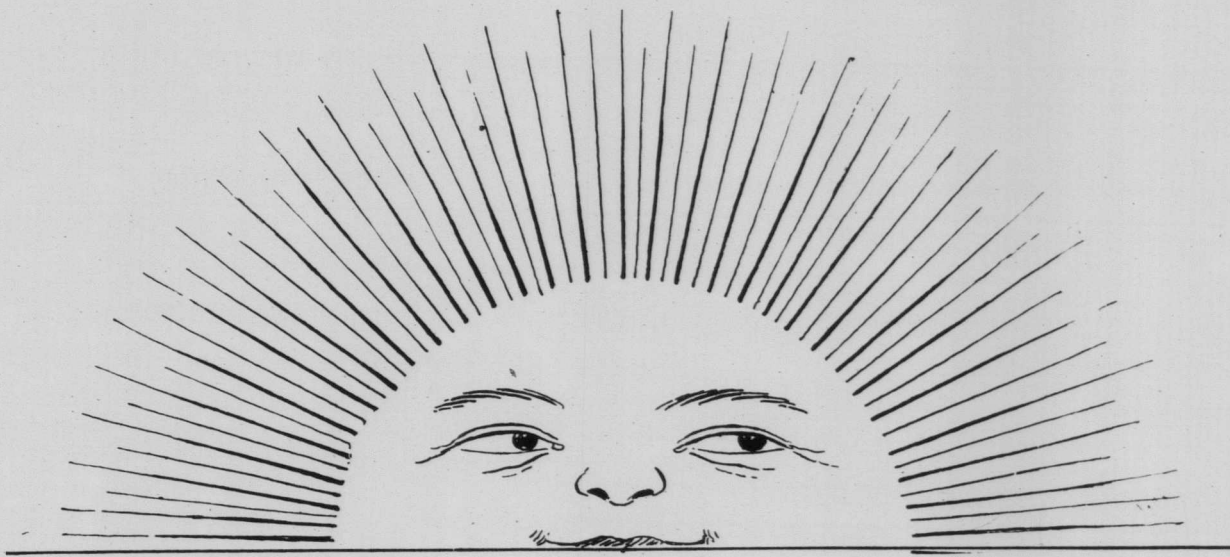
*"Thank
You!"*

Those are pleasant words for a grocer from his customer. "Thank you" is what nine women out of ten say to the grocer who has suggested Tillson's Flake Barley to them as a nourishing, light, delicate substitute for the breakfast porridge and for a delicious pudding in hot weather. The light, white, delicate flakes of

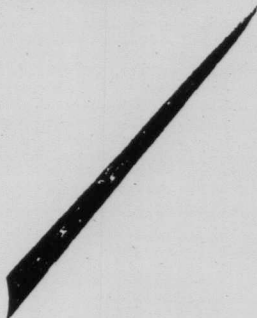
Tillson's Flake Barley

are prepared from the best barley that grows. The barley is absolutely cleansed from all dirt and foreign matter and then it is flaked by a new, unique and scientific process. Your customer will thank you for the suggestion. It will pay you (as it is now paying a thousand grocers in Canada) if you will just simply suggest it to your customer.

THE TILLSON COMPANY, Limited, Tilsonburg, Ont.



The glory of Ceylon and Indian
Teas is spreading over the
entire world.



There are no teas so
entirely and so com-
pletely satisfactory in
every respect as the
pure, clean, healthy,
teas of Ceylon and
India.

The sunlight of prosperity
is with all handlers of these
teas.

HOLIDAYS, Aug. 7th to 19th.

Our travellers will make merry and take a well-earned rest. Favor us with mail orders and you will have prompt attention.

SUGARS--- Our assortment is varied and complete with the best Canadian Refined Granulated and Yellows—all new goods. No delay in buying from us—we ship all orders promptly. Telegraph if in a hurry.

SALMON--- Selling to arrive: MAPLE LEAF, CLOVER LEAF, LOWE INLET, and other well-known brands.


W. H. GILLARD & CO., Wholesale Grocers and Tea Importers, HAMILTON.

Are You Stocking 

EIFFEL TOWER LEMONADE?

There is money in it.

Send a post card for free sample to

C. E. COLSON & SON, Sole Agents,  MONTREAL

Essence of Coffee

You want the best.

Order



Rose & Laflamme

Agents MONTREAL.



Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES AND PURE OLIVE OILS.



INDIAN CURRIES AND CHUTNIES.

Makers of High-class

PICKLES OF ALL KINDS.



SAUCES OF ALL KINDS.

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

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CIRCULATES
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VOL. XIII.

TORONTO AND MONTREAL, AUGUST 4, 1899.

NO. 31

A MESSAGE TO GARCIA.

THE CANADIAN GROCER has time and again pointed out that, notwithstanding the alleged overcrowding of the various vocations in life, there was still room at the top; room for those with ability, industry, independence and sobriety. It is, therefore, with more than usual pleasure that the following is printed:

In all this Cuban business there is one man stands out on the horizon of my memory like Mars at perihelion. When war broke out between Spain and the United States, it was very necessary to communicate quickly with the leader of the insurgents. Garcia was somewhere in the mountain fastnesses of Cuba—no one knew where. No mail nor telegraph message could reach him. The President must secure his cooperation, and quickly.

What to do!

Someone said to the President: "There's a fellow by the name of Rowan will find Garcia for you, if anybody can."

Rowan was sent for and given a letter to be delivered to Garcia. How "the fellow by the name of Rowan" took the letter, sealed it up in an oil-skin pouch, strapped it over his heart, in four days landed by night off the coast of Cuba from an open boat, disappeared into the jungle, and in three weeks came out on the other side of the Island, having traversed a hostile country on foot, and delivered his letter to Garcia, are things I have no special desire now to tell in detail.

The point I wish to make is this: McKinley gave Rowan a letter to be delivered to Garcia; Rowan took the letter and did not ask, "Where is he at?" By the Eternal! there is a man whose form should be cast in

deathless bronze and the statue placed in every college of the land. It is not book learning young men need, nor instruction about this and that, but a stiffening of the vertebræ which will cause them to be loyal to a trust, to act promptly, concentrate their energies; do the thing—"Carry a message to Garcia!"

General Garcia is dead now, but there are other Garcias.

No man has endeavored to carry out an enterprise where many hands were needed but has been well-nigh appalled at times by the imbecility of the average man—the inability or unwillingness to concentrate on a thing and do it. Slipshod assistance, foolish inattention, dowdy indifference, and half-hearted work seem the rule; and no man succeeds, unless, by hook or crook, or threats, he forces or bribes other men to assist him; or, mayhap, God in His goodness performs a miracle, and sends him an angel of light for an assistant. You, reader, put this matter to a test: You are sitting now in your office—six clerks are within call. Summon any one and make this request, "Please look in the encyclopædia and make a brief memorandum for me concerning the life of Correggio."

Will the clerk quietly say "Yes, sir" and go and do the task?

On your life he will not. He will look at you out of a fishy eye and ask one or more of the following questions:

"Who was he?"
"Which encyclopædia?"
"Where is the encyclopædia?"
"Was I hired for that?"
"Don't you mean Bismarck?"
"What's the matter with Charlie doing it?"

"Is he dead?"

"Is there any hurry?"

"Shan't I bring you the book and let you look it up for yourself?"

"What do you want to know for?"

And I will lay you 10 to one that, after you have answered the questions and explained how to find the information and why you want it, the clerk will go off and get one of the other clerks to help him try and find Garcia, and then come back and tell you there is no such man. Of course, I may lose my bet, but, according to the law of the average, I will not.

Now, if you are wise, you will not bother to explain to your "assistant" that Correggio is indexed under the C's, and not in the K's, but you will smile sweetly and say "Never mind," and go and look it up yourself.

And the incapacity for independent action, this moral stupidity, this infirmity of the will, this unwillingness to cheerfully catch hold and lift, are the things that put pure socialism far into the future. If men will not act for themselves, what will they do when the benefit of their effort is for all? A first mate with knotted club seems necessary; and the dread of getting "the bounce" Saturday night holds many a worker to his place.

Advertise for a stenographer, and 9 out of 10 who apply can neither spell nor punctuate—and do not think it necessary to.

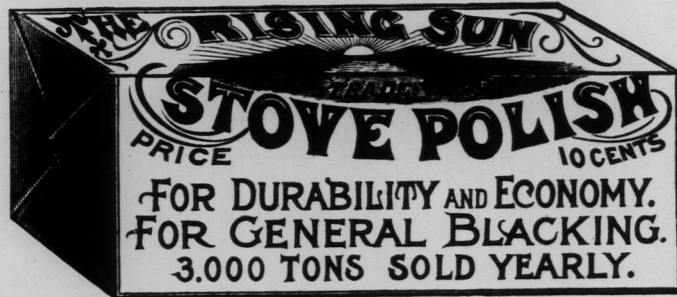
Can such a one write a letter to Garcia?

"You see that bookkeeper?" said the foreman to me in a large factory.

"Yes, what about him?"

"Well, he's a fine accountant, but if I'd send him up town on an errand, he might accomplish the errand all right, and, on the other hand, might stop at four saloons on

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.

the way, and when he got to Main street would forget what he had been sent for."

Can such a man be entrusted to carry a message to Garcia?

We have recently been hearing much maudlin sympathy expressed for the "down-trodden denizen of the sweat-shop" and the "homeless wanderer searching for honest employment," and with it all often goes many hard words for the men in power.

Nothing is said of the employer who grows old before his time in a vain attempt to get frowzy ne'er-do-wells to do intelligent work, and his long, patient striving with "help" that does nothing but loaf when his back is turned. In every store and factory there is a constant weeding-out process going on. The employer is constantly sending away "help" that have shown their incapacity to further the interests of the business, and others are being taken on. No matter how good times are this sorting continues, only if times are hard and work is scarce, the sorting is done finer — but out and forever out the incompetent and unworthy go. It is the survival of the fittest. Self-interest prompts every employer to keep the best—those who can carry a message to Garcia.

I know one man of really brilliant parts who has not the ability to manage a business of his own, and yet who is absolutely worthless to anyone else, because he carries with him constantly the insane suspicion that his employer is oppressing or intending to oppress him. He cannot give orders, and he will not receive them. Should a message be given him to take to Garcia, his answer would probably be, "Take it yourself."

To-night, this man walks the streets looking for work, the wind whistling through his threadbare coat. No one who knows him dare employ him, for he is a regular firebrand of discontent. He is impervious to reason, and the only thing that can impress him is the toe of a thick-soled No. 9 boot.

Of course, I know that one so morally deformed is no less to be pitied than a

physical cripple; but, in our pitying, let us drop a tear, too, for the men who are striving to carry on a great enterprise, whose working hours are not limited by the whistle, and whose hair is fast turning white through the struggle to hold in line dowdy indifference, slipshod imbecility and heartless ingratitude, which, but for their enterprise, would be both hungry and homeless.

Have I put the matter too strongly? Possibly I have; but when all the world has gone a-slumming I wish to speak a word of sympathy for the man who succeeds—the man who, against great odds, has directed the efforts of others, and, having succeeded, finds there's nothing in it; nothing but bare board and clothes.

I have carried a dinner pail and worked for day's wages, and I have also been an employer of labor, and I know there is something to be said on both sides. There is no excellence, per se in poverty; rags are no recommendation; and all employers are not rapacious and high-handed, any more than all poor men are virtuous.

My heart goes out to the man who does his work when the "boss" is away as well as when he is at home. And the man who, when given a letter for Garcia, quietly takes the missive without asking any idiotic questions, and with no lurking intention of chucking it into the nearest sewer, or of doing aught else but deliver it, never gets "laid off," nor has to go on a strike for higher wages. Civilization is one long anxious search for just such individuals. Anything such a man asks shall be granted; his kind is so rare that no employer can afford to let him go. He is wanted in every city, town and village—in every office, shop, store and factory. The world cries out for such; he is needed, and needed badly—the man who can carry a message to Garcia.

Ed. Note.—The above very interesting article has a history of its own. It was originally written by Elbert Hubbard, editor of *The Philistine*, appearing in March, 1899. Mr. George H. Daniels, general passenger agent of the New York Central railroad, pronounced it one of the best things he had ever read, and backed up his

opinion by at once ordering a large edition, which order he repeated, until to-day the printers are at work upon the fifth hundred thousand in booklet form for distribution.

Mr. Daniels explains the matter thus:

Having received so many requests from clergymen, teachers, and others interested in the education of the young for copies of "A Message to Garcia," we decided, after securing the kind permission of the author, to make it one of our "Four-Track Series," which is an educational as well as a travel series, and to print it in editions of one hundred thousand until the demand is supplied, if it takes the entire 20th century to accomplish it.

MUSTARD CASES FOR COFFINS.

A missionary from South Africa recently lectured in the provinces upon his work among the natives of that part of the world. He stated that on one occasion he officiated at the funeral of a white settler. In a country where wood was scarce the sorrowing relatives had utilized the discarded boards of packing cases wherewith to make the coffin. The reverend lecturer stated that he found it hard to do justice to the solemnity of the occasion, seeing that the coffin lid had been made of one of Colman's mustard cases, and bore these words: "This side up. Stow away from boiler." It is, perhaps, needless to say that these special instructions were printed upon the cases at Carrow works solely for the benefit of the shipper and to insure the mustard reaching its destination in good condition.

CALIFORNIA'S ORANGE YIELD.

The orange season is now about closed there remaining in Southern California probably less than 100 acres of the fruit. The shipments of oranges and lemons to date since November 1, 1898, aggregate about 9,900 cars, leaving the total output of the year to the close of the orange season a trifle less than 10,000 carloads. To complete the showing of citrus fruit shipments, however, there must be added to the above the lemon output of the next four months, which will probably be in the neighborhood of 500 cars, making a total citrus fruit output for the State for the fruit year of 10,500 cars, or over 3,500,000 boxes.—Fruit World.

WHERE ARE THEY?

If you know the address of the following parties, kindly forward same to our office with a list of your requirements. Use the "Silent Traveller," he is reliable.

W. O. MacPHERSON, W. HICKEY, E. McCOY, F. E. TOBIAS,
N. IRVINE, T. EDWARDS, W. BEGG.

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

The leaders of all English Tobaccos.

Established

1749



James Turner & Co.,

Sole Agents for
Canada,

Hamilton.

Hot Weather Coming

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

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NEW SEASON JAPAN TEA

First to
arrive in
this market.
1899 Crop.

OUR FAMOUS

GOAT BRAND JAPAN TEA

Now in store. All orders will be filled promptly.

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

DON'T BE UNJUST TO THE JOBBER.

By G. S. Mann.

NOW that we are entering upon a new era of prosperity, we should not forget the lessons of the depression through which we have recently passed. In perpetuating our enforced economies lie the possibilities of future success. To sell closely and quickly, to credit carefully, to discount purchases and to collect promptly are going to be the rules, from this time forward, of the majority of those who have weathered the storm. In some lines of trade, the discounts for cash will amount to enough to pay the expenses of the business. In such lines, therefore, one should never fail to take advantage of the discounts offered.

Some retail dealers appear to think that a few days later than the terms stated will make no difference. In such conclusions they are greatly mistaken. "Two per cent. 10 days" means just what it says, and the purchaser ratifies the contract of sale, of which this is an important part, whenever he accepts the goods. He should, therefore, be as scrupulous to observe that part of the agreement as any other.

The clause above quoted does not mean: "Send the money when you get ready and take off your discount," but, instead, it is:

"If your remittance reaches us within 10 days from date of invoice, we will give you 2 per cent. discount."

Does the retail merchant ever realize that anything less than this is not a payment in full? The amount of the discount or the delay beyond the date may be trifling, but the times through which we have been passing have been of the kind to demonstrate that it is trifles which make or mar business. As a fact, the aggregate of such trifles is a considerable amount.

Certainly, no fair-minded and honorable business man would continue the practice of varying from the letter of the contract after once giving the matter careful thought.

The practice of exceeding the discount limit on invoices is an indication of a desire to get the best of the jobber in little things that often proves a forerunner of worse to come. Hence, in part, the attention that the jobber is likely to pay to such matters, and hence, in part also, the reason why the merchant should refrain from such things in the sense of avoiding the appearance of evil.

While in an individual case slightly exceeding the discount limit seems a matter too small to notice, the aggregate of many items is a considerable loss to the jobber. A delay in payment, or a discount unjustly deducted, both of which are breaches of the

contract of sale, are, in fact, large factors that must be considered by the jobber and carefully covered in his calculations. He must have a margin of profit sufficiently large to take care of these expenses without loss. The universal compliance with the contract of sale by the customers of a jobber would enable him to lower his prices.—Grocery World.

A GROCER WITH GOLD DUST.

Mr. William Braid, the well-known wholesale grocer and liquor dealer, arrived in town the other day from Dawson City with tangible evidence of the fact that business is good in the North, in the shape of 280 lb. of gold dust, valued at over \$50,000. Mr. Braid went to Dawson three months ago, taking with him a large quantity of liquors and grocery supplies. The dust he brought back represents in part the proceeds of the branch establishment he has in Dawson City and which fortunately was not destroyed by the destructive fire which took place in May. Mr. Braid reported that Dawson is forging ahead rapidly and that it is gradually beginning to assume the appearance of a city. His gold was deposited in the vaults of a local bank and may go to the local Government assay office to be valued and cast into bricks.—The Province, Vancouver.

Arguments

are no longer required
to convince the grocer that
it is to his interest to keep

IMPERIAL CHEESE

in stock always.



The Demand

is continually increasing, and
it is now impossible for a
grocer to be up-to-date and
not handle

IMPERIAL CHEESE.

IN STORE

See our samples.

NEW SEASON'S Fine Panyong, Moning, and Pecco Congous.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

TORONTO

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. H. DECARY, grocer, etc., Dowal, Que., has compromised with his creditors at 40c. on the dollar, and is offering his business for sale.

Z. Poirier, grocer, Montreal, has assigned to Bilodeau & Renaud.

J. B. Nulty, general merchant, Onge Gardien, Que., is offering 50c. on the dollar.

Graine & Roy, general merchants, etc., Cascade City, B. C., have assigned to James Good.

Ignace Moquin, general merchant, Crysler, Ont., has assigned to Archibald McNab.

R. F. Bicknell, pork-packer, Montreal, is absent, and his creditors have been ordered to appear August 7.

J. & P. Nadeau, general merchants and lumber dealers whose sawmill was recently burned, are offering 50c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

J. A. Grenier & Co., fruit dealers, Montreal, have dissolved.

Martin Bros. have registered partnership as grocers in Montreal.

M. S. Taylor & Co., general merchants, Mansonville, Que., have dissolved.

New copartnership has been registered by George W. Graham and Percy C. Dakin

under the style of Graham & Dakin, crockery dealers, Windsor, N.S.

W. O. Franklin & Co., grocers, etc., Leamington, Ont., have dissolved, J. E. Davis continuing.

Manson & Adie, general merchants and hotelkeepers, Waneta, B.C., have dissolved, Frederick Adie continuing.

Victor Guertin and Henri P. Roy have registered partnership under the style of The Hermitage Creamery Co., St. John, Que.

Enoch Buzzell and Wm. Oliver have registered as partners under the style of Buzzell & Oliver, produce dealers, Cowansville, Que.

SALES MADE AND PENDING.

J. H. Russell, grocer, Brockville, Ont., is offering his business for sale.

Wesley Markle, grocer, Mill Grove, Ont., is advertising his business for sale.

The stock of J. H. E. Davis, grocer, Montreal, has been sold at 46c. on the dollar.

The stock of C. H. Beaulieu, general merchant, New Carlisle, Que., has been sold at 37c. on the dollar.

CHANGES.

Wm. Moeser, grocer and liquor dealer, Ottawa, is giving up the liquor business.

Philip Oben, grocer, Central, B.C., has sold out to Archie McNeil.

Lederman & Co., general merchants, Baden, Ont., have been succeeded by Wm. Peffer.

John Mannerow, general merchant, Desboro, Ont., has been succeeded by John Reehn.

B. F. Myles, general merchant, Thompson Station, N.S., has sold out to W. C. Brown.

E. H. Morlock & Co., general merchants, Tavistock, Ont., have been succeeded by G. G. Peppler.

FIRES.

Thomas Hetherington, general merchant, Cody's Station, N.B., has been burned out; partially insured.

DEATHS.

Mrs. Mary Heisler, grocer, Lunenburg, N.S., is dead.

Dixie H. Ross, of D. H. Ross & Co., grocers, Victoria, is dead.

John E. Freeman, general merchant, Harmony, N.S., is dead.

James McCabe, general merchant, Notre Dame du Lac, Que., is dead.

Thomas H. Flemming, grocer and produce dealer, Woodstock, N.S., is dead.

Catherine Rudolph, of J. J. Rudolph & Co., general merchants, Lunenburg, N.S., is dead.

Our Roasted Coffees

are attracting the attention of the trade just now, on account of their delicious drinking qualities and low prices. If your coffee trade is not satisfactory let us have your order for a tin. We guarantee satisfaction.

100, 200 AND 300 AT 16c., 22c. AND 28c.

JOHN SLOAN & CO.

Wholesale Grocers.

TORONTO

HINTS TO BUYERS.

T• KINNEAR & CO. have received a shipment of "Beaver" brand canned lobsters in ½-lb. tins.

"Empire" coffee is sold in 25-lb. airtight cans.

S. H. Ewing & Sons are offering special values in pickling spices.

"Empire" baking powder is put up in ¼, ½, and 1-lb. cans.

A shipment of Morton's pineapple is in stock with T. Kinnear & Co.

"Empire" Pekoe and "Golden Tipped" Pekoe tea is always reliable.

Warren Bros. & Co. have in stock new pack domestic kippered herring.

"Empire" pickling spice in packets is sold to retail at 10 and 15c.

"Eze" washing compound is in stock with The Eby, Blain Co., Limited.

"Empire" extracts are retailed at 10 and 25c. Latter is an 8-oz. bottle.

S. H. Ewing & Sons have a desirable lot of Rio coffee to offer at lowest prices.

"Empire" brand is controlled by Lucas, Steele & Bristol, of Hamilton.

S. H. Ewing & Sons will have new samples of teas to offer on next Empress.

Warren Bros. & Co. have some good values in Ceylon tea arriving. They are

low-priced teas, which have been hard to obtain lately.

The Ozo Co., Limited, report good sales of their teas, both Japans and Ceylons.

W. H. Gillard & Co. are offering a fine line of sardines, halves, branded "St. Jean."

A consignment of Hill's manioca has been passed into stock by The Eby, Blain Co., Limited.

"Ice Castle" brand finnan haddies, flat tins, four dozen to the case, fine goods, are in store with W. H. Gillard & Co.

A full stock of canned fish, all kinds, is offered at low prices by The Eby, Blain Co., Limited.

The Davidson & Hay, Limited, are offering pure Concord grape vinegar in quart bottles at a popular figure.

An importation of Gold, Extra Gold and Silver Label gelatine has been received by The Eby, Blain Co., Limited.

George Foster & Sons are quoting new salmon to arrive from \$1.10 per dozen up, and have a full line to select from.

Codou, Garofalo, Marco Ravano, Mezzani and domestic macaroni and vermicelli is in stock with The Eby, Blain Co., Limited.

George Foster & Sons report having a well-selected stock of canned meats and fish,

including "Ice Castle" and "Beaver" brands of lobsters in pounds and halves; all goods this season's pack.

In salmon, W. H. Gillard & Co. are selling such well-known brands as "Maple Leaf," "Clover Leaf," "Lowe Inlet," etc.

The Davidson & Hay, Limited, are showing samples of new season's fine Panyongs and Pecco Congous arriving this week.

A full line of domestic sardines, ¼'s, in oil and tomato sauce, and ¾'s in mustard, are in store with The Eby, Blain Co., Limited.

George Foster & Sons report that they are not yet sold out of their stock of low-purchased Ceylon, Indian and Hyson teas, and have exceptional values to offer.

"Thistle" kippered herring, put up by the packers of the same well-known brand of haddies, are in stock with The Davidson & Hay, Limited.

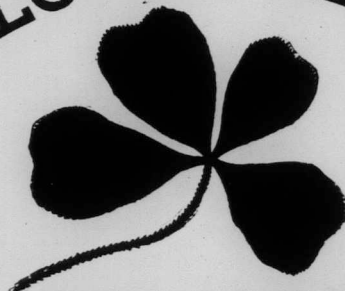
The ever-increasing demand for their "Golden Leaf" Japans is, say George Foster & Sons, due to the fact that they do not select them for appearance but cup quality, which always tells in competition.

The Ozo Co., Limited's brand of "Ozo" tea is now being successfully placed on the market. They are advertising in the country by means of tin signs and posters, besides in all the leading Montreal papers, French and English.

Selected Quality.

Full Weight.

CLOVER LEAF



SALMON

DELAFIELD, MCGOVERN & CO. NEW YORK.

EVERY CAN GUARANTEED.

CANNED FISH

LOBSTER

X. XX. XXX.
Talls and Flats

SHRIMP

1's and 2's

CLAMS

1's Tall

CLAM CHOWDER

Burnham's 3's

COVE OYSTERS

1's and 2's

MACKEREL

2's Tall

FINNAN HADDIE

Round and Oval Tins

HERRING

FRESH, KIPPERED,
IN TOMATO AND SHRIMP SAUCE.

ANCHOVY PASTE

BLOATER PASTE

SHRIMP PASTE

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

WHOLESALE GROCERS,
MANUFACTURERS, IMPORTERS OF TEAS.

TORONTO

INQUIRIES AND ANSWERS.

CHICORY WANTED.

An inquiry has been received from a subscriber for 10 or 20 tons of chicory.

THE CANADIAN GROCER will be pleased to hear from any reader who can supply the desired information.

VICE PRESIDENT OF DOMINION GUILD.

Editor GROCER,—Is it true that Mr. Chaput is vice-president of the Wholesale Grocers' Guild?

INQUIRER.

[The secretary can probably supply the information.—The EDITOR.]

BAMBOO FURNITURE MAKERS.

A subscriber in last week's issue asked for the names of bamboo furniture makers in Canada. We are informed that Alex. Thompson, York street, Hamilton. The American Rattan Co., Walkerville, The Gendron Co., Toronto, and the Cobban Manufacturing Co., Toronto, are manufacturers of that kind of furniture.

WINTER APPLES WANTED.

A subscriber writes: "Will you kindly insert query in the columns of your valuable paper for quotations on choice winter apples in car lots f.o.b. Ontario points?"

If any of our readers can supply the desired information will they kindly address "Fruit," in care of THE CANADIAN GROCER, Toronto?

HOW CANADIANS LOSE TRADE.

Some people wonder how it is that Canadians do not get more of the Boundary Country trade, especially when a corporation like the C. P. R. is transporting the goods.

Firms have shipped goods six and eight months ago, and they had not, up to a short time ago, arrived.

At Penticton, at the time I was there, no less than 18 carloads of goods, a warehouse full, were waiting to be forwarded.

Merchants in that country who had bought goods from Canadian dealers were forced to buy from American, who could or would give them a better delivery, while the goods they had already ordered were waylaid.

This not only means a loss to the Canadian dealer at present, but there will be a future loss as well, and the American is getting a start which he is likely to retain.

A firm in Vernon told me that they were losing about \$1,000 worth of business a week by not being able to get their goods delivered.

M.

TRADE WITH ATLIN AND BENNETT

Perhaps it is only a coincidence, but business men do not call it so, that the shipments of merchandise to Skagway for Bennett and Atlin have largely increased in the past few days. The recent satisfactory returns from that much maligned district and the certainty of continued returns have had a decided effect in warming up interest, and, as a result, enterprise is at once being displayed in getting things under way for greatly extended business and mining operations in the Atlin country. Today large shipments of provisions, groceries and general merchandise were shipped by leading local wholesale houses for the British America Corporation, Parsons Produce Company, McLennan, McFeely & Co., Thos. Dunn & Co., Limited, and others, who have established business there. From now on, shipments will be made much more freely than for some months past. Vancouver merchants are anticipating a good trade from the new northern district, and the prospect is giving an encouraging impetus to trade generally. There are some propositions for hydraulic machinery that will also develop a little later and cause heavy shipments to Atlin. —The Province, Vancouver.



The Laws of Canada

are designed to prevent the sale of impure and adulterated food.

But, the merchants can further protect the public by handling only such pure and wholesome food as

Upton's Marmalade.

HENRY WRIGHT & CO., TORONTO.

FOR SALE BY ALL JOBBERS.

Canadian Selling Agents.



Hudson's Soap

A FINE POWDER. IN PACKETS ONLY.
Will wash more clothes, and do more work in much less time than any other Soap.

SOAK YOUR CLOTHES
with HUDSON'S and the Dirt will slip out with about half the usual labour.

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

Used in all the "Happy Homes of England."

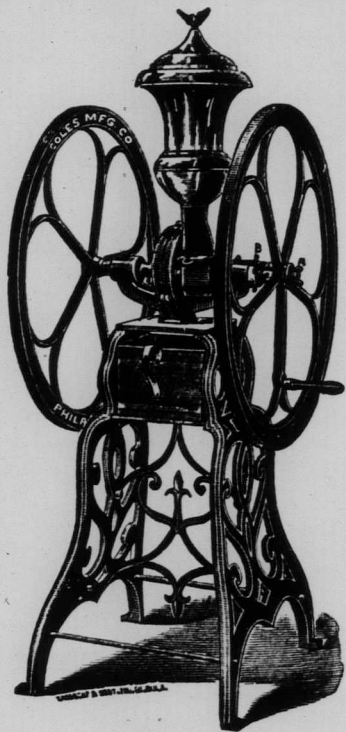
SOMETHING NEW

"OZO"
TEA

It is attractive, a good seller, and allows good profits.
Japan or Ceylon.

THE OZO CO., Limited
MONTREAL

Tel. Main 2537.



Notice.

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

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

We Claim to have the easiest and quickest Grinders.

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

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

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

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

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

Wool Soap

For Toilet and Bath

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

Swift and Company, Makers, Chicago

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



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

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Limited.

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

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

BIG MONEY IN BUTTER.

THE course of the butter market this year must be highly satisfactory to Canadian producers, for, not only have better prices been realized, but a much larger quantity of butter has been marketed in Montreal than was the case last year. For instance, the receipts to date at Montreal have been 238,159 packages, against 138,909 for the same period in 1898.

This butter has averaged about 1c. per lb. higher than the price realized for 1898.

Roughly speaking, therefore, butter producers at the average market price have received \$2,500,000 for their butter sold to date in Montreal, as against \$1,400,000 odd for the same period in 1898.

This increase of \$1,000,000 is by no means an inconsiderable item, so that factorymen have every reason to be pleased with the season's results, so far.

The export business, also, which has been doubling itself each season for the past five years, continues to do so, and, if the present rate of increase is continued to

the end of the season, our exports of butter may be trebled.

Up to last Saturday night, there were exported from Montreal 128,256 pkgs. of butter, against 57,405 for the same period in 1898, an increase of 70,800 odd.

The cool weather, so far, this summer has resulted in an output of creamery of exceptionally fine quality, and it has found a ready market, for each week factorymen's shelves were cleared. Our butter also has been laid down in Great Britain in first-class condition, owing to the improved cold storage facilities, and the British consumer is beginning to find out that there is no butter sweeter than a fine fresh Canadian creamery.

There is practically unlimited room for expansion in this line of dairy produce, if the factorymen will sternly frown down all careless, dirty work at the factories.

APPLE SHIPPERS IN CONVENTION

The National Apple Shippers' Association of the United States is holding convention in Detroit this week, the convention days being Thursday, Friday and Saturday. The programme will probably include among other things discussions as to the best methods of handling apples; the mutual interchange of information regarding the crop outlook; papers and discussions on the subject of cold storage and the keeping of apples; the latest applied methods in preserving fruit, and new methods in various branches of the trade.

The New York State Legislature recently, at the request of the association, passed a law stating that a barrel of apples shall be of the following dimensions: "Head diameter, 17 1/8 inches; length of stave, 28 1/2 inches; bulge not less than 64 inches outside measurement." The standard size of a barrel of pears, quinces or potatoes is placed at 100 quarts grain or dry measure.

An effort will be made to have committees appointed from the various States to endeavor to secure the enactment of a similar standard in the various States.

Representatives of Liverpool, London, Glasgow and Hamburg firms are expected to be present.

Messrs. H. W. Dawson, of The Dawson Commission Co., Limited, and Geo. McWilliam, of McWilliam & Everist, Toronto, are attending the meetings.

THE NEED OF CAPABLE MEN.

EVERYBODY should read "A Message to Garcia," printed in another column.

The article should be an inspiration, particularly to young men. Those who it will not inspire are to be pitied, for they must be dead to all stimulating influences.

The trouble to-day is not that there are too many seeking a livelihood, but that there are not enough ready to pick up at once the thread of duty and follow it intelligently and expeditiously.

Success in life is not a lottery. It is an assured fact as long as certain laws are obeyed.

If a young man only does his best when the eyes of his employer are upon him; if when he has opportunity to improve his mind and his knowledge of his vocation he wastes it; if when he has a duty to perform he procrastinates; if the time he owes to his employer is of more importance to him than the proper performance of his duty, how in the world can he be successful?

There never was a time in the history of the world when there were so many people for which employment had to be found; and there never was a time when there was more need of really first-class men in business, in the professions and in the various other vocations than now.

He who is ready to carry a message to Garcia is ready to pilot himself to success.

THE APPLE CROP.

Mr. E. MacIntyre, Niagara, has just closed contracts for apples for delivery this fall amounting to 15,000 bbls. They are to fill an order he took from a British import house.

Speaking of the crop, he said to THE CANADIAN GROCER that in some districts the crop was undoubtedly short, but, taking the Province of Ontario as a whole, the crop would be larger and of better quality than last year.

A GOOD INVESTMENT.

Time spent in taking a holiday is well invested provided the holiday is wisely spent. There is nothing that is surer in the long run to give better results. Mind and body are invigorated and the days lengthened for earning more dollars. What more could be asked for?

THE CANNED SALMON SITUATION.

WHILE the salmon canning situation in British Columbia is a little more satisfactory than it was, it is still far from being what it should be.

British Columbian newspapers of the middle of last week state that fishing on the Fraser was then a little better, although still poor. On the night of July 25 some of the fishermen caught as many as 175 and 200 fish, and, although some only caught one or two, the average showed an improvement. The improvement in the run began, it appears, on the previous Saturday.

The Province, of July 26, said: "The fish are coming from the north. So say well-posted authorities at Steveston. While the usual way for the run to come is around Vancouver Island, entering the Gulf by way of the Straits, it is said by fishermen to be no new thing for them to come down the Gulf, as they appear to be commencing to run to-day."

Neither the exchanges nor the private advices to hand, up to the time of writing, indicate that the run is yet anything better than poor on the Fraser.

Probably the most satisfactory feature of the situation on the river, as far as the canneries are concerned, is the fact that the price being paid to the fishermen is 5c. lower, now being 25c. instead of 30c. per fish. But even at this price the packers declare that it costs them about \$5 per case to put up "talls." This is the price that was paid at the beginning of the fishing season, and it is asserted that so far the packers have lost money on every case of salmon they have put up.

Although up to the time of writing no advance has been made in prices, most of the shippers have instructed their representatives to withdraw quotations on Fraser river canned salmon. Where quotations are to be obtained \$4.50 f.o.b. the Coast is the lowest figure named. Lowe Inlet packs are still quoted as low as \$4.

Fishing began on the Fraser this season on July 1, about 15 days earlier than usual, but, up to the end of July, the pack was estimated to be only 60,000 cases. The season ends August 15.

The New York Journal of Commerce, of August 1, had the following: "We give

below," says that paper, "a table compiled from authentic figures, giving a comparison between the pack last year of all kinds of salmon with the outside estimates of the probable output this season, based on the present rate of packing:

	1898.	1899.
Columbia river.....	360,000	250,000
Puget Sound.....	425,000	425,000
Fraser river.....	250,000	125,000
Alaska.....	900,000	900,000
Sacramento river.....	13,000	15,000
Outside rivers and bays (fall pack).....	400,000	400,000
	2,348,000	2,115,000

It will be noticed from this table that The New York Journal of Commerce only gives the Fraser 125,000 cases for the whole season's pack.

Although the pack on the Fraser has, so far, been so poor, that on the Northern rivers was, up to the latest advices, good. At Rivers Inlet the run was poor up to July 16, but on that date there was an improve-

	1899.	1898.	1897.	1896.	1895.	1894.
Eggs, per doz.....	12½ to 13	10 to 11½	9½ to 10½	8½ to 9	11	10 to 10½
Cheese per lb.....	9¼ to 10	7¼ to 8¼	8½ to 8¾	7 to 7½	8 to 8½	9¼ to 10
Butter, dairy per lb.....	13½ to 14	11 to 11½	10½ to 12	10 to 12	14 to 15	17
" creamery "	18	15 to 15½	16½ to 17½	15 to 16	18	19 to 20

ment, and the last reports from there stated that the boats were taking 300 to 400 fish each per day.

Up to July 15, the pack at the various northern canneries was as follows:

Cannery.	Cases.
Naas—	
Naas Harbor Cannery.....	3,700
Mill Bay.....	2,800
Skeena—	
Inverness.....	5,000
North Pacific.....	5,000
British America.....	5,800
Windsor.....	4,500
Cunningham's.....	5,200
Carlisle s.....	5,200
Claxton.....	2,800
Standard.....	3,200
Lowe Inlet—	
Lowe Inlet Cannery.....	4,300
Rivers Inlet—	
Vancouver Packing Company.....	4,500
Brunswick.....	5,000
Wannuck.....	6,200
B. C. Canning Co. (two canneries) approximately.....	6,000
Good Hope.....	1,700
Wadham's.....	6,300
Alert Bay—	
Spencer's.....	1,500
Total.....	78,700

Here is a total of 78,700 cases up to three weeks ago, or, with the Fraser added, 203,700 cases for British Columbia. What the end of the season will bring forth cannot, of course, be stated, but the outlook is certainly for a small pack. The total pack in British Columbia last year was 431,000 cases.

A COMPARISON OF PRODUCE PRICES.

THE prices that are ruling this year for butter, cheese, and eggs are generally recognized as being satisfactory, but it is only those who are acquainted with the prices that have ruled in past years who can appreciate the unusual values that are now ruling.

Eggs have been, for over two months, higher in price than at a similar time in any of the ten previous years.

The advance of ½c. in cheese put the price of this product higher than has ruled in the first week in August since 1894. In that year the same price as that now ruling, 9¼ to 10c., was the market quotation.

This week has witnessed an advance of 1c. in both dairy and creamery prints. Tubs have not advanced, but are firm at prices which are much the highest in four years.

The following table gives a fair idea of the comparatively high prices now ruling:

What makes all this the more satisfactory is that the high values are not a result of limited production, but are because of an increased demand for the various kinds of products.

The production and export of butter this season is very much greater than it was ever before. Our exports of cheese are much greater than last year, and will likely be close up to that of 1897, the record year. The production of eggs may be less than has been the case in some former years, but it is large, and the high prices that have been ruling have been caused by brisk competition on the part of buyers.

The year 1899 is proving a good one for the Ontario farmer.

MIDSUMMER STORE WINDOWS.

Because it is more difficult during mid-summer, owing to the aggressiveness of the common house fly and the prevalence of street dust, to keep the store window clean and attractive, is no reason why laxness should be allowed to develop. On the contrary, it is all the more reason why double vigilance should be exercised in the care of the window.

A PROVINCIAL RETAIL GROCERS' ASSOCIATION.

THE visit of the Toronto Retail Grocers' Association to Hamilton, on Wednesday of last week, their reception by the executive of the Hamilton association, and the spirit of fraternity that developed between the two bodies, prompts a query as to why there is no body to bring the retail grocers of Ontario closer together.

Why is there no Provincial grocers' association? Surely no one would give as an answer that there is no need of one!

It is true that a grocer's business is one that causes success or failure to depend on the character, the ability and industry of the individual. But there are, nevertheless, many questions continually arising that could be settled, many difficulties that could be met by the united action of the various associations in the Province.

At the present moment there are several matters that a Provincial association could best handle.

In another column will be noticed a report from Kingston, which states that a large number of the leading grocers of that city have agreed to discontinue giving trading stamps. This matter has at one time or another engrossed the attention of every grocers' association in Ontario.

At the last session of the Provincial Legislature, an attempt was made by the grocers to have the promoters of the system bear a proper share of taxation. The attempt was defeated in the last hours of the session, but if it had been supported by an association representing the grocers of the Province, there is every probability that it would have been successful.

The Weights and Measures Inspection Act, and the exemption of civil servants' salaries from garnishment are detrimental to the interests of grocers generally, yet, efforts in the past have not brought any relief.

In addition to this, an annual convention could not fail to be instructive and interesting to all attending it. The business, or art, or science of retailing has made much progress of late years, and at a meeting of representatives of different cities all would gather fresh ideas and new inspiration for the carrying on of business.

At present there are associations in

Toronto, Hamilton, London, Ottawa, and other places, but a Provincial association could be made to include, in addition to these, members from all the cities and large towns in the Province.

TRADING STAMPS IN KINGSTON.

THE retail grocers of Kingston have come to the conclusion that trading stamps are a delusion and a snare.

At a meeting held in that city the other evening, at which were present Messrs. J. Gilbert, D. A. Shaw, N. E. Runians, D. Couper, E. F. Sears, T. R. Carnovsky, J. Hiscock, D. McRae, T. J. Leahy, W. H. Keene, J. Halligan, P. F. Lawless and J. S. Henderson, all retail grocers, many hard things were said of the trading-stamp system.

After a discussion, in which all present took part, the following resolution was introduced by Mr. Gilbert, and signed by all but Mr. Keene: "We, the undersigned retail grocers of the city of Kingston, do hereby promise to discontinue using trading stamps or cash coupons, or have anything to do with the same on and after——."

The date was not settled, as it is hoped many more merchants will sign the resolution, but it will likely be fixed at September 1, in order to give those who have books time to redeem their stamps.

THE SMALL GROCERY.

THE advent of the departmental and its effect on various branches of retailing have attracted much attention and been the inspiration of many an interesting article in recent years. One phase of the question has, however, to my knowledge, always escaped notice, or, at least, comment. It is the comparatively little effect that these institutions have had on the small grocery stores of the city. Mention has frequently been made of the number of large houses, especially dry goods retailers, which have been crowded to the wall by the mammoths. Yet, the small grocer continues to carry on his business within a few miles from his giant competitor, and never seems to feel its hurtful influence.

There have been changes in the mode of management of the small grocery which may, in some degree, be due to the advent

of the departmental. For instance, business is now done on the cash basis to a much larger extent than in years past. The system of taking orders has also been largely developed recently. The stores are, in many instances, more attractive and cleanly. But the forces that have enabled the small grocery to withstand the encroachment of its big rival are apparent to-day as they were 10 years ago. The first of these is personal influence over and sympathy with his patrons.

On Saturday evening last, I had occasion to be in what I would term a model grocery of the type I refer to. The store portion is not much more than 24 x 12 feet, and at the back of this is an office, 6 x 6 feet. Behind the counter were the grocer, his wife and his delivery boy. In the hour I was in the store, from 9.30 to 10.30 o'clock, there were not less than three customers in the store, and sometimes there were eight or nine, at once. Both the grocer and his wife knew them all, men, women and children—and the children seemed as numerous and as large and as shrewd buyers as did the men and women. From first to last, though the grocer covered a lot of ground and served many people, he kept up a running stream of conversation with one or another of his customers. A laugh or a joke with some, a kind inquiry after some sick friend or a word of sympathy with others—but some word for all; all of which showed me that this man had a grasp on the trade of these people that it would take a lot of bargains to loosen.

Some paid cash for their purchases. Others whispered a word or two, and their purchases were charged to them with a hearty: "That'll be all right, Mrs. ——." Others did not even ask that their goods be charged. They just bought them and went out, the charging being an understood thing. A subsequent conversation brought out the fact that this grocer does about \$600 business in a week, an amount that would satisfy the ambition of many a large store-keeper. Of course, the average small grocer does not turn over anything like this amount of goods, but what trade he possesses he holds by the same power of personality that enables this man to keep what he has.

THE RAMBLER.

THEY BELIEVE IN THEIR TOWN.

The business people of Elkhorn, Man., believe in advertising their town. They have had a photograph of the place taken, and a cut made from the same. This has been printed on envelopes, so that any person to whom they are sent will be able to see what kind of a town Elkhorn is.

ABOUT SUGAR.

WRITING on the origin of sugar, a contributor to *The North American Review* observes that sugar is a constituent of most plants, in greater or less degree, at some period of their growth. Its exact position or function in the metabolism of plant tissue is still a matter of theory among chemists, but its wide distribution is becoming more and more evident as time goes on. Even the cereal grains, formerly supposed to be merely storehouses for starch, have lately been found to contain notable quantities of sucrose and saccharose, the specific name used by chemists to distinguish the substance in question from its congener carbo-hydrates possessing a sweet taste. The popular name for this substance, however, cane sugar, indicates the plant containing it in sufficient abundance to first attract the attention of mankind. This plant, *saccharum officinarum*, probably originated in Asia, whence it has spread gradually to all tropical regions, its easy propagation from eyes on the cane itself assisting materially in its dissemination. The cultivation of this plant for its sweet qualities stretches far back into the past, "sweet canes" being mentioned in the Hebrew Scriptures, and its use in China probably antedated even this mention; yet the extraction of sugar from its juice, and, especially the use of the substance as a special article of food, is a matter of comparatively recent date. For centuries it was used in Europe only as a confection or a medicine, and it was not until the beginning of the 17th century, a hundred or more years after it was first cultivated in the Eastern Hemisphere, that it began to be an article of commerce and was imported to any extent into Europe. Once begun, however, its modern development down to the present day, when it constitutes one of the world's greatest industries, the product of which reaches the consumer for the greater part as a chemically pure article, is little short of marvelous; in truth, its history cannot be surpassed in interest by any line of human endeavor.

THE MAN WHO SUCCEEDS.

Success in business is not to be reached nowadays in the easy-going methods that obtained a generation or two ago, says Geyer's stationer. Times have changed, and the people have changed with them. Push is the only thing that will carry a man ahead, and it is the liveliest pusher that gets there first. He mustn't sit down and wait for business to come to him, or he may sit until the seat of his pants wears out, and be that much the poorer. The chronic pusher, the dyed-in-the-wool hustler, he is the man that lets other fellows wait while he

rushes ahead and pockets what they are after. What is the manner of his pushing? How does he do it? Well, in two or three ways, but here is one in which he puts implicit faith. As a general rule, the chronic pusher is a chronic advertiser. Printers' ink is the lubricating oil of his business wheels, and he never allows them to lag or creak for the want of it. He may pinch and economize in other directions, but he would look upon "cutting his ad." as only another phase for cutting his throat. Hard times and poor business are incentives to increase his advertising, rather than any argument to him for cutting it down—upon the principle that it needs more power to drag a cart up than down hill. It will pay the semi-occasional advertiser to ponder over the pusher's success, and he may possibly find in the cause of it some cause for the lack of his own.

FIRST SHIPMENT OF "EIFFEL TOWER."

C. E. Colson & Son advise that they have received their first shipment of "Eiffel Tower" lemonade, and are now in a position to fill all orders promptly. They also have a large stock of samples, which will be sent out to anyone asking for them.

The Messrs. Colson are confident that this article will give every satisfaction, as G. Foster Clarke, the manufacturer, as well as the originator of these goods, has placed them in all the principal markets of the world, and wherever placed they have had a phenomenal sale.

The demand for these goods in the United States has proven so large that they have had to equip a branch factory in New York, and they think the Canadian market should prove equally as good.

"Eiffel Tower" lemonade is put in the form of crystals, in sealed bottles, each bottle containing enough crystals to make two gallons of home-made lemonade. These goods are guaranteed to keep in any climate and for an indefinite period without losing the true flavor of the lemon.

This firm also manufacture a fine line of special winter drinks, including ginger, punch, cloves, peppermint and black currant, put up in the same form as the lemonade, and as easily prepared for use. Any of these flavors will be found, upon trial, to make a delicious, refreshing and palatable drink.

C. E. Colson & Son have been appointed sole agents for Canada for these goods. It is their intention to thoroughly test the Canadian market, and there is no doubt they will be as successful with this line as they have been with others.

DIXI H. ROSS, VICTORIA, DEAD.

Dixi H. Ross, of D. H. Ross & Co., grocers and liquor dealers, Victoria, died at his home in that city on Thursday, July 20, after a short illness. Mr. Ross was born in the United States 47 years ago, but in 1870 went to Cariboo, B. C., during the time of gold excitement there. As soon as the excitement had subsided he went to Victoria, where, in partnership with J. Cameron, he started in the retail grocery business. Until his death he continued as head of this business, building up one of the largest retail trades in the Province.

As, besides being enterprising in business, he was of a genial and charitable disposition. Mr. Ross leaves behind a large number of friends, besides his wife, one son and one daughter.

Deceased had been suffering from kidney trouble, and complications developing an operation was decided upon. His death took place the day following the operation.

In commenting upon his death, *The Victoria Colonist* said: "A business man first, last and all the time, he declined all overtures looking towards his engagement in public affairs, being at the time of his demise the head of the business he had created and developed into one of the largest retail concerns of the city and Province. His loss will be keenly felt by many outside of the relatives immediately bereaved by his demise, for he was a man of large and unostentatious charity—a man of deeds, not words—whose heart was always warm to the cry of distress, and whose pocket answered its demands."

THE PRODUCTION OF HARD SOAP.

In the production of the well-known English hair-soaps of high repute, the manufacturers, according to a contemporary, use hard animal or vegetable fats and weak solutions of soda, these being generally boiled together until the thin paste is saponified, when the soap and the glycerine remain suspended in water, and they are next separated by brine or common salt, in which soap is not soluble. Any excess of alkali, all the glycerine, and the water combine with the salt and so throw the soap up to the top in a granulated mass. The spent lye containing the glycerine is withdrawn through a tap placed at the bottom of the boiler, and the soap curd, after being melted, may be run direct into wooden or iron frames to cool and harden, or it may be further treated with alkali, and again salted and melted. By means of the cold process medium may be produced; that is, at a temperature below the boiling point of water the proper proportion of hard fat being then sufficient to liquefy it, and a suitable caustic alkaline lye is stirred in.

MARKETS AND MARKET NOTES

GROCERY QUOTATIONS BY WIRE.

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

ONTARIO MARKETS

TORONTO, August 3, 1899.
GROCERIES.

PROBABLY the most interesting feature in connection with the wholesale grocery trade during the past week is the advance of 5c. per 100 lb. in the price of sugar. The general wholesale trade is fairly brisk, with sugar the most active line. Canned goods are quiet, both for prompt shipment and future delivery. The price of canned goods rules firm, particularly in regard to canned salmon. The coffee trade is quiet. Wholesalers report a little better demand for tea, but the brokers are doing very little business. In foreign dried fruits there is a fair demand for currants, but business in other lines is quite uninteresting. Taking it all around, this is probably the least interesting week we have had in the wholesale grocery trade for some time. Trade is, however, of a healthy character, and payments are, on the whole, good.

CANNED GOODS.

Canned salmon is the most interesting line in the list of canned goods. The situation on the Coast appears to have improved little, if anything. The run of fish on the Fraser, according to latest advices, was still poor, although the canneries were paying 25c. per fish, instead of 30c. But, at this price, they declare that it costs about \$5 per case to put up talls. None of the local agents of canneries have put their prices up, but several of them have been instructed to withdraw quotations. Where quotations are to be had, \$4.50 f.o.b. the Coast is the lowest figure obtainable for Fraser river fish, and \$4 for Lowe Inlet. Local wholesalers are not much disposed to do business in futures, except at open figures, but \$1.35 to \$1.50 represents their idea as to what prices to the retail trade should be for Fraser river fish. There is a fair demand for canned salmon for prompt shipment.

There is very little doing in canned vegetables. As far as futures are concerned, there is an all-round disposition to await further crop developments before doing any

more business. Some of the wholesalers are still practically refusing to quote futures. Those who are quoting ask 75 to 80c. for tomatoes and 75c. for corn. Some wholesalers will not accept less than 80c. for tomatoes, one house refusing an order for 100 cases at 75c. For prompt shipment 80c. is the ruling idea as to price. Corn is quoted at 95c. to \$1 for prompt shipment. The inside figure is not, however, quoted as frequently as it was a few weeks ago. Peas are firm at 70 to 75c. per doz.

Canned fruits are meeting with a fair demand for shipment to the northern part of Ontario, but generally speaking trade in canned fruits is quiet. Prices are, however, decidedly firm.

Canned meats are meeting with a fairly good demand.

COFFEE.

There is very little doing, but the demand for Rio coffee is fair for the season. Prices

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

are easier in the outside markets on account of large crop movement.

SUGARS.

The feature of the sugar market is an advance in the price, all sugars being advanced 5c. per 100 lb. The higher figures went into effect at 5.30 o'clock on Tuesday evening. The advance is in sympathy with the outside raw markets, which are higher than they were a week ago. The price of granulated is now \$4.65 Toronto for St. Lawrence and Redpath granulated and \$4.60 for Acadia. Yellows range from \$3.75 for No. 1 to \$4.25 for "extra bright." The demand is good and fully equal to that of last week.

SYRUPS AND MOLASSES.

Trade continues dull in regard to both syrups and molasses. Crop reports from Louisiana are of a favorable nature this week, denoting a large yield.

SPICES.

Cable advices report a firm market for pepper. Mace and nutmeg are also advised firm. Locally, trade is quiet and featureless.

TEAS.

Local wholesalers report a rather better demand for Ceylon, Indian and Japan teas.

The brokers are doing very little business. Importers have enough Ceylon and Indian teas to keep them going for a while, and as they think prices may be lower in England after the difficulty with the growers is settled, and the auctions in London have again resumed their normal condition.

FOREIGN DRIED FRUITS.

CURRENTS—A fairly good trade for this time of the year is being experienced by the wholesale houses. Three-fourths of the demand is for cleaned currants at from 5½c. per lb. upwards. The primary market continues firm.

VALENCIA RAISINS—A fair inquiry is being experienced by the wholesale trade, but the demand is easing off.

PRUNES—There is very little doing.

GREEN FRUITS.

Early peaches are arriving in much larger quantities than they were expected, and, as the quality is not nearly as good as is that of later varieties, prices are low, 25 to 40c. now being quoted. Harvest pears are arriving freely at 25 to 40c. per basket. Canadian plums are commencing to come in. They sell readily at 60 to 75c. Raspberries and blackcaps, lawtonberries and black currants continue to arrive in liberal quantities, and, as the demand keeps active, prices are unchanged. Canadian tomatoes are steadily becoming more plentiful, so prices have dropped to 25 to 30c. per basket. Huckleberries are offering freely at 65 to 80c., a decline of 20c. There are no grapes in yet. They are expected in a few weeks. The crop this year is likely to be a record one. Bananas are about 25c. per bunch cheaper, and, as the supply is abundant, a big trade is being done in this fruit. There is not much doing in oranges, but lemons are in good demand at firm prices. There is a good movement of Californian fruits. Plums are selling at from \$2 to \$3 per case; pears at \$2.50 to \$2.75 per case; peaches at \$1.25 to \$1.50 per case.

COUNTRY PRODUCE.

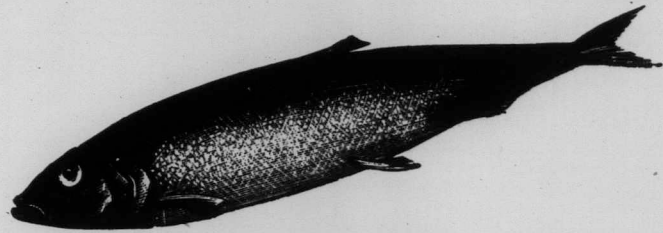
EGGS—The easier feeling has resulted in a decline of 1c. per dozen this week. Picklers have nearly all quit for the season, and accumulations of stock are reported, notwithstanding a brisk local demand. From 12½ to 13c. per dozen is now quoted.

POTATOES—Larger and better stock is now offering, yet the supply is increasing so steadily that prices continue easy at 50 to 60c. per bushel.

BEANS—There is nothing doing. We quote nominally \$1 to \$1.10 per bag for

You may fish for a better and more profitable soap to sell your customers than

SURPRISE



but—you can't catch it—simply because there's none better in the soap "fish pond."—Catch and hold your customers by always keeping a good supply of "Surprise" Soap on your shelves—"It pays to have the best."

BRANCHES—
MONTREAL: Board of Trade Building.
TORONTO: Henry Wright & Co., 51 Colborne St.
WINNIPEG: E. W. Ashley.
VANCOUVER: 430 Cordova St.
ST. JOHN'S, NEWFOUNDLAND.

Manufactured by

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

hand-picked, and 75 to 80c. per bag for ordinary stock.

VEGETABLES—Spinach and asparagus are done. Corn is in at 10 to 15c. per dozen, and vegetable marrow at 40 to 60c. per dozen. Celery is 25c. cheaper. New turnips are in, and are being sold by the bunch now instead of by the bag. Cucumbers are selling readily at 10 to 20c. per dozen. We quote: Cauliflower, 75c. to \$1.25 per doz.; Rhubarb, 15 to 20c.; radishes, 15c. per dozen bunches; corn, 10 to 15c. per doz.; vegetable marrow, 40 to 60c. per doz.; green onions, 5 to 10c. per doz.; celery, 50c. to 75c. per doz.; lettuce, 20 to 25c. per doz. bunches; cabbage, per doz., 30 to 50c.; parsley, 20 to 25c. per doz. bunches; green cucumbers, 10 to 20c. per doz.; new beets, 10 to 15c. per doz. bunches; parsnips, 40 to 60c. per dozen bunches; carrots, 20 to 30c. per doz. bunches; green peas, \$1 to \$1.10 per bag; butter beans, \$1.25 per bushel; tomatoes, 25 to 30c. per basket.

BUTTER AND CHEESE.

BUTTER—The feeling, especially for both dairy and creamery prints, is decidedly firm. There are not enough dairy prints offering to meet the demand. This has naturally increased the sale of creamery prints, and has resulted in an advance of 1c. per lb. in both lines. Creamery tubs and boxes are also rather stiffer in price, but no change in the price of dairy tubs is noted. The quality of the latter, which has been better than usual this summer, has fallen off considerably in the last two weeks, and a much greater proportion of inferior stuff is coming in. Reports from several sections state that the milk supply has fallen

off considerably lately, so the production is likely to be reduced. The demand, both local and export, continues excellent.

CHEESE—The strong feeling continues. The export demand keeps so brisk that buyers have been forced to pay 9 3/8 to 9 9-16c. per lb. at country boards this week. The local demand is good, at 9 1/4 to 10c. per lb.

FISH.

There is a good general demand. Trout and whitefish are scarce and firm. We quote: Trout, 7 1/2 to 8c.; whitefish, 7 to 8c.; maskinonge, 8c.; pickerel, 7 1/2c.; perch, 4c.; herrings, 4c.; halibut, 12 1/2c.; steak cod, 7c.; haddock, 6c.; cod in 1-lb. blocks, 6 1/2 to 7c. per lb.; boneless fish, 4 to 4 1/2c. per lb.; boneless fish in 1-lb. blocks, 5 1/2 to 6c.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The price of Ontario wheat is unchanged at 68c. outside for both red and white. The local street market is moderately busy. There is a good demand for goose wheat and peas. Oats are dull, and the other grains are inactive. We quote: Wheat, white and red, 71c.; goose, 68c.; peas, 62 to 65c.; oats, 35 to 36c.; barley, 44 to 45c.; rye, 51 to 53c. No. 1 hard Manitoba wheat has declined 1c. and is now moving quietly at 80c. Toronto.

FLOUR—The only business being done is of a general jobbing nature. A few buyers seem to have reached the conclusion that prices are now at the bottom, but they have not done any speculative buying as yet. Prices are unchanged. We quote as follows: Manitoba patents, \$3.90; Manitoba

strong bakers', \$3.60; Ontario patents, \$3.70; straight roller, \$3.35, Toronto freights.

BREAKFAST FOODS—There is no change. We quote as follows: Standard oatmeal and rolled oats, \$3.75 in bags and \$3.85 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL.

HIDES—The demand is brisk, causing an advance of 1/4c. in No. 1 and No. 2 cowhides. Deliveries continue large. We quote cowhides: No. 1, 8 1/2c.; No. 2, 7 1/2c.; No. 3, 6 1/4c. Steer hides are worth 1/2c. more. Cured hides are worth 9c.

SKINS—Lambskins are 5 to 10c. dearer. All skins are in good demand. We quote: No. veal, 8-lb. and up, 9c. per lb.; No. 2, 7c.; dekins, from 30 to 35c.; culls, 15 to 20c. Sheepskins are worth 90c. to \$1, and lambskins, 35 to 40c.

WOOL—A good movement is reported. Prices are unchanged. We quote fleece at 14 to 14 1/4c., and unwashed at 8 to 9c.

SALT.

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

MARKET NOTES.

Refined sugars are 5c. per 100 lb. dearer. The canned salmon situation continues strong.

Eggs are 1c. per doz. cheaper. Both

Corona Golden Figs

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

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

CHOICE GOODS THAT SELL AT SIGHT.

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

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

Excellent Reasons, are they not?
Why grocers should handle



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

McLauchlans' Cream Sodas.

Biscuit Manufacturers

J. McLAUHLAN & SONS,

OWEN SOUND.

CANADIAN

Manufacturers and Shippers who are not represented in

WINNIPEG

Will do well to correspond with me.

E. NICHOLSON

124 Princess Street, **Winnipeg, Man.**

Successor to W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

Established 1882.

16 years' experience.

Toronto Salt Works

TORONTO, ONT.

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

COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO

QUALITY NOT QUANTITY.
OUR

HAMS and BACON

are unsurpassed for delicious flavor.

TRY THEM.

You will repeat your order.

The Wm. Ryan Co. Limited

70 and 72 Front St. East, **TORONTO**

Clemes Bros.

51 Front St. East

TORONTO.

Fruit Commission Merchants.

dairy and creamery print butter are 1c. per lb. dearer. Cheese is 1/2c. per lb. dearer.

Trout and whitefish are not offering freely enough to meet current demands.

Nos. 1 and 2 cowhides are 1/4c. dearer. Lambskins have advanced 5 to 10c.

QUEBEC MARKETS.

MONTREAL, August 3, 1899.

GROCERIES.

THERE has been a fair movement in general groceries for the season. The only unsatisfactory feature is the unsettled position in regard to sugar values, owing to the cutting in prices between jobbers. Syrups and molasses contribute nothing striking, while there is a fair inquiry for Valencia raisins and some large forward contracts have been closed for both new pack canned vegetables and fruit. Buyers are also anxious to order salmon, but sellers are not quoting. Rice, coffee and spices are firm but featureless. The tea market has ruled quiet, but some movement has been noted in new crop Japans. New crop teas of all sorts are coming forward very slowly, and the fact is causing buyers to hold back.

SUGAR.

The local sugar market is still unsatisfactory as regards jobbing sales, for the reasons mentioned last week, the cutting in values by houses not in the agreement continuing. Cuts of 30c. per 100 lb. are spoken of on yellow sugar. The Guild price is 5c. per 100 lb. higher, granulated being quoted at \$4.55 and yellows at from \$3.65 up. The raw article has recorded very little change on outside markets. Cables from London state that the market is quiet for cane, with prices steady. Java, 12s. 7 1/2d.; fair refining, 11s. 6d. Beet is reported inactive, both present and next month's shipment being quoted at 10s. 9d. In New York, raw has ruled firm this week, and is held higher under a good demand: Fair refining, 3 15-16c.; centrifugal, 96 test, 4 1/2c., and molasses sugar, 3 13-16c.

SYRUPS.

There is nothing to report in the syrup market. Demand continues slow and prices steady at 1 3/4 to 2 1/4c. per lb., as to quality at the factory.

MOLASSES.

The situation of this staple is unchanged from a week ago. Trading is light in a

SARNIA

Water White

Lamp Oil. . .

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

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

SMOKED MEATS

QUALITY COUNTS.

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

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

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants

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

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

CONSIGNMENTS SOLICITED

Our specialties

POULTRY, BUTTER, EGGS, HONEY.

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

Correspondence Invited.

Rutherford, Marshall & Co.

68 Front Street East, **Toronto.**

Royal Snaps

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

THE HOME CAKE CO.
GUELPH, ONT.

In Baking Powder

THREE STANDARDS ARE:

WHITE SWAN

1-lb. Tin, 25c.

ROYAL CANADIAN

1-lb. Tin, 15c.

QUEEN'S FAVORITE

1-lb. Tin, 10c.

Supplied through the trade.

SMITH & SCOTT, Mfrs.

TORONTO

wholesale way, as buyers generally seem to be well supplied for the immediate future, and want to work down stocks a little before assuming new obligations. Prices, however, are held steady ex wharf at $32\frac{1}{2}$ to 34c. in round lots. In a jobbing way a fair movement is noted in car lots at 35c. and in single puncheons at 36c.

DRIED FRUITS.

The demand for raisins noted last week is maintained and still continues, several thousand boxes of the fruit changing hands since last report, on the basis of 4c. for fine off-stalk, and $3\frac{1}{2}$ c. for off-stalk. Selected fruit are purely nominal in the absence of anything to trade in. Of course, the above prices are for wholesale lots between first and second hands.

CANNED GOODS.

An active business in canned vegetable futures has been noted since last report, and round lots of corn, peas and tomatoes, have been placed, aggregating in all 12,000 cases. For these forward sales the feeling is strong, if prices on these sales are any criterion, for they all show advances on values realized by packers' agents earlier in the season. There is a steady demand for spot goods. Sales of tomatoes are noted at 75c., corn, 90c., and peas, at 75 to $77\frac{1}{2}$ c.

A fair lot of orders came forward for new crop fruits, and prices on these show no material change from the opening figures. Prices range: Apples, 3 lb., 75c.; preserved, \$1.40; 1 gal. tins, \$2; pears, 3 lb., \$1.80; plums, 3 lb., \$1.60; greengages, 3 lb., \$1.75; yellow peaches, 3 lb., \$2.25; pumpkins, 3 lb., \$3.65; strawberries, preserved, \$1.35; do., in syrup, \$1.15; raspberries, preserved, \$1.40; do., in syrup, \$1.15.

A steady demand continues for new pack salmon, and further sales of round lots are noted for future delivery, but business in this respect has been restricted by the refusal of canners to consider bids at present. Sales of "Clover Leaf" brand have been made on local account at \$4.75 f.o.b. Coast, though it is reported that Western buyers have placed orders for the same brand at \$4.50. Some good-sized sales of Lowe Inlet are also noted at \$4 f.o.b. Coast.

RICE.

There is a fair business in rice for the season, and the tone of the market is steady. We quote: B standard, \$3.40 to \$3.50; Patnas, \$4.12 $\frac{1}{2}$ to \$4.75; Japans, \$4.50 to \$5, and Caroline, \$6 to \$7.

COFFEES.

There is no change to note in the coffee market, demand being slow, while the tone is easy. Maracaibo is quoted nominal at 12c.; Santos and Jamaica, 8c., and Rio, 7

to 9c., as to grade, for the green coffee in the bean.

SPICES.

There is a fair business doing in spices, and the market is steady to firm in its tone. We quote: Singapore black pepper, $12\frac{1}{2}$ to 13c., and Singapore white, $19\frac{1}{2}$ to 20c. Penang pepper, $17\frac{1}{2}$ to 18c., and West Coast, 12 to 13c. Pimento, 11 to 12c. Nutmegs, 28 to 44c., as to quality. Cassia, 9 to 10c.; Jamaica ginger, $19\frac{1}{2}$ to 20c.; Cochin tips ginger, 6 to $6\frac{1}{2}$ c.; Zanzibar cloves, 9 to 10c.; nutmegs, 40 to 55c., and mace, 45 to 50c.

TEAS.

Business in tea has been quiet, buyers waiting generally until new crop goods arrive more freely. There have been few arrivals of new crop Japans, possibly 700 to 800 packages having arrived and changed hands in the past 10 days at 16 to $19\frac{1}{2}$ c. Some small lots of old crop goods are offering, but buyers show little disposition to operate in them. Late mail advices from Yokohama state that the market is very strong for low grades, and that settlements show a large increase over last year. In black teas, the few new crop Congous coming to hand have sold at 10 per cent. advance on last year's prices at this time. No more Pingsueys seem obtainable at 9c., and now 10c. is asked as the inside figure, some 500 packages being turned over at 10 to $14\frac{1}{2}$ c., as to grade. Advices from Shanghai state that fine lines of Pingsueys are particularly cheap, but that low grades are high. Young Hysons are reported in active request at primary markets, with prices very high.

GREEN FRUITS.

There has been very little change in the fruit market since last report, business ruling fair, both on country and local account. Domestic fruits have been rather scarce all week, the demand for raspberries being equal to the supply at 8c. per box. Red currants are scarce and steady at 35 to 40c. per basket. Very few gooseberries have been arriving, and they sell at 35 to 50c. per basket. There is a good demand for watermelons, and, with light receipts, prices are steady at $12\frac{1}{2}$ to 18c. There have been heavy receipts of Mississippi tomatoes, and, with a limited demand, prices have fallen to 30 to 50c. per crate, while Canadian stock, which made their first appearance on the market, are commanding 50 to 60c. per basket. Bananas are selling at \$1.25 to \$1.50 for firsts, and 75 to 80c. for seconds. There has been no change in oranges. Sales are limited at \$3.50 to \$4 for 200's, and \$3 to \$3.50 for 160's. Demand for lemons is fair at \$2 to \$3 per box. The first receipts of Canadian peaches came to hand Friday

last and are selling at 50 to 75c. per basket. Canadian pears are also arriving now, and range from 40 to 50c., demand being slow, because the offerings, so far, have been very green. There have been heavy receipts of all sorts of Californian fruit, but demand was good as follows: Pears, \$2.25 to \$2.75; peaches, \$1.25 to \$1.50, and plums, \$1.40 to \$2.25 per crate.

FISH.

There is no change in the fish market. We quote: Fresh haddock and cod at 3 to 4c. for haddock, and 3 to $3\frac{1}{2}$ c. for cod; British Columbia salmon, 12 to 13c.; halibut, 13 to 14c.; salt fish: Green cod, \$4.25 to \$4.50 for No. 1, and \$5 for No. 1 large per barrel; dry cod, \$4; Nova Scotia herring, \$4.25 to \$4.50 in barrels; Cape Breton, \$4.75 in barrels; No. 1 Labrador salmon, \$14 to \$15; sea trout, \$9.50 to \$10; lake trout, \$4.25 to \$4.50 per keg of 100 lb.; No. 1 green haddock, \$4 to \$4.25.

COUNTRY PRODUCE.

EGGS—There was no material change in the situation of the market. The tone is firm, with a fair jobbing business doing. We quote choice candled stock at $14\frac{1}{2}$ to 15c.; ordinary at $12\frac{1}{2}$ to 13c.; and No. 2 at 10 to 11c. per doz.

MAPLE PRODUCT—Supplies of maple product are small and prices rule firm. We quote: Syrup, in wood, $6\frac{1}{2}$ to 7c. per lb., and at 85 to 90c. per tin. Sugar, at $8\frac{1}{2}$ to 9c. per lb.

HONEY—There is no change in honey to note. The demand is slow. We quote: White clover comb, in 1-lb. sections, 9 to 10c.; dark, 7 to 8c.; white extracted, $7\frac{1}{2}$ to 8c., and dark, $4\frac{1}{2}$ to 5c.

BEANS—Only a small jobbing trade is passing in beans. We quote: Choice hand-picked, 95c. to \$1 per bushel; primes, 85 to 90c.

POTATOES—A fair trade is reported in new potatoes, but the tone of the market is easy, and prices have a downward tendency. Round lots have sold at \$1.10 to \$1.20 per barrel.

ASHES—The market for ashes is quiet and featureless. We quote: First sorts, \$3.70 to \$3.75; seconds, \$3.50, and first pearls, \$5.25 to \$5.50 per 100 lb.

FLOUR AND GRAIN.

FLOUR—The tone of the flour market was weak in sympathy with the decline in wheat, and prices were marked down 10c. per bbl. all round to-day. The demand is still slow, and trade chiefly of a small jobbing character. We quote as follows: Winter wheat patents, \$3.75 to \$3.90; straight rollers, \$3.30 to \$3.40; in bags, \$1.60 to \$1.65; Manitoba patents, \$4 to \$4.20; strong bakers', \$3.60 to \$3.80.

GRAIN—Locally, business was quiet in

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We represent the following firms:

Jardine, Matheson & Co.,
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S. H. EWING & SONS
96 King Street, MONTREAL



WHOLESALE ONLY OF
TOWER TEA, LIMITED
H. B. HUNGERFORD, Agent,
318, 320, 322 St. Paul Street, Montreal.

all lines, there being no demand whatever from shippers for coarse grains on account of the discouraging cable advices. A barge load of 8,000 bushels of oats was offered without meeting with a buyer. Carload lots for local consumption sold at 33 to 34c. ex store. Peas are neglected.

OATMEAL—There was no change in the situation of the market for rolled oats. The demand is slow and prices about steady at \$3.67½ per bbl. and at \$1.72½ per bag.

FEED—There was an improved demand for feed, and millers, in some cases, state that they are heavily oversold; consequently, the tone of the market is firm. We quote as follows: Ontario bran, in bulk, \$13 to \$13.50; shorts, \$14.50 per ton; Manitoba bran, \$12.50 to \$13; shorts, \$15 to \$16; mouillie, \$18 to \$25 per ton, including bags.

HAY—There is no change to note in baled hay. The demand is good, both on spot and at country points. We quote: Choice No. 1, \$8 to \$8.50; No. 2, \$5.50 to \$6, and clover, \$4.75 to \$5.25 per ton, on track.

PROVISIONS.

Trade in all lines of cured meats was fairly active, there being a good demand for small lots, and, as supplies are large, prices rule firm. Lard is moving fairly well, but pork rules quiet. We quote as follows: Heavy Canadian short cut mess pork, \$16;

short cut back, \$15.50; selected heavy short cut boneless mess, \$16.50; and heavy long cut mess, \$15 per barrel. Pure Canadian lard in pails, 7c. to 7¼c. per lb.; and compound refined 5½c. to 5¾c. per lb. Hams 12c. to 13½c., and bacon 11¼c. to 12½c. per lb.

CHEESE AND BUTTER.

CHEESE—Continues firm, and, though buyers on the other side are reluctant purchasers, they have evidently been compelled lately to buy to cover their actual necessities. In fact, no reaction seems likely for the very good reason that factory-men's shelves are cleaner than they ever have been at this time of the year, so that they are in a position to stubbornly resist any decline. Business was reported over the wire to-day at better than 9¾c., and it is claimed that 9 15-16c. was actually realized for one large lot. Offers are being made to-day of 47s. c.i.f. Bristol and London, on which basis the shipper could afford to pay 9¾c., but no more. These offers are very likely part Ontario and part Quebec, for it is undoubted that the former cannot be bought separately for less than 9¾c. At the wharf, Monday morning, 7,000 boxes Quebec sold at 9¼c., which is a better average price than the previous Monday's range, 9¾ to 9¼c.

BUTTER—The market rules very firm,

and both exporters and domestic jobbers are still free buyers, as stocks are generally admitted to be very small. In an export way, creamery is selling at 18¾ to 19c., and dairy at 14 to 14½c. The jobbing trade is good, and 19 to 19½c. is paid for creamery, 15c. for western dairy, 16 to 16½c. Townships dairy, and 12 to 12½c. for old western. Naturally, the payment of these full figures by jobbers, coupled with small stocks, tends to make factory-men ask more from exporters.

MONTREAL NOTES.

The price of cheese has advanced ¼ to ⅜c. per pound on last week.

Butter continues to stiffen, being ½c. per lb. higher for finest creamery at 18½ to 19c.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,
ST. JOHN, N.B., August 3, 1899.

THE general report is "improved business," and a good fall is confidently looked forward to. There are continued complaints in reference to the Customs regulations, and many importers have been very much delayed in getting goods entered. It would seem to be the policy of the Government to keep down imports, not only by the duty charged, but by the putting of

every obstacle possible in the way of the importer in the shape of troublesome regulations. It is certainly a discouragement to business. In markets, there is little change to note. Spices continue to show rather lower values. Canned goods tend higher; spot stock is light. In hops, the demand during the summer has been very light. It might almost be said that they are going out of consumption. The molasses trade is rather quiet. The stock of Porto Rico, while not large, is equal to all present demands.

OIL—Except that orders are being taken for later delivery, everything in oil is quiet. Burning oils show no change in price, but there is rather improved demand. Lubricating oils are quiet. In cod oil a little is coming forward, but fishermen are holding back for better prices, demand at present being very light. Paint oils are very high and firm, with rather light sale.

SALT—While there were no receipts of Liverpool coarse salt during the week, a small cargo by steamer is daily expected. There is a fair stock in store here of both coarse and factory filled. In English bottled salt trade is almost gone, Canadian and American having taken its place for table use. 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 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

CANNED GOODS—Values are very firmly held. New peas and strawberries are to hand. In corn, there is practically none here. Packers have about all withdrawn, refusing to sell further lots till crop is further advanced. Tomatoes are held firm. There has been considerable interest in gallon apples during the week, and dealers have

largely bought from a Nova Scotian packer at prices rather under those quoted from the West. They are looked on as good stock. In canned meats high prices rule, and there is a fair, steady sale. Salmon are a light stock, and futures are held very firm, some packers having withdrawn prices. Lobsters are higher than ever; in fact, are about out of the market, as packers get better prices for export than the trade here will pay.

GREEN FRUITS—Apples begin to have quite a large sale. Market is being supplied from Boston. Quality is now fair. In Californian fruits, pears are lower, but still quite high. In all lines there is just a fair sale. Peaches are rather higher, and are better quality. Grapes are but fair quality, and as yet there is light business. Demand for fruit increases very much each year. Oranges have a fair sale at even figures, chiefly for out-of-town trade. Lemons are dull. There is considerable poor stock held. Pines are high. In melons, a fair sale at even figures is reported. Bananas are plentiful. Some native tomatoes have been received, and also some from Ontario. Native cucumbers are also to hand. Strawberries are about done. Raspberries are quite plentiful, as are blueberries. There are large shipments going West. There was quite a large quantity of West Indian limes received by the West Indian steamer this week.

DRIED FRUITS—The sale of spot goods is very light. There is not enough movement in very many lines to make prices. Orders for peels have largely been given. In other lines, except in a few cases, where orders have been given for small lots for early shipment, dealers are advertising prices. In raisins, the prospect is for good crops, particularly is this true of Malaga fruit. This line is not a large one with the trade here, and they are inclined to buy even more lightly. After Christmas they find it very hard to move any large quantity, and so often have stocks left on which they lose money. The trade are

well pleased at the idea of being able to buy cleaned currants direct. Evaporated apples are scarce. In onions, even prices rule except for Bermudas, which are offered very low; quality but fair. Peanuts are high. In prunes, the outlook is for high figures. Californian prunes will largely have to be depended upon, Oregon and European prunes being high and scarce.

SUGAR—These is a good steady sale. In granulated, rather firmer figures rule, and the wholesale trade have paid a shade higher for supplies. In yellows, any change was the other way. One or two cars of American were sold, but the slight shade was at once met by the local refinery.

MOLASSES—Just at this season, demand is light. Of the Porto Rico lately received sales from the wharf are but fair, but holders prefer to put into warehouse rather than cut prices. It is looked on as good stock. Very little Barbadoes and other grades are held here.

PRODUCE—Eggs are in light receipt and held high, but price is still too low to tempt shippers to send freely here. There is a good demand at a price. Butter is very plentiful and dull, only best finding any sale. Cheese here are lower than at outside points; in fact, this a particularly poor market. Twins are chiefly used.

FISH—All grades of fresh fish are very scarce. It is an off season. Shad are very nice, but receipts so far are small. Salmon are about done for the year. In smoked herring, quite firm prices rule. Kippers and finnan haddies are scarce. Dry cod come to hand very slowly, and high prices are the order of the day. Pollock are also marked up. In pickled herrings, sale is light as season is early; fair prices rule. Some very nice pickled shad are offered. We quote as follows: Large and medium dry cod, \$3.75 to \$4; small, \$2.50; pickled shad, \$3.50 to \$5, as to quality; haddies, 4½c. per lb.; smoked herring, 6½ to 7½c.; halibut, 10 to 12c. per lb.; fresh haddock and cod, 2c.; shad, 10c.;

AMERICAN SUGAR.

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

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

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

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

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

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

57 Front St. E., Toronto.

A. H. CANNING & CO.

The Following Brands
Manufactured by
The American Tobacco Co.
OF CANADA, Limited.
Are sold by all the Leading Wholesale Houses
CUT TOBACCO
OLD CHUM.
SEAL OF NORTH CAROLINA.
OLD GOLD.
CIGARETTES
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE. **DERBY**

APPLES. NOTICE to packers in
Maritime Provinces and
elsewhere: Brand all
barrels with the name of variety of apple, name of
shipper, etc., and remember that it will pay you to
write to us for prices of stencil brands.
HAMILTON STAMP AND STENCIL WORKS
Hamilton, Ont.

The
DAWSON Commission
Co., Limited
FRUIT, PRODUCE AND
COMMISSION MERCHANTS,
Cor. Market and Colborne Sts.,
TORONTO.

We make a specialty of handling
Domestic Fruit

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

FRUIT AUCTION SALES

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

McWILLIAM & EVERIST

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

SELL . . .

**GOOD
WILL
SOAP.**

35% profit at six for a quarter.

Vanluven & Co., Napanee, Ont.

Clark's Meats are **Booming!**
The steady growth in the sale
of all our lines indicates the
interest taken in them by the
best Retail Trade.

As the fumes of Ammonia are unbearable to mankind, so is

Helpepper

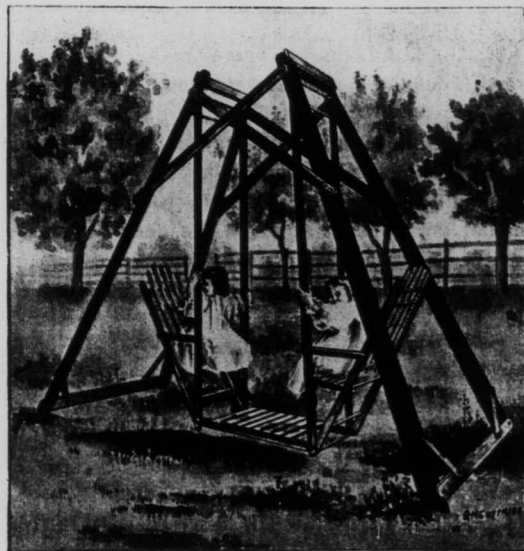
TO HOUSEHOLD VERMIN.

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

LEEMING, MILES & CO., General Agents for **MONTREAL.**
Canada,

SLEE, SLEE & CO., Limited
Tower Bridge Works, London, Eng.
Makers of Pure Malt, Wine and Concentrated Vinegars.
In Bottles and Casks.
Prices and samples on application to
CLARK, RAE & CO., 49 King Street West, **TORONTO, ONT.**

WRITE
The Playfair, Preston **Blue**
Co., Limited **Berries**
(33) **MIDLAND, ONTARIO**



**The Leader
Lawn
Swing**

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

ORDER NOW.

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

Hugh Walker & Son Wholesale Fruit and
Commission Merchants
Consignments carefully handled. **GUELPH, ONT.**

boneless fish, 4 to 5c.; pollock, \$2.25 per 100; salmon, 15 to 16c.; pickled herring, \$1.75 per half bbl.

PROVISIONS—Pork is rather higher, and beef is firm; sales light. In smoked meats prices are also very strongly held. Lard is rather firmer, but still low. Quite large stocks are held.

FLOUR, FEED AND MEAL—While there has been a rather easier feeling in flour, the week closes with a rather firmer tendency. There has been quite an active sale. Feed keeps very scarce and high. Oatmeal is firmer. In cornmeal, the advance reported last week holds. The local mill is making a better profit than for some time, as, owing to the fire, there is no competing mill and little effective competition from outside. In spite of the firmer position of beans, our trade are not inclined to buy. Sales for sometime have been very quiet. We quote as follows: Manitoba flour, \$4.65 to \$4.80; best Ontario, \$3.85 to \$4.10; medium, \$3.60 to \$3.75; oatmeal, \$4.00 to \$4.10; cornmeal, \$2.25 to \$2.30; middlings, \$21 to \$22; oats, 41 to 43c.; hand-picked beans, \$1.05 to \$1.10; prime, 95 to \$1.00; yellow-eye beans, \$1.90 to \$2; split peas, \$4.10 to \$4.15; round, \$3.25 to \$3.40; pot barley, \$4.10 to \$4.15; hay, \$7 to \$7.50; timothy seed, American, \$1.50 to \$1.75; do., Canadian, \$1.80 to \$2.25; mammoth clover, 7½ to 8c.; alsike, 7½ to 8c.; red, 7¼ to 7¾c.

ST. JOHN NOTES.

C. & E. Macmichael have received another shipment of White's English pickles.

Hart & Greenlow, retail grocers at St. Andrew's, are about to move into enlarged and improved quarters.

The Tourist Association have issued a very handsome illustrated booklet setting forth the attractions of our part of Canada.

The right shad to pickle are the fall shad. They are really caught in the late summer. The first receipts of pickled in ½-bbls. are now being offered by James Patterson.

Two schooners were seized this week by the Customs for smuggling liquor. It was brought from the West Indies by one schooner, and, near the New Brunswick coast, was transferred to another.

THE GROCER is much pleased to note that a cheese board has been organized on Prince Edward Island. Sales are held at Charlottetown. At a sale held last week 3,000 boxes were boarded and sold at from 8¼ to 8 11-16c.

Quite large catches of lobsters are reported at Prince Edward Island, and canners are very busy. The tall tins go to the American market and the flats to England and the continent. It is said the tall tins are held at about \$11 per case.

MANITOBA MARKETS.

WINNIPEG, July 31, 1899.

TRADE in staple and fancy groceries is good, and demand steady. From week to week the amount of change is small. Sorting orders are good at present, as country houses are preparing for the heavy buying which usually precedes harvest.

CANNED GOODS—The situation continues without change. Buyers are still shy, as many of them think factories will have futures to offer as soon as the contracts made before the association was formed are filled, more especially as the supply of vegetables in particular promises to be large. In the meantime, Winnipeg wholesale men are constantly confronted with quotations from eastern houses to the retail trade here at lower figures than the association are now offering to them. The truth is, the canned goods situation is a sore subject just at present. There is a famine in gem jars. Practically, wholesale houses cannot fill orders for jars which are pouring in upon them.

EVAPORATED FRUITS—New peaches are offering at prices which will warrant their sale here at 12c. The market for apricots has practically advanced ½c. since the opening, and new apricots cannot be sold here for less than from 15½ to 16c. This is, of course, lower than last year's fruit, but it is high for opening, especially as the crop was reported good. This report, however, appears to be incorrect. Evaporated cherries and pitted plums are not yet offering.

CURRENTS — There really is nothing definite in this market, though an advance is still anticipated. No one at present seems to have any very exact information about the Retention bill.

SUGAR—There is no change in price during week although the demand is large and increasing as the preserving season advances: Granulated, 5½c.; bright yellow, 4½c.

RICE—Japan is lower in price and of better quality than last year. This will have a tendency to lower the price of other grades. Japan is quoted 4½ to 4¾c.; B rice, 4½ to 4¾c. Sago continues firm, at 4½ to 5c.; tapioca, 5¼ to 5½c.

CEREALS—Rolled oats, \$1.85 to \$1.90 for 80's; pot barley, \$2.25; peas, \$2.35.

FLOUR—The demand is not quite so active as it was, and both big milling companies are quoting level prices this week.

BUTTER—The market for creamery is firmer this week. Most of this butter is going to British Columbia. Dealers are quoting 15½c., factories, and, in some odd cases, 16c. has been paid to secure a special lot. The situation of dairy butter has not

changed. There is little demand, except for city table use, and the bulk is going into cold storage; 10 to 11c. for very choice dairy is being paid at country points. Nothing but the best will meet with any sale.

CHEESE—The cheese market is firmer and fairly active. Offerings are bought readily at 8 to 8½c. for first-class cheese, but as low as 7c. has been paid for inferior grades.

EGGS—This market is much easier, the demand having very visibly declined. There is some complaint among buyers that the eggs now offering are not up to the standard of the earlier part of the season; 13c. net at country points is the quotation for this week.

GREEN FRUITS—The market was rather bare during the latter half of the week, but with Saturday an improvement in supply was noticeable. The feature of the week was the arrival of one entire car of tomatoes from Illinois. The tomatoes were in fine condition and found ready sale. Blueberries are arriving plentifully, and the price has gone down in proportion. New grapes are also on the market. Messina lemons are almost exhausted, and the market is now depending on the Californian stock. Quotations are \$4.50 to \$5; oranges, \$5.50 to \$6. Bananas are arriving in better shape than two weeks ago, and are selling at \$2 to \$2.50. Watermelons are in most abundant supply at \$2.50 to \$3.50 per doz., according to weight. Georgia grapes, 75c. per basket; peaches, \$1.50 per crate; plums \$1.50; pears, \$3 to \$3.50; apples, \$5 per bbl. and \$2 per box; blueberries, 7c. per lb.; tomatoes, \$1 per crate of four baskets.; new potatoes 75c. per cwt. Very fair supply of native-grown potatoes are now on this market.

PERSONAL MENTION.

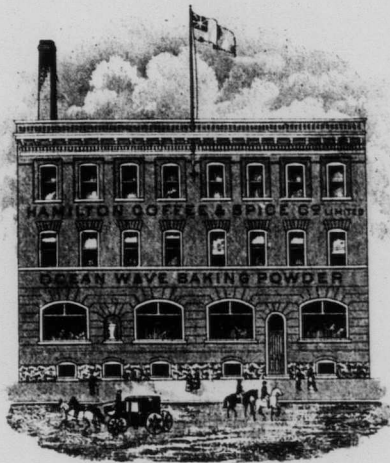
Mr. A. P. Tippet has left for a two-weeks' outing at Little Metis.

Mr. C. L. Marshall, of Warren Bros. & Co.'s sample-room, leaves to-day for his annual fishing campaign at Stoney Lake.

Mr. C. E. Colson has been spending a pleasant two-weeks' outing at Tadousac, and returned home on August 1 much refreshed.

A CAKE OF SOAP FREE.

"Oriole" is a brand of toilet soap which is handled by Arthur P. Tippet & Co., Montreal, and to every merchant who will send in an application, mentioning THE CANADIAN GROCER, a cake of this soap, which retails at 10c., will be sent free in an enameled box. Send for a cake.



25 & 27 MACNAB ST S. HAMILTON, ONT.



In joining the movement for travellers' holidays, we did so in the hope that our customers would approve our action. We trust that we shall not be disappointed in this. According to agreement, none of our travellers will be on the **Western** or **Northern** ground during the two weeks commencing next Monday. May we say that any **letter** orders received during that time will be **doubly appreciated** by both our representatives on the road and ourselves.

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



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which Co., o will THE soap, in an

Blue Label Tomato ..Ketchup

is a delicacy rarely matched. A sauce that lends snap and relish to almost any food. Made of the best tomatoes, picked in season and spiced with skill—that's why.



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Curtice Brothers Co.

ROCHESTER, N.Y.

Proprietors of

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

WRITE FOR QUOTATIONS.

Yes, it's very easy to make

Extracts

but not real good ones.

Pure Gold Extracts

are true in flavor, attractive, Canadian.

B. C. First, last and all the time.

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

F. R. STEWART & CO.

VANCOUVER, B.C.

Branches: Victoria and Nelson.

Canadian Agents for "HONDI" Pure Ceylon Tea.

Honey AND Butter

There is a good inquiry for both at present.

Have you any to offer?

If so, we will be pleased to hear from you.

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WINNIPEG, MANITOBA.

WHOLESALE DEALERS IN

Butter, Eggs, Cheese, Fruits, Cured Meats

PICKLED, DRY AND SMOKED FISH.

Consignments and Correspondence Solicited.

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



Crawford Peaches.

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

The . . .

Macpherson Fruit Co.
WINNIPEG, MAN. Limited

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Dairy, cl
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CURRENT MARKET QUOTATIONS

August 3, 1899.

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

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

BUTTER, CHEESE AND EGGS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Dairy, choice, large rolls, per lb	15	16	17	18
" " pound prints.....	13	14	15	16
" " tubs, best.....	10	11	12	14
" " tubs, second grade.....	18	18½	18	19
Creamery, tubs and boxes.....	19	20	19	20
" " prints and squares.....	9	9½	8½	9½
Cheese per lb.....	12	14	12½	13
Eggs, per doz.....				

CANNED GOODS

	\$0 90	\$0 85	\$0 90	\$1 00	\$1 10	\$1 15	\$1 25
Apples, 3's.....	2 10	2 00	2 20	2 25	2 40	3 00	3 25
Asparagus.....			2 40				
Blackberries, 2's.....		1 40	1 70	1 50	1 80		
Blueberries, 2's.....	70	75	80	85	90	90	95
Beans, 2's.....	79	80	80	85	90	95	90
Corn, 2's.....	90	1 00	95	1 00	1 10	1 15	
Cherries, red, pitted, 2's.....		1 80	1 85	2 30	2 40	1 75	1 90
" " white, ".....		1 75	1 80				
Peas, 2's.....	70	75	70	80	75	80	90
" " sifted.....		1 00	1 05	1 10	1 15		1 15
" " extra sifted.....		1 25	1 50	1 65	1 75		1 15
Pears, Bartlett, 2's.....		2 00	2 40	2 25	2 50	2 40	2 50
" " 3's.....	2 40	2 25	2 50	2 15	2 25	4 50	5 00
Pineapple, 2's.....	2 60	2 50	2 60	2 50	2 60		5 00
" " 3's.....	2 50	1 50	1 75	1 75	1 80		1 60
Peaches, 2's.....	2 50	2 40	2 60	2 50	2 75	2 25	2 60
" " 3's.....	1 25	1 10	1 25	1 30	1 60		1 40
Plums, green gages, 2's.....		1 00	1 10	1 30	1 50		1 40
" " Lombard.....		1 00	1 10	1 30	1 50		1 40
" " Damson, blue.....		1 00	1 10	1 30	1 50		1 40
Pumpkins, 3's.....		65	75	90	1 00		1 00
" " gallon.....		2 10	2 25	2 10	2 25		
Raspberries, 2's.....	1 35	1 50	1 45	1 50	1 75	1 40	1 60
Strawberries, 2's.....		1 40	1 50	1 65	1 75		1 70
Succotash, 2's.....		75	80	85	95	1 00	1 10
Tomatoes, 2's.....		2 50		2 50	2 60		
Lobster, tails.....	2 75	3 00	3 00	3 25	1 25	1 30	
" " 1-lb. flats.....		1 65	1 85				
" " ½-lb. flats.....	1 30	1 35	1 30	1 35	1 25	1 35	
Mackerel.....	1 30	1 50	1 40	1 60	1 25	1 50	1 20
Salmon, sockeye, tails.....	1 40	1 60	1 50	1 60	1 30	1 35	
" " flats.....		1 50	1 60		1 60		
" " Horseshoe.....		1 55	1 80				
" " Clover } tails.....		1 60	1 80				
" " Leaf } flats.....		1 15	1 10	1 20	1 00	1 10	95
Cohoos.....	1 05	1 15	1 10	1 20	1 10	1 10	1 12
Sardines, Albert, ½'s.....		12	12½	13	14	15	
" " ¼'s.....	20	21	20	21	20	21	
" " Sportsmen, ½'s.....		12	12½	12	12		
" " key opener, ½'s.....	10	11	10½	11	16	18	
" " P. & C., ¼'s.....		18	18½	23	10	11	
" " American, ¼'s.....		23	25	23	25		
" " Mustard, ¼ size, cases.....		33	36	33	36		
" " 50 tins, per 100.....	9 50	11 00	8 50	9 00	10 00	11 00	
Haddies.....		1 00	1 15	1 00	1 10		
Kipper Herrings.....	1 29	1 50	1 00	1 60	1 15	1 25	1 85
Herring in Tomato Sauce.....	1 30	1 45	1 55	1 60		2 00	2 00

GREEN FRUITS

	\$3 50	\$4 00	\$4 75	\$5 00	\$4 50	\$5 00	\$.....	\$.....
Oranges, Sorrento, boxes.....	2 50	3 25	2 00	2 25				
Lemons, Messina, p. box.....	2 00	3 50	3 00	4 00	1 50	3 80		
Bananas, per bunch.....	68	1 60	1 25	1 75	1 75	2 25		
Cocoanuts, per 100.....	3 25	3 50		4 00	3 25	3 50		
Tomatoes, Can., per basket.....			25	30	1 25	1 75		
Red Currants, per basket.....	40	50	30	50				
Black Currants, per basket.....	35	40	30	50	35	45		
Gooseberries.....	1 25	1 60	1 50	1 75	1 50	1 75		
Peaches, Cal., per crate.....	1 00	1 25	2 00	3 00	1 50	1 75		
Plums.....	15	20	15	30	30	40		
Watermelons, each.....	8	10	6½	7½	11	12		
Raspberries, per quart.....			65	80				
Huckleberries, per basket.....			25	40				
Canadian Peaches, per basket.....			25	40				
" " Pears, ".....			60	75				
" " Plums, ".....								

SUGAR

	\$4 55	\$1 63	\$4 65	4%	4½	5%	5½
Granulated (St. Lawrence, Redpath).....	4 55		4 65				
Granulated, Acadia.....	5 65		5 15	5½	6		
Granulated, foreign, net.....	5 75		5 25				
Paris lump, bbls. and 100-lb. boxes.....	5 25					7	
Extra Ground Icing, bbls.....	5 10		5 20	5½	6	6½	
Powdered, bbls.....	4 30		4 40				
Phoenix.....	4 30		4 40				
Cream.....	4 15		4 25	3½	3¾	4½	4¾
Extra bright.....	4 05		4 15	3¾	3¾		
Bright coffee.....			4 05				
Bright yellow.....	3 80		3 40	3½	3½		
No. 3 yellow.....	3 75		3 35				
No. 2 yellow.....	3 65		3 25				
No. 1 yellow.....			3 80				
Foreign, yellow.....							
Trinidad.....							

HARDWARE, PAINTS AND OILS

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

SYRUPS AND MOLASSES

	1¾	30	32	34	35	3¾	3½
Dark.....							
Medium.....							
Bright.....	2¾	35	37	34	35	3¾	3½
Corn Syrup, barrels per lb.....							
" " ½-bbls. ".....							
" " kegs.....							
" " 3 gal. pails, each.....			1 20				
" " 2 gal. ".....			90				
Honey.....			40				
" " 25-lb. pails.....			90		1 00		
" " 38-lb. pails.....			1 20		1 40		
Molasses.....							
New Orleans.....			26	45	28	35	45
Barbadoes.....			36		30	32	48
Porto Rico.....			38	42	32	34	40
Antigua.....					25	28	
St. Croix.....					27	28	

CANNED MEATS

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

CANDIED PEELS

	10½	12	12½	17	19
Lemon, per lb.....					
Orange, ".....					
Citron, ".....					

FRUITS

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

THE . . .
Watson, Foster Company

Limited

Manufacturers of
all grades of
WALL PAPERS

Montreal, Canada.



**The Factory Producing the Most Modern, Artistic and Profitable
Line of Paper Hangings on the Continent.**

Largest Collection of Samples for Season 1899-1900 ever issued—136 Combinations, from the cheapest Blanks to the most fancy Gilt Papers, including Heavy Embossed Gilt on 24-oz. stock, 21 in. wide. **EMBOSSSED PULP EFFECTS**—the newest specialty out.

NOTE.—In order to put all our Ontario customers on an equal footing as to freight, we have decided to equalize freight with Toronto for towns West of Belleville and West and North of Toronto.

TO DEALERS who bought too hastily in previous seasons we wish to tender a timely word of advice—**WAIT** till our representative calls on you in a few days with our interesting range of samples, or if **YOU CAN-NOT WAIT** write or wire us, and we will arrange to give you an early opportunity to inspect our offering.

TRADE IN OTHER COUNTRIES THAN OUR OWN.

ACCORDING to a report received in New York from one source, cable advices were received saying that the Foo-chow Oolong tea crop is 30 to 40 per cent. less than last year.

Sicilian advices to July 1 state that the weather has not been favorable for blooming, and in several producing districts the prospects of a good olive crop have been spoiled.

Mail advices from Messina state that, notwithstanding the absence of interest from the consuming markets, prices on almonds have gained strength, and, judging by the little disposition shown to make forward sales, the rise is likely to make further progress.

A letter received by a commission house in New York says that there will probably not be over half a pack of corn in the counties between Rochester and Buffalo. Corn less than two feet high has tasselled, from lack of rain. In the vicinity of Utica, however, the prospects are very good.

CANNED SALMON IN LONDON.

Alaska salmon is in better demand, and the market is certainly firmer than during the previous week, although there is no quotable change. There are plenty of inquiries for Fraser river fish at prices slightly below holders' ideas, but as the latter show no signs of giving way the actual business has been disappointingly small. Half-flats have sold more freely at full prices.—Grocers' Journal, July 22.

CALIFORNIAN DRIED APRICOTS.

Regarding dried apricots The California Fruit Grower of July 22 reported new crop to be in very light supply at present, the early districts being about done and the fruit all sold. "The late districts," our contemporary adds, "are hard at it but the demand from canners continues to attract those who have not sold, as \$40 to \$55 per ton is better than cure cots at present prices, 9½ to 10c. for choice Royals. In the interior buyers bid 8½ to 8¾c. in the sweatbox. The local market is firm at 9¾ to 10c. for shipment, but very little fruit is moving at these prices. The situation is a waiting one. Buyers are waiting for the supply to increase, naturally looking for lower prices. Growers are firm holders, being fully satisfied that the supply is short and higher prices will rule. The East is taking apricots sparingly at present, the heaviest movement being from Southern California, where the crop is an average

one and is largely cut and cured. Canners have bought freely in the south, taking whole orchards at \$17.50 at the start, gradually running the price up to \$30 per ton. Prices paid in the north for fresh apricots, where the crop is very short, have ruled much higher than in the south. Cured apricot shipments from Southern California for the past week amounted to 21 cars."

NEW YORK TEA AUCTION.

At the auction sale held on Wednesday there was only a small offering. Considering the size of the offering, there was a fair attendance of the trade and the average of the prices realized showed a small fractional improvement. The volume of business transacted on the private market has continued of only very moderate proportions; still, dealers in some instances have reported some improvement in the line business, the country trade showing slightly more interest. The market for invoices has been steady, and the general report has been that buyers have been more disposed to make bids, although still naming prices rather low to attract sellers.—New York Journal of Commerce, July 29.

SHORT SALMON PACK ON THE COLUMBIA.

Information given to The Trade Register, of Seattle, Wash., by The Puget Sound Packers' Association indicates that all prices of \$1.10 for sockeye have been withdrawn, after selling of limited quantities. The price situation now is exceedingly firm. The Trade Register says: "It is accepted by local brokers and canners that Columbia river is short 125,000 to 200,000 cases, and there it may remain. Fraser river will be very short; its pack to date at the maximum estimate is only 40,000 cases. There is a little fear now that the pack will be short on Puget Sound; to date 100,000 cases is the amount of the pack, and while this is in excess of the pack at this date last year, the end of the second spurt of fish, of the three in the season, is practically over, and the third and last spurt, as usual, is very problematical. This latter is now the only factor in the situation, but as the two first have been so small the final must be unusually heavy to make an ordinary pack. On August 5, of 1898, 150,000 cases had been packed, or, making allowance for earlier date of run this year, slightly in excess of the pack for the present season. It must be borne in mind that 1898's spring pack was only 261,400 cases, against an expected or normal pack of 500,000 cases. Some of the canneries have been practically idle so far, and must rely on their luck until August 14, when the sockeye run by all

calculation should end. The matter of prices should be finally settled by that date, also. An important item in this connection is the clean state of the present Pacific Coast spot market against the 600,000 cases spot stocks of the 1897 pack held in the spring of 1898."

MUST PAY NOW.

The wholesale produce dealers of Vancouver, in order to even things up a little and put shipping affairs on the same basis as elsewhere have united in issuing the following circular to the trade:

"Owing to the slender margin of profit upon which the wholesale produce and provision trade is conducted, it becomes necessary for those engaged in the trade to make a charge for the items of cartage and wharfage necessary to place the goods on cars and various steamers. At all other points these charges are included in the rates of freight. This charge will amount for wharfage, 50c. per ton, with a minimum of 15c., and cartage 50c. per ton, with a minimum of 15c. Where both services are performed, the charge will be \$1 per ton, with a minimum charge of 30c. The practice of dating ahead is hereby discontinued; all goods will be dated from the time of shipment."

MR. EDDY, OF HULL.

E. B. Eddy, the well-known paper manufacturer of Hull, Que., and Mrs. Eddy, are on their way to the Coast. Eddy is a character. He is a shrewd business man and possesses a strong sense of humor which crops out in the most unexpected places. Once when he was in Italy his works caught fire and the manager cabled him: "Factory on fire. Impossible to save it. What shall we do?" Eddy cabled back: "Let it burn."—The Province, Vancouver.

MANITOBA'S GRAIN FIELDS.

One can gain a good idea of the extensive grain fields of Manitoba by a drive from Brandon to Souris, a distance of about 30 miles. Wheat fields extend away as far as the eye can reach on either side of the trail the whole distance, and, as there are no fences in the district, it looks like one immense field. The crops in this district, it is estimated, will yield, at least, 35 bushels per acre, if the present favorable conditions continue until harvest.—Free Press, Winnipeg.

The headquarters of the Owen Sound, Ont., Sugar Mfg. Co., Limited, have been changed to Warton, Ont., and the style to the Warton Beet Sugar Mfg. Co., Limited.

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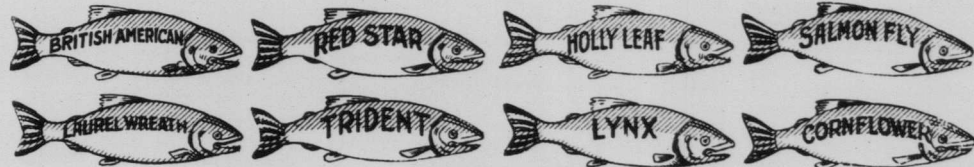


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Anglo-British Columbia Packing Co.'s Blood-Red Sockeye Salmon are Best Quality.

PRICES ON 1899 PACK NOW READY.



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



Anglo-British Columbia Packing Company

LIMITED

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

VANCOUVER, B.C.

SOLD FROM

ATLANTIC TO PACIFIC

FAC SIMILE OF CASK LABEL.



PURNELL'S

PURE

PLAIN and SPICED

MALT VINEGARS

THE BEST FOR PICKLING.

Brewery, Bristol, England.

AGENTS:

St. John's, Nfld.—Wm. Barker, Water St.
Charlottetown, P.E.I.—Horace Haszard, South Side Queen Sq.
Halifax, N.S.—J. Peters & Co., 47 Upper Water St.
St. John, N.B.—J. Hunter White, 3 North Market Wharf.
Montreal—J. M. Kirk, Imperial Buildings, St. James St.

Toronto—J. Westren & Co, 73 Carlton St.
Hamilton—John W. Bickle & Greening.
Winnipeg—A. Strang & Co., Portage Avenue.
Vancouver, B.C.—C. E. Jarvis & Co., 101 Holland Block.

PROFIT-PAYING GOODS.

IN the last issue of The American Grocer, an advertiser indicated how a profit of 50 per cent. could be made on a staple article, and, at the same time, give the buyer entire satisfaction and increase the reputation of the store. This brings up the question of the retailer's profit, which we desire to discuss in its bearings upon the neighborhood store. The service of the local store is one peculiar to itself. It is, as a rule, of a settled, rather than a transient character. It seeks to meet the desires of a neighborhood or section, and unlike the larger stores does not seek to influence trade from every direction. And yet the trade of the small store is subject to the influence of the big store; the great department octopus, that slaughters prices on well-known proprietary goods, but exacts a very large profit on their own special lines.

How is this competition to be met? The answer has been given by a number of successful retailers and may be summed up in a sentence: Render a perfect service; keep a neat store; resolve to give your trade satisfaction; pay no attention to the big competitor, and sell profitable goods.

Almost every intelligent grocer can educate his trade to take such goods as he keeps in stock, rather than "everything asked for." That is the policy of every large retailer in New York. If the representative stores are studied, it will be found that each has a distinctive character, and caters for special classes. As one of the largest said: "We cater for the masses; other stores for classes." The aim of the neighborhood store should be to keep every article its trade requires, but not every brand of every article.

For that service the dealer is entitled to a liberal profit, which, in most instances, the people are willing to pay. Why, then, throw a liberal profit, and take the chances of ignoring trade by selling cheap and unprofitable goods? Why cultivate a trade for low-grade goods at a small profit when it is easier to sell high-class goods at a liberal profit? Consumers are more apt to find fault with quality than price, and, if the palate is satisfied will not stop to quibble about cost. Let the rule be to seek to please the taste of consumers; to give satisfaction in quality. In carrying out this policy some retailers advertise: "We guarantee everything we sell to be as represented"; or, "Money returned if goods are not satisfactory."

In that policy is the secret of profit-getting. Have your own standards, and if, perchance, your trade is not inclined to buy first-class articles, study to educate patrons

into an appreciation of the differences in quality.

Cheap goods without merit do more damage than can be easily mended. The poorest consumers desire to get value received, and with these traits dominant, there are no good reasons why a retail grocer should not make liberal profits. Be master and not the slave of non-profit-paying goods.—American Grocer.

FARMERS' TEAMS IN NEEPAWA.

I do not know of a better sight than is to be seen in Neepawa, Man., on a Saturday, when the two main streets are crowded with farmers' turnouts. One would travel a long time before he would come to a town where farmers have such good horses. This speaks well for the prosperous condition of the country. It is like a country fair to see the number of people in town. In fact, while the 'bus was carrying me from the station to the hotel, I thought something of the sort must be going on. It must be remembered that the Manitoba and Northwestern railway tried to side-track the town by erecting the station about half a mile away from the town. While driving through the district around Neepawa, I was struck with the richness of the soil and the healthy condition of the wheat, in spite of the vast amount of rain that had fallen.

COULDN'T TELL WHY HE FAILED.

An old-fashioned merchant who had done business in one of the interior towns had failed, according to The Michigan Tradesman. When one of the creditors reached the place it was to find the merchant working hard to figure it all out.

"Lands! but I don't see why I should fail," he kept on saying. "Mebbe, though I didn't collect sharp enough."

"You have a heap of goods here," said the agent, as he looked around.

"Yes, more or less."

"When did you take the last inventory?"

"Inventory? Take everything down?"

"Yes."

"And make out a list?"

"Yes."

"And dust off the shelves and mop the floor?"

"That's it."

"And clean the windows and paint the front of the store?"

"Yes."

"I never went into that. I was going to one day about 15 years ago, but they had a wrestling match in town, and I left the inventory. Mercy on me! but I can't understand why I should fail."

A family of six, in Windsor, Ont., was almost fatally poisoned by eating canned salmon one day last week.

TEA PROSPECTS IN CALCUTTA.

Tea has lately been somewhat of a disappointment to its numerous supporters, chiefly because London has failed to follow the lead here. All reports and figures show that the new crop, which, at the opening sales here, realized such full rates, has not met an encouraging reception at home. This may, to an extent, be owing to the fact that exports to date are so largely in excess of last year—some 5,000,000 lbs. ahead; but no doubt too sanguine a view of the situation was taken here, and, as usual, it looks as if Calcutta will suffer and London benefit, for, from the present outlook, the early purchases here will show a smart loss to the operators. All round the weather in the districts has not been favorable for manufacture, and quantity or quality, or both, are likely to suffer.—Correspondent of The Pioneer.

THE CHILD'S LIFE WAS SAVED.

Fliegende Blaetter tells this: "One day I was riding alongside the railroad," said a traveler who had just returned from America, "when an express train came along. Just ahead, a little two-year-old child was standing on the track picking flowers. In a few seconds, the child would be crushed to death by the train. What should I do? Quickly taking my lasso, which I was in the habit of using to catch wild cattle, I whirled it in the air, and, a second later, the locomotive was caught by the trusty rope. One strong pull, and the locomotive lay on its side in the ditch. To be sure, 200 lives were lost, but the child was saved!"

THE THINKING GROCER.

An old, rich, up-town ex-grocer said to me the other day: "When I was in business I would allow no clerk to be without pencil and knife." He furnished them with the pencils, which he bought by the gross, and oftentimes he gave a knife as a present. If a clerk has a knife in his pocket he will not use the cheese or the meat knife to cut the soup greens or trim the cabbage.—Retail Grocers' Advocate.

Verily, these are the kind of grocers who retire with riches. Blessed is the grocer who is also a thinker.—Grocery World.

And a good thing to set a grocer thinking along right lines is his trade paper.

Mr. J. Bruce Payne, of Granby, was in Montreal on August 1.

Mr. John Archibald, of The Empire Tobacco Co., Granby, has been spending a few days in the city on business.



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MON
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St. V



Second
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None.

Victoria Japan Tea

is the best on the market to-day? Always have some in stock. Get our prices. They will save you money.

LAPORTE, MARTIN & CIE.
MONTREAL.

Rowntree's

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

Rowntree's ELECT Lemonade

A new Lemonade (in essence), of great purity and delicate flavour. This deliciously refreshing beverage for the hot season has attained immediate popularity in the Old Country, not only because of its superior qualities, but by reason of its great economy in use.

Rowntree's ELECT Cocoa

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

ROWNTREE'S CHOCOLATES AND CONFECTIONERY.

Of world-wide fame for delicacy of make. Chocolate creams of all varieties. Rowntree & Co., Limited, are the largest manufacturers of Gum Confectionery in the world, their large Yorkshire Factories employing over 1,500 hands.

Agent for Canada — **CHAS. GYDE,**

20 St. Francois Xavier Street, MONTREAL.

"MARIETTA, OHIO, April 19, 1897.

"THE COMPUTING SCALE CO.,
DAYTON, OHIO.

"GENTLEMEN,—It took a good agent to sell me one of your scales. It would take a better one to purchase it from me. **It is not for sale.**

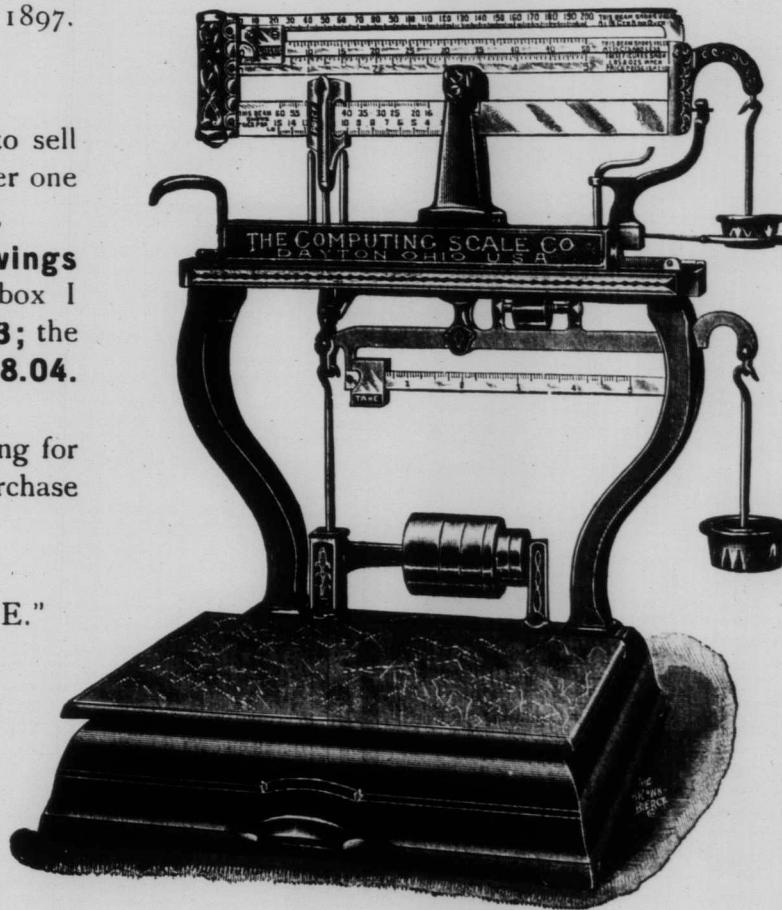
"I kept a memorandum of the **actual savings** made by its use, and in a special money box I found at the end of the **first month, \$7.03**; the **second month, \$8.30**; and the **third, \$8.04**. You can see that **it paid for itself.**

"My customers do not complain of paying for actual value received, and I think in my purchase from you I did better than that.

"Respectfully yours,
"CHAS. W. RIFE."

THE COMPUTING SCALE CO.
DAYTON, OHIO

or MONEY-WEIGHT SCALE CO., 47 State Street, Chicago, Ill.;
MONEY-WEIGHT SCALE CO., 142 Chambers St., New York,
N.Y., Sole Distributors; James A. Hossack, Dist. Agt., 1662 Notre
Dame St., Montreal, Que.; L. A. Davidson, Dist. Agt., 104 King
St. W., Toronto, Ont.



Teas "fragrant", "delicious", "perfect" and "best" are now as plentiful as gold mines, but customers only smile and say - "Give us Blue Ribbon Beylon" - Blue Ribbon Tea Co. - 42 Scott St. Toronto.

TRADE CHAT.

THE trade of Westminster, B.C., creamery is increasing rapidly, and orders are coming in fast. The staff is now busily engaged in getting out an order of 4,000 lb. of butter, which will be shipped to the Klondyke in tin boxes. The patronage continues good, and every pound of butter made has found a ready sale.

Strawberries are still arriving in Montreal from Sussex, N.B.

D. A. Wilson, Walkerville, Ont., has purchased 60,000 pounds of tobacco on Pelee Island, Ont., and intends to ship the weed to Prince Edward Island for manufacture.

Mr. Wagner, of Wagner & Morse, Sandusky, Ohio, and Mr. Fenton, of Pelee Island, Ont., are seeking inducements from Windsor, Ont., council start a tobacco factory there.

A fine sample of wheat has been brought into The Free Press grown on the fine farm of Mr. George White, Sunnyside. It is 4½ feet high, and is probably as perfect a specimen of first-class wheat as could be shown anywhere.—Manitoba Free Press.

An expert fruit packer has been engaged by the British Columbia Government to instruct fruit growers of that Province in the

best methods of packing and shipping fruit. He will take charge of the experimental carload shipment of fruit which is to be sent to Winnipeg this year.

Merchants are needed at Van Anda, B.C., to supply hardware, groceries, etc., to the boats and mining camps trading with Van Anda.

It is proposed by Halifax citizens to purchase the Trent mills, at Chatham, Ont., and the Blenheim mills near there also, with the head office of the company in Halifax. The capital of the company is to be \$300,000. W. H. Stevens, president of the Kent mills, has offered to take \$100,000 in stock for the Chatham property. The enterprise is expected to go through successfully.

WILL CHARGE CARTAGE.

The wholesale produce dealers of Vancouver have united in issuing the following circular to the trade: "Owing to the slender margin of profit upon which the wholesale produce and provision trade is conducted, it becomes necessary for those engaged in the trade to make a charge for the items of cartage and wharfage necessary to place the goods on cars and various steamers. At all other points these charges are included in the rates of freight. This

charge will amount for wharfage, 50c. per ton, with a minimum of 15c., and cartage 50c. per ton, with a minimum of 15c. Where both services are performed, the charge will be \$1 per ton, with a minimum charge of 30c. The practice of dating ahead is hereby discontinued; all goods will be dated from time of shipment."

POOR B.C. HOP CROP.

The late season has had a detrimental effect upon British Columbia's hop crop, which last year resulted so satisfactorily both to growers and shippers. The quality of hops grown in this Province is rated very high, and the numerous areas suitable for their production make hop-growing an interesting subject to those whose efforts are in the line of developing and extending the products of the Province. The fact that hops can be grown so easily is a great point in their favor—they seem to adapt themselves to climate and soil very readily. This spring one rancher put in his cuttings and has a very creditable showing although the season has not been favorable to a successful crop, especially for a first. At Agassiz, where there are some extensive hop gardens, some of the crops are very poor, though one large ranche has an especially good crop.—The Province, Vancouver.

BUSINESS NEWS

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

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

The Canadian Press Clipping Bureau,

505 Board of Trade Bldg.
TELEPHONE Main 1255. MONTREAL

GRIMBLE'S ^{English Malt} VINEGAR

Six GOLD Medals
GRIMBLE & CO., Limited, London, N.W., Eng.

FOR YOUNG CANADIANS.

*Don't wait until the iron's hot,
But make it hot by muscle.
Don't wait for the wealth your father's got,
Take off your coat and hustle.*

What a year 1900 is to be! What a time for the young Canadian hustler—the rapid stenographer, the expert bookkeeper and the nimble telegrapher! They will all be wanted just as surely as that bright year is coming around. A start now will put you with the successful ones, and we can start you aright. Will you send us your name and let us tell you how? It is no trouble to us, and will benefit you.

W. H. SHAW,
Prin.

CENTRAL BUSINESS COLLEGE, Toronto, Ont.



CLUB

See that you have this
on your



CLUB

Chewing TOBACCO.

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

Put up 5s and 10s to the LB. Price, 4c. lb.

For Sale by
your wholesaler.]

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

THE STANDARD STOVE POLISH FOR THE WORLD.

Tiger Stove Polish.

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



100% PURE CEYLON.

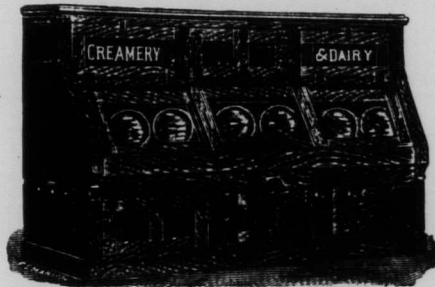


It sells itself—no humbug—pure tea.

Wholesale by . . .

WARREN BROS. & CO.
TORONTO.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite
This celebrated Refrigerator took Prize and Diploma
at Montreal and Ottawa Exhibitions. 1897. Send
for Catalogue and Price List.
C. P. FABIEN 3167-3171 Notre Dame St.
MONTREAL.

NEW SEASONS

Moning Congou

NOW IN STORE.

PERKINS, INCE & Co.
TORONTO.

NEW SEASON'S
"Golden Leaf"

JAPANS

We have now in stock 50c., 40c. and 25c. lines; also Nibs and Siftings—all fully up to the usual high standard of cup quality. See our travellers or write for samples.

GEORGE FOSTER & SONS
Wholesale Grocers,
BRANTFORD, ONT.

East India

Pickle Spice

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

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

**Todhunter,
Mitchell & Co.**
— TORONTO.

DANISH EGGS AND BACON.

A CONSULAR report on the trade of Denmark in 1898 says: "The export of eggs in 1898 was £110,000, and it is stated in official statistics that Denmark has been able to compete successfully with Russia and Canada on the English market. All efforts have been made, and are being made, to insure delivery of eggs as fresh as possible, and great attention is paid to the packing. Formerly inferior eggs were bought from other countries and repacked, and this caused great damage to the Danish trade, but of late years this pernicious habit has, I may say, been given up.

"The export of bacon has hardly been as profitable, and it is stated to be about 300,000 lb. less than in 1897, partly on account of about 2,000,000 lb. less sale and partly because competition with Irish and Canadian bacon has brought down the prices a good deal lower than they were in 1897. About the same number of pigs were slaughtered as in 1897—about 1,000,000—and prices were steady all the year, except just at the end, when there was an extraordinary fall on the English market, and the slaughtering yards in December sustained great losses. The quality of bacon has been good. Two new slaughtering establishments were opened during 1898 at Viborg and Thisted.

"The bacon salted on the 'Autocure' method, mentioned in 1897, was introduced with success on the English market, and was acknowledged to be one of the best Danish brands. The trial laboratory in Copenhagen has been, and is still, carrying out experiments in the above-mentioned method, and in a second one as well, invented by M. Fjelstrup, the chief point of which is, so it is said, that while the carcase is being emptied of all blood, at the same time a solution of salt is injected to replace it. The export of meat (especially fresh beef) and sausages amounted to £514,000 more than in 1897, and greater efforts are being made to increase the production and improve the quality. The Danish Government sent two delegates in 1898 to the United States to study the various methods employed in slaughtering and curing. The bacon and hams exported were £2,802,555 in value, of which £2,700,000 went to Great Britain."

AN ANOMALOUS CONDITION.

The arrival at Esquimalt of two carloads of stores for H.M.S. Warspite is noted by The Victoria Colonist, partly because the stores consist of tea, Alaska canned salmon and Chicago beef which have been shipped to London and sold by The Lipton Company to be reshipped to the North Pacific

station of Her Majesty's navy. To aggravate the case the goods came by rail through the United States, as The Colonist remarks, "by way of drawing closer the bond between the Mother Country and the colonies." The goods could undoubtedly have been bought better in British Columbia. Imperialism, like charity, should begin at home, and the action of the Admiralty in this matter very justly deserves criticism. On three counts the charge could be laid; the goods were largely United States manufacture; they were shipped to England, and then shipped back, and were transferred over a United States railway in preference to a more expeditious Canadian line. British Columbia wholesale merchants would be pleased to tender in competition for the supply of just such provisions for Her Majesty's battleships, and, being patriotic of the heart, not of the mouth, there would be no chance of "embalmed beef" such as "loyal" United States merchants supplied to their soldier boys in Cuba. Heavy transportation charges twice across the Atlantic and continent would also be eliminated, so that, leaving out the question of fostering Imperialism and talking straight business, it would seem as if the Lords of the Admiralty (reputed to be business men) had made a mistake. The caterers of the British Columbian coast cities supply the

bread and other articles which Jack consumes, and no complaints have been made. Why not give them a chance to supply other lines as well?—The Province, Vancouver.

CANADIAN PRODUCTS WANTED.

The following inquiries were received at the Canadian Government offices, London, during the week ending July 14:

A north of England firm desire to find a market in Canada for English and Scotch wools.

A firm in the Midlands are wanting to import, direct from Canada, cattle hides and other animal products, and wish to get into communication with suitable firms with a view to business.

An inquiry has been received from an important firm in the preserved provision line, who desire to appoint reliable houses to represent them in the Dominion.

An agent at Gothenburg, who is prepared to handle Canadian produce, especially flour and bacon—and who can work the whole of Sweden, desires to correspond with houses open to do business.

A gentleman in the north of England asks for the names of high-class firms who put up Canadian evaporated fruits.

Information in regard to any of the above sent to THE CANADIAN GROCER, Toronto, will be forwarded to the persons seeking the information.

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

1000

CATCH PHRASES & IDEAS.

A little book worth its weight in gold To All who Write Ads, Show Cards, Circulars or other Business Literature. The price is 50c, but you can get it by simply filling out one of our blanks, which will be sent you promptly on request. Address

FREE

The Advertising World, Columbus, Ohio.

... NEW IDEAS IN ...

Window Displays.

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

S. W. CARSON,

45 Hillside Avenue,

Sole Agent for Canada. VICTORIA, B.C.

"QUEEN CITY" TABLETS

WASHING MADE EASY...


Half the labor in half the time, and no rubbing to wear out the clothes, better and cleaner washing with a soft smooth finish that makes ironing easier, and the articles keep clean and wear longer.

For sale by Grocers, Druggists, and General Stores.

QUEEN CITY OIL COMPANY, Limited

SAMUEL ROGERS, President.

TORONTO, ONT.



Choose

Ice water will chill the stomach, but it will make you feel warmer.

HIRES

Rootbeer

will cool the blood and make you really cool. It's the drink for warm days.

W. P. DOWNEY, Sole Agent,
20 & 20½ St. Peter Street, Montreal, Canada.
"Merry Rhymes for Thirsty Times." Sent free.

Bottled Fun

PULL THE CORK AND LET IT RUN.
NOTHING LIKE IT UNDER THE SUN.

HIRES' ROOTBEER

Order one gross Rootbeer and get a present of 24 bottles Carbonated.

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

Sole Canadian Agent. MONTREAL



EDDY'S

HOUSE, HORSE, SCRUB AND STOVE

BRUSHES

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

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

The E. B. EDDY CO., Limited

HULL.

MONTREAL.

TORONTO.

Quebec,
Halifax,

Hamilton,
Winnipeg,

London,
Victoria,

Kingston,
Vancouver,

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

A DRAWBACK TO BUSINESS.

"WHAT do you consider the greatest drawback a grocer can have?" was asked of a prominent merchant recently.

"The greatest drawback," he replied, "that any retail or wholesale man can have is to believe that the world does not move; in other words, to have it firmly implanted in his mind that the way business was done 10, 20 or 50 years ago must necessarily be the way it should be done to-day. As a matter of fact, the smart American or the progressive Englishman knows that the world does move, and there is lots of absolute proof that the man who is going to conduct his business on the same lines pursued by his father will die of dry rot. There are too many people in business to-day who are very anxious to stem the flowing tide, who wish to keep back the tide with a broom, and, if a demand is created for a certain article, they look on that article with enmity. It may pay them a fair profit—a reasonable profit—but not the profit that was obtained very many years ago, when the consumption was small, but a profit that is warranted by the circumstances of to-day. Still, he keeps looking back to old times and old methods, and, instead of supplying the consumer cheerfully with what he demands, he does so with reluctance. It appears in his manner and is very visible to the purchaser, although he himself may not be aware of it. If a merchant shows disapproval of any kind of goods before his clerks, then they will show the same disapproval before customers. The merchant may be diplomat enough to conceal his dissatisfaction when selling, but the clerk is not. The consumer soon finds out that the grocer does not like selling the article, and goes to another place for it. To meet with success to-day, the grocer has got to supply the demand and do so cheerfully, and put no obstacle in the way of the goods that meet with popular approbation.

"A young clerk in a prominent store the other day was asked: 'Well, how is so-and-so going?' 'Oh,' he replied, 'We are selling all we want to of it.' There is no doubt he took this tone from his employer and he felt that it was his duty to prevent the sale of the article. Therefore, this young man was an obstacle in the way of that business, because that business was there to supply the demand of the people and not to show approval or disapproval of goods the consumer asked for. Business cannot be done successfully with that spirit. See the amount of time that is wasted by opposing the sale of an article which meets with favor. If the same energy was put into increasing the business it would make

the man successful. And, after all, this is only the old-fashioned notion; the notion that gets into some people's heads that business should be conducted the same way to-day as it was 50 years ago. There are some general principles in business that, if deviated from, are sure to bring disaster, but the methods under which goods are sold have changed and are changing. To be up with the times the retail or wholesale man must devote his attention to serving the public with what they want. The men who pursue this course will meet with success, where the old fogie wears out his broom in trying to stem the tide that is resistless."

THE INDIFFERENT GROCER.

THE indifferent grocer, remarks The American Grocer, lacketh the chief element of success—enthusiasm. He goeth about his work without having his heart enlisted in his work. He waiteth for the public to come, regarding it folly to make any effort for patronage. Is it not enough he asks, that I have bought such things the people need; stored them in a convenient place, and remain here to distribute as may be required? His standard of quality is not influenced by consumers who must accept such goods as he selects and offers or go without. The tea, coffee, butter, and other foods which are deemed good enough for his use, are, in his eyes, good enough for anybody else. His avowed policy finds expression in the oft repeated saying: "If they don't like my stuff, they can leave it alone." His stock may take care of itself, it being a matter of indifference whether it is damaged by dirt, insects, excessive heat or cold.

He is equally indifferent to appearances whether it pertains to his person, his helpers or his store.

He lacks method or system, and the result is a wretched service which he allows to worry no one but his customers.

His indifference to meeting his obligations is quite as pronounced as in other matters. His idea of maintaining a good credit finds expression in such sayings, as "Let them wait for their money until I get ready to pay it."

He never studies markets; has no use for a trade paper; never takes an inventory; is careless about insurance; in short, is indifferent to every feature of business life and drags along until the sheriff closes his doors, or he is forced to quit because the community has become as indifferent to his success as himself. The indifferent grocer is a barnacle; an evil that attaches itself upon the commercial world and the only remedy for which is arbitrary removal.

Empire Smoking Tobacco



Ask your wholesaler for a sample caddy of

EMPIRE

at

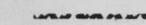
36 cents.

5, 10 and 15 cent Plugs.

Big Plugs

FOR

Little Money



Empire is a fine, cool smoke, and is sure to please. It is the largest, cheapest and best in Canada.



Made by the

EMPIRE TOBACCO CO., Limited

Granby, Que.

Tobacco That Sells

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

Our Plug Chewings are:

POMMERY, highest grade, bright, 3½'s.

SMILAX, bright pounds.

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

BLACK BASS, Navy, all styles.

Our Plug Smoking Brands are:

MONARCH, 3½'s.

MARIGOLD, ROUGH and READY, 8's.

CLOVER, Double Thick, 8's.

BANNER, SOLACE, 13's

Attractively packed in small boxes.

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

Quality and price are in their favor.

We want our Tobaccos handled by every grocer in Canada.

Dominion Tobacco Co.

80 to 94 Papineau Ave., MONTREAL

MONSOON

INDO-CEYLON TEA.

The sort of people you want to attract to your store are the ones who know a good article when they use it.

The only way to do this is to recommend good articles. If this course is persisted in for a year or two you will have the best trade in your line.

You cannot recommend a tea which will please as well as Monsoon.

THE MONSOON TEA CO.

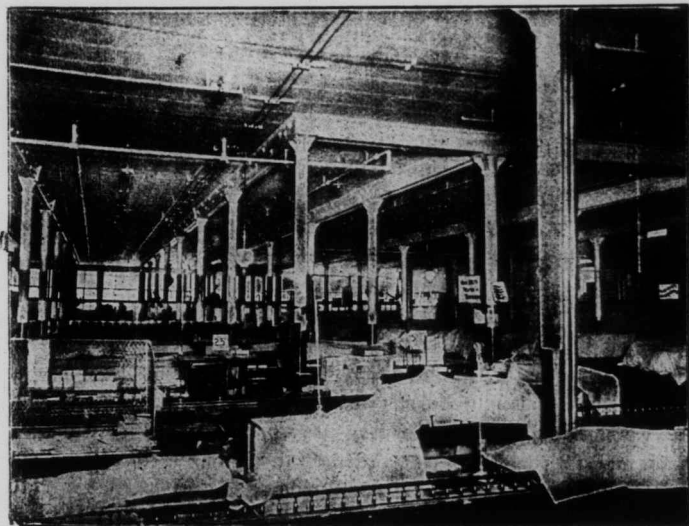
Toronto and Montreal.

MONSOON

INDO-CEYLON TEA.

Cheap Fetchers and Carriers of Inexpensive Daylight.

"Luxfer Prism windows and pavement lights are a boon to progressive and thrifty merchants."



EATON'S—WITH LUXFER PRISMS.



EATON'S—WITH PLATE GLASS.

WE REST OUR CASE

upon a comparison between the amount required to light your store with Luxfer Prisms and the amount of your artificial light bills.

WRITE TO

Luxfer Prism Co., Limited.

58 Yonge St., Toronto.

Enameline

The Modern STOVE POLISH



CAKE.



PASTE.



LIQUID.

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

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

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

THE grocers of St. John, N.B., held their annual picnic on July 25 to Nauwigewauk, and it was the largest and most successful ever held under the auspices of the association.

In the morning, two trains, carrying about 900 people, left the city, accompanied by the City Cornet Band. A huge tent, 150 x 50 feet, was made into a comfortable dining-room, while, here and there over the grounds, booths were set up, from which refreshments of all kinds were dispensed.

The large dancing pavilion was well patronized from the commencement. Suitable music was provided in the morning by the City Cornet Band. The crowd, which was supplemented by a stream of visitors from the surrounding districts, wandered over the grounds until dinner-time, when there was a general scramble for places in the large refreshment tent, or for suitable places on the grounds where private lunches could be disposed of.

Shortly after noon, the committee in charge understood that certain parties outside of the grounds were offering for sale beverages which would inebriate, as well as cheer. Fearing that this would lead to a disturbance, a message was sent to St. John asking for extra police force. So, when the afternoon train left for the picnic grounds, it had on board, besides the 1,100 picnickers, a small squad of police. The fact was, of course, noticed, and quickly spread around, and it evidently lost nothing in being retold. Rumors of riot and destruction were afloat all the afternoon. C. W. Weyman, Scott Act inspector for King's county, heard that intoxicating liquors were being sold at or near Nauwigewauk, and with several constables appeared on the scene, but nothing was found out of the way.

When the afternoon delegation arrived, there were altogether on the grounds about 2,500 people, and in handling them not a

hitch occurred, other than several mild scraps.

The baseball game which was to have been played between the Primroses and a Hampton team proved a fizzle, and the Hamptons were pitted against a picked nine, which they took into camp without much difficulty. A long list of sports was carried out.

At 25 minutes past 7 o'clock the first contingent, consisting of a train of 15 cars, reached the city, where it was met by a large crowd, probably influenced by the stories afloat of a disturbance. The pacific news brought down by the picnickers seemed rather to be disappointing than otherwise.

As the time for the arrival of the second train drew near, the depot and shed became crowded with people. In fact, such a number has not been seen there for years. About 10 o'clock the second train arrived, having 20 passenger coaches completely filled.

The train service was in charge of Robt. Ross, station agent, and there is a great deal of credit due him and his associates for the admirable manner in which the huge crowd was handled. It was the largest picnic that has gone any distance from St. John in 15 years.

The chairmen of the different committees who had the affair in charge were: T. McPherson, general chairman; J. Sinclair, of the ticket committee; W. G. Estabrooks, of the refreshment committee; John Case, of the police committee, and Frank Potts, of the sports committee.

PICNIC OF THE LONDON GROCERS.

The excursion of the Retail Grocers' Association, of London, Ont., to the Falls, on July 26, was a decided success. The attendance was large, the weather delightful, and nothing occurred to mar the day's pleasure. Much credit is due the energetic president, Mr. J. C. Trebilcock, and the untiring secretary, Mr. E. Sutton, and the

committee for the splendid arrangements for the day's outing. The train left the M.C.R. station at 7 a.m., and returning, reached London at midnight. In addition to the 533 passengers from London, were 125 from St. Thomas.

JAM MAKING IN GREAT BRITAIN.

It is estimated that in jam making and the allied industry of confectionery manufacture, and those cognate branches of condiment production which result in the output of pickles and preserved meats and fish, some millions of capital have been invested. The various kinds of business are frequently carried on, partly side by side, partly by a kind of in-and-out arrangement, in the same establishments. While some large fortunes have, doubtless, been made by men engaged in these combined trades, there does not seem to be any reason to suppose that the rates of profit are excessively high. But they enjoy some special advantages. In the first place must be mentioned the immense home demand for their goods—increasing, probably, even more than in proportion to the growth of the population—and a high degree of exemption from the danger of foreign competition. To these considerations must be added the fact that British jam, confectionery, and preserved animal foods find an extensive sale in many parts of the world, so much so that some of our large houses manufacture almost entirely for export, and others have special factories devoted to the supply of the foreign market. This condition of things is probably due in no small measure to the good quality of the products of those whom we may call the British sweet and savory manufacturers, and to the cheapness with which they are enabled to dispose of the first branch of their wares, by reason of the low price they pay for sugar. Whatever may be the effect of the Indian tariff, there seems not much likelihood of any fiscal changes in this country by which the position will be injured.—Grocers' Journal, London.

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IN QUALITY WE LEAD.

Keen's D.S.F. Mustard

For Flavor. For Piquancy.

You never have trouble with KEEN'S.

Current Market Quotations for Proprietary Articles

August 3, 1899.
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

BAKING POWDER.

PURE GOLD.	
3 oz. cans, 4 and 6 doz. in case	95
4 oz. cans, 4 and 6 doz. in case	1 40
6 oz. cans, 2 and 4 doz. in case	1 80
8 oz. cans, 2 and 4 doz. in case	2 70
16 oz. cans, 2 and 4 doz. in case	3 60
2 1/2 lb. cans, 1 and 2 doz. in case	9 00
4 lb. cans, 1 doz. in case	14 40
5 lb. cans, 1 doz. in case	18 00
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 "	2 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00
Diamond—	
W. H. GILLARD & CO	
1 lb. tins, 2 doz. in case	per doz. 2 00
1/2 lb. tins, 3 "	1 25
1/4 lb. tins, 4 "	0 75
THE F. F. DALLEY CO.	
Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases	\$0 75
English Cream, 1/2 lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases	2 00
Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases	0 55
1/2 lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15

English Cream, glass tumblers	0 75
1/2 lb. jellies	1 25
1 1/2 lb. jellies	2 25
1 1/2 lb. Crown sealers	2 25
JERSEY CREAM BAKING POWDER.	
1/2 size, 5 doz. in case	40
1/4 " 4 " "	75
1/2 " 3 " "	1 25
1 " 2 " "	2 25

SNOW DRIFT BAKING POWDER.	
1/2 lb. tins, 4 doz. in case	per doz. \$ 75
1/4 " 3 " "	1 20
3/4 " 2 " "	2 00
1 " 1 " "	6 50
5 " 1/2 " "	10 00
10 lb. boxes	per lb. 16
35 lb. pails	16

WHITE SWAN BAKING POWDER.	
1/2 lb. tins, 3 doz. in case	per doz. 0 80
1/4 " 3 " "	1 20
3/4 " 2 " "	2 00
1 " 1 " "	9 00
CANADA MFG. CO.	
Queen Baking Powder, 1/2-lb. tins	1 20
1-lb. tins	2 15

OCEAN WAVE BAKING POWDER.	
No. 10, 5-ounce Cans, round or square, 4 doz. in case	80 75
1/2-lb. Cans, round only 3 doz. in case	1 20
14-oz. Cans, round only 2 doz. in case	1 80
16-oz. Cans, round only 2 doz. in case	2 00
3-lb. Cans, round only, 1/2 and 1 doz. cases	5 75
5-lb. Cans, round only, 1/2 and 1 doz. cases	9 00

BLACKING.	
P. G. FRENCH BLACKING	
No. 4, 1/4 grs. bis.	\$4 00
" 6, 1/2 " "	4 50
" 8, 3/4 " "	7 25
" 10, 1 " "	8 25
" 10, Jet Enamel.	8 25

CARR & SONS.	
No. 2, 1/4 gross boxes	per gross 2 70
No. 4, 1/4 gross boxes	5 75
No. 5, 1/4 gross boxes	8 00
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	per doz 7 20
No. 10 " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00
New York Dressing, 1 doz. cases	0 75
Spanish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases	1 75
Spanish Glycerine Oil Dressing	2 00

THE ALPHA CHEMICAL CO.	
Stove Polish—	
Quickshine	per gross 9 00
Polish	9 00
Electric Crown Paste	8 00
Electric Crown Lead Bar	7 80

Patent Stove Polish—	
Sunlight Lead Bar 6's	per gross \$2 25
Packed in 1/2 gross cases	
Sunlight Liquid, 1/4 gross cases	10 80
Moody's Black Lead 3's	4 25
1/2 gross case	
Reliable Stove Pipe Varnish	14 40
1/4 gross cases	
6-oz. bottles	
Quickshine Pipe Varnish	12 00
1/4 gross cases	
pressed top tins.	

Alpha Metal Polish No. 2	9 00
Shoe Dressing— in 1/4 gross cases.	
French Oil in 3-doz. cases	22 00
Reliable Shoe Dressing	9 00
Eclipse Combination tan	12 00
Moody's Ox Blood	12 00
Chocolate	12 00
Alpha Chemical Co.	
French Castor Oil	9 00
Alpha Chemical Co.	
Refined Sweet Oil	9 00
Alpha Chemical Co.	
Turpentine	7 80
Moody's Non-Corrosive Inks	4 50

Shoe Blacking— in 1/4 gross cases.	
Reliable French Blacking, No. 5	9 00
No. 2	4 50



United Service Blacking No. 4	8 00
United Service Blacking No. 1 1/2	4 25
Patent Leather Polish No. 1 1/2	9 00
Waterproof Dubbin No. 4	9 00

BIRD SEEDS	
THE F. F. DALLEY CO.	
Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06 1/2
NICHOLSON & BROCK.	
Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05
Bird sea-gravel, 10c. pkts., 24 in case	0 06
" " " " 48 " "	0 03

BLUE.	
KEEN'S OXFORD.	
Per lb	per lb \$0 17
In 10 box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

BLACK LEAD.	
Reckitt's, per box	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	

CORN BROOMS	
BOECKH BROS & COMPANY	
Bamboo Handles, A, 4 strings	doz. net 3 25
" " B, 4 strings	3 05
" " C, 3 strings	2 90
" " D, 3 strings	2 70
" " F, 3 strings	2 45
" " G, 3 strings	2 15
" " I, 3 strings	1 70

CHEWING GUM.	
ADAMS & SONS CO.	
Tutti Frutti, 36 5c. bars	per box \$1 20
" (in cream pitcher) 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, 30 5c. packages	1 00
Cash Register, 300 5c. bars and pkgs.	15 00
Cash Box, 160 5c. bars	6 00

It Pays to Please the Laundress

trade at your store if you suited her absolutely on those points she prides herself so much on in her work?

Benson's Enamel Starch

never fails in the perfect work it does. Our extensive plant by which all water we use is filtered assures an even whiteness of color always. "It pays to please the laundress."

The Edwarsburg Starch Co., Limited
Cardinal, Ont.

Benson's Enamel Starch is a perfect cold-water laundry Starch for shirt bosoms, collars, and cuffs, where an especially stiff finish or brilliant gloss is desired. Do you know of any laundress who wouldn't thank you and continue to

Tutti Frutti Show Case, 180 5c. bars and packages	6 00
Variety Gum (with book in each box) 150 1c. pieces	1 00
Banner Gum (English or French wrappers) 115 1c. pieces	
Flirtation Gum (English or French wrappers) 115 1c. pieces	1 20
Mexican Fruit, 36 5c. bars	0 90
Sappota, 150 1c. pieces	0 75
Orange Sappota, 150 1c. pieces	0 75
Black Jack, 115 1c. pieces	0 75
Red Rose, 115 1c. pieces	0 75
Magic Trick, (English or French wrappers) 115 1c. pieces	0 75

CHOCOLATES & COCOAS.

Cocoa—	EPFSS.	per lb.
Case of 14 lbs. each		0 35
Smaller quantities		0 37½

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, ¼ and ½ lb. pkgs.	per lb. 0 40
Rock Chocolate, loose	0 40
1-lb. tins	0 42½
Nibs, 11-lb. tins	0 35

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb
French, ¼'s-6 and 12 lbs.	0 30
Caracas, ¼'s-6 and 12 lbs.	0 35
Premium, ½'s-6 and 12 lbs.	0 30
Sante, ¼'s-6 and 12 lbs.	0 26
Diamond, ¼'s-6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs.	0 30
Pearl	0 25
London Pearl 12 and 18 "	0 22
Rock	0 30
Bulk in boxes	0 18
Royal Cocoa Essence, packages	per doz 40

FRY'S.

Chocolate—	per lb
Caracas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, ¼'s, 6 lb. bxs.	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 14 lb. bxs.	0 24
Fry's "Monogram," ¼'s, 14 lb. bxs.	0 24

Cocoa—	per do
Concentrated, ¼'s, 1 doz. in box	2 40
" " ½'s	4 50
" " 1 lb.	8 25
Homeopathic, ¼'s, 14 lb. boxes	
" " ½ lbs. 12 lb. boxes	

WALTER BAKER & CO.

Cocoa, ½'s	0 52
Premium Chocolate, ½'s	0 45
Webb's Cocoa Powder, ¼'s	0 30

JOHN P. MOTT & CO.'S.

R. S. McIndoe Agent, Toronto.

Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ½ lb. tins, per doz.	\$3 75
Cocoa Essence, ½ lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 25
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

COCOANUT.

STANDARD COCOANUT MILLS.

Feather strips	18 21
Cream shredded	17 20
Standard	15 18
Macaroon	15 17
Dessicated	14 16
Shavings, in packages	16 18
Cream shredded, ¼ lbs.	29
" " ½ lbs.	28

CHEESE.



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

COFFEE.

JAMES TURNER & CO.	per lb
Mecca	0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½
TODHUNTER, MITCHELL & CO.'S	
Excelsior Blend	0 32
Jersey	0 29
Rajah	0 20
Old Government Java	0 28 0 30
Maracibo	0 18 0 20
West India	0 16 0 18
Rio, choice	0 12

CLOTHES PINS.

ROECKH BROS. & CO.	
Clothes Pins (full count), 5 gross in case, per case	0 65
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	1 00

EXTRACTS.

Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25

Crown Brand (Greig Mfg. Co.)—

1 oz. Bottle, per doz.	0 90
2 " " " "	1 50
2½ " " " "	2 00
4 " " " "	3 00
4 " Bottle " "	6 00
8 " Glass Stop'r " "	4 00
" " " "	6 00

P. G. FLAVORING EXTRACTS

8 oz. Glass Stopper bott.	\$6 00
4 oz. " " "	4 00
8 oz. Plain bottles	5 00
4 oz. " " "	3 00
2½ oz. Cabinet bottles	2 00
2 oz. Bottles	1 80
1 oz. " "	1 20
Per gallon	7 00
Per pound	1 00

FOOD.

ROBINSON'S BARLEY AND GROATS.

Patent Barley, ½ lb. tins	per doz. 1 25
" " 1 lb. tins	2 25
" Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.

Buckwheat, 2½-lb. pkgs, 3 doz. case	1 20
Pancake, 2 lb. pkgs, 3 doz. case	1 20
Tea Biscuit, 2-lb. pkgs, 3 doz. case	1 20
Graham Flour, 2-lb. pkgs, 3 doz. case	1 20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

CANADA MFG. CO.

"Star" Self-Raising Flour, 3-lb. pkgs	1 30
6-lb. " "	2 60
Flexman " 3-lb. " "	1 30
" " 6-lb. " "	2 60

GELATINES.

COX'S	
2's	1 10
4's	1 10
Quart size,	2 20

RECKITT'S Blue and Black Lead (ALWAYS GIVE YOUR CUSTOMERS SATISFACTION)

Fine JAPAN RICES

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

MOUNT ROYAL MILLS BRANDS

D. W. ROSS CO'Y., AGENTS,
MONTREAL.

The "Star Brand"

—of—
Pails, Tubs, and General Wooden-
ware is always reliable.



BOECKH BROS. & COMPANY
Selling Agents, Toronto, Ont.

WM. CANE & SONS, Limited
Manufacturers, NEWMARKET.



Cow Brand Baking Soda

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

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

JOHN DWIGHT & CO.
TORONTO AND MONTREAL.



Free

Send for particulars regarding free Automatic Selling Machine for the sale of Adams' Tutti-Frutti Gum.

Address _____

Globe Automatic Selling Co.

13 Jarvis St., Toronto, Ont.

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc

Wholesale trade only.

DON'T PAY FREIGHT ON WATER

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



ASK FOR
MOTT'S

A Polished Polisher METALLINE . . .

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

SILVERINE MFG. CO.

...MONTREAL

Wheat Marrow! Wheat Marrow!

SATISFYING FULLY, RECUPERATING QUICKLY,
DIGESTING EASILY.

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

Manufactured by

THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor.

CORNWALL, ONT.

per doz.
z. \$2 00
es 0 75
t. 1 25
z. 0 90
1 50
2 00
3 00
6 00
4 00
6 00
TRACTS
tt. \$6 00
... 4 00
... 5 00
... 3 00
... 2 00
... 1 80
... 1 20
... 7 00
... 1 00
OATS.
per doz.
... 1 25
... 2 25
... 1 25
... 2 25
F-RISING
per doz
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... 2 60
... 1 30
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... 1 10
... 2 22

ACTION

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
" " " " " "	11 40
" " " " " "	9 50
Fibre Butter Tube (30 lbs)	2 80
Nests of 3	2 85
Reelers No. 4	7 00
" " " " " "	6 00
" " " " " "	5 00
Milk Pails	2 65
Wash Basins, flat bottoms	2 65
" " " " " " round bottoms	2 50
Handy Dish	2 00
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
Apple	1 75
Black Currant	1 85
Other Jams, W. F.	1 55
Red Currant Jelly	2 75

All the above in 1 lb. clear glass pots.

P. G. JELLY POWDER.

Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 90c per doz.

P. G. ICEINGS.

Chocolate 2 doz. cases \$1 25 per doz.

Lemon, white, pink, canary and Kerneline 2 doz. cases, \$1.00 per doz.

T. L. TON & CO.

Raspberry, Strawberry, Red Currant, Pineapple

1 1/2 lb. glass jars, 2 doz. in case, per doz.	\$1 00
5 lb. tin pails, 3 pails in crate, per lb.	0 65
7 lb. wood pails, " "	0 65
14 lb. wood pails, per lb.	0 65
30 lb. " " " "	0 65

LICORICE.

YOUNG & SMYTHE'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	0 90
"Acme" Pellets, fancy boxes (40) per box	1 50
Far Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " " " " " 5 lb. cans	1 50
Purity Licorice, 200 sticks	1 45
" " " " " " 100 sticks	0 75
Dulce, large cent sticks, 100 in box	0 75

MINCE MEAT.

Wheeler's Condensed, per gross, net	\$10 80
per case of 3 doz., net	2 70
Nicholson's, per gross	10 80
per 1/4 gross case	2 70

MUSTARD.

COLMAN'S OR KEEN'S.

D. S. F. 1/4 lb. tins, per doz.	\$1 40
" " " " " " 1/2 lb. tins	2 50
" " " " " " 1 lb. tins	5 00

In Jars—

Durham 4 lb. jars, per jar	0 75
" " " " " " 1 lb. " "	0 25

F. D. 1/4 lb. tins, per doz. 0 85

1/2 lb. tins, " " " " 1 45

FRENCH MUSTARD.

Crown Brand—(Greig Mfg. Co.)

per gross	
Pony size \$7 50	Beer Mug 16 20
Small Med. 7 50	Tumbler 11 50
Medium 10 50	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
1/4 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 50
1/2 lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. bds, per oz.	1 25
1 gallon tins, per gal.	2 50
Celery Salt, 2 oz. bds, sil. tops, per doz.	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz.	1 75

ORANGE MARMALADE.

T. UPTON & CO.

1 lb. glass jars, 2 doz. case, per doz.	\$1 00
7 lb. pails, 6 pails in crate, per lb.	0 07 1/2
Silver Pan, 1 lb. fancy glass jars, 2 doz. in case, per doz.	1 30

PICKLES---STEPHENS'

A. P. TIPPET & CO., AGENTS.

Patent stoppers (pints), per doz.	2 30
Corked " " (pints), " " " "	1 90

SODA---COW BRAND.



Case of 1 lbs. (containing 60 pkgs.), per box, \$3.00

Case of 1/2 lbs. (containing 120 pkgs.), per box, \$3.00

Case of lbs. and 1/2 lbs. (containing 30 lbs. and 60 1/2 lb. packages) per box, \$3.00

Case of 5c. pkgs. (containing 96 pkgs.), per box, \$3.00

SOAP

JOHN TAYLOR & CO.

Eclipse (Twin-bar) per box \$4 00

Freight prepaid 3 box lots. Special discount for larger quantities.

BRANTFORD SOAP WORKS CO.



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



Surprise Soap, colors 1 box and less than 5 doz. \$4 00

per grs. \$12 00

Maypole Soap, black, 5 boxes and upward, 4 00

per grs. \$18 00

10 per cent. discount on gross lots.

Freight prepaid on 5 box lots.



MAYPOLE SOAP

WASHES & CLAYS

A. P. TIPPET & CO., AGENTS.

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	
No. 1 White or Blue, 4 lb. cartons	0 05 1/2
No. 2 " " " "	0 03 1/2
Canada Laundry 3-lb.	0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes	0 07
Silver Gloss, 6-lb. tin canisters	0 07
Edwards' Silver Gloss, 1-lb. pkg.	0 07
Keegs Silver Gloss, large crystals	0 06
Benson's Satin, 1-lb. cartons	0 07
No. 1 White, lbs. and kegs.	0 04 1/2
Benson's Enamel, per box	3 00

Culinary Starch—

W. T. Benson & Co.'s Prep. Corn	0 06
Canada Pure Corn	0 04 1/2

Rice Starch—

Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	7 1/2

THE F. F. DALLEY CO.

Boston—Laundry, 40 pkgs. to box, per package 0 07 1/2

Culinary Toledo Corn Starch, 40 pkgs. to box, per lb. 6 1/2



KINGSFORD'S OSWEGO STARCH.



SILVER 40-lb. boxes, 1-lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08
GLASS 40-lb. boxes, 1-lb. pack., 45-lb. " " 16 3-lb. boxes.	0 07

For puddings, custards, etc.

OSWEGO 40-lb. boxes, 1-lb. packages, 0 07 1/2

ONTARIO } 38-lb. to 45-lb. boxes, STARCH } 6 bundles 0 06

STARCH IN } Silver Gloss 0 7 1/2

BARRELS } Pure 0 6 1/2

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—

Canada Laundry, boxes of 40 lbs.	0 4 1/2
Acme Gloss, 1-lb. cart., 40 lb. box	0 4 1/2
Finest Quality White Laundry—	
3 lb. canisters, cases 36 lbs.	0 05 1/2
4 lb. canisters, cases 48 lbs.	0 5 1/2
Bbls., 175 lbs.	0 04 1/2
Keegs, 100 lbs.	0 04 1/2

Lily White Gloss—

1 lb. fancy cartons, cases 30 lbs.	0 07
6 lb. trunk, brass catch, 8 in case	0 07
6 lb. trunk lock and key, 8 in case	0 07 1/2
6 lb. enamelled tin, 8 in case	0 07
Keegs, extralarge crystals, 100 lbs	0 06

Brantford Gloss—

1 lb. fancy boxes cases 36 lbs.	0 07 1/2
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Canadian Electric Starch—

40 packages in case	3 70
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Celluloid Starch—

box 45 cartons	3 50
per case	3 50

Culinary Starch—Chal Prep. Corn—

1 lb. packages boxes 40 lb.	0 04 1/2
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06

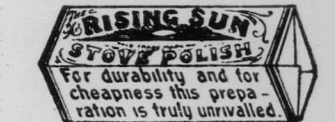
STOVE POLISH.



Enameline

NO. 4—3 dozen in case (net cash) \$4 50

6—3 dozen in case 7 50



For durability and for cheapness this preparation is truly unrivalled.

Rising Sun, 6 oz. cakes, 1/2 gross boxes \$ 8 50

Rising Sun, 3 oz. 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



SUN

TRADE MARK REGISTERED

STOVE POLISH

MACE & MORSE BROS. CANTON, MASS. U.S.A.

DUSTLESS, LABOR SAVING, BEST IN THE WORLD.



TIGER STOVE POLISH

THE FEDERAL CO. LIMITED

RAMLAL, TORONTO

Tiger Stove Polish, 1/4 gross boxes, large per gross, \$7.20; small, per gross, \$4.50.

Stovepipe Varnish, 4 oz. bottles, per doz 1 00

" " " " " " 6 oz. bottles, " " " " 1 25

Boston Brunswick Black, 8 oz. bot's. 1 75



SILVERINE

Per gross.

No. 4—5c. size, 10c. size, 15c. size, 20c. size, 25c. size, 30c. size, 35c. size, 40c. size, 45c. size, 50c. size, 55c. size, 60c. size, 65c. size, 70c. size, 75c. size, 80c. size, 85c. size, 90c. size, 95c. size, 1 00 size, 1 05 size, 1 10 size, 1 15 size, 1 20 size, 1 25 size, 1 30 size, 1 35 size, 1 40 size, 1 45 size, 1 50 size, 1 55 size, 1 60 size, 1 65 size, 1 70 size, 1 75 size, 1 80 size, 1 85 size, 1 90 size, 1 95 size, 2 00 size, 2 05 size, 2 10 size, 2 15 size, 2 20 size, 2 25 size, 2 30 size, 2 35 size, 2 40 size, 2 45 size, 2 50 size, 2 55 size, 2 60 size, 2 65 size, 2 70 size, 2 75 size, 2 80 size, 2 85 size, 2 90 size, 2 95 size, 3 00 size, 3 05 size, 3 10 size, 3 15 size, 3 20 size, 3 25 size, 3 30 size, 3 35 size, 3 40 size, 3 45 size, 3 50 size, 3 55 size, 3 60 size, 3 65 size, 3 70 size, 3 75 size, 3 80 size, 3 85 size, 3 90 size, 3 95 size, 4 00 size, 4 05 size, 4 10 size, 4 15 size, 4 20 size, 4 25 size, 4 30 size, 4 35 size, 4 40 size, 4 45 size, 4 50 size, 4 55 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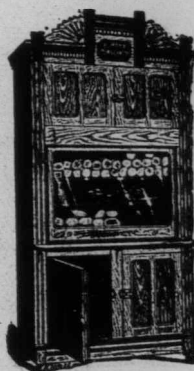
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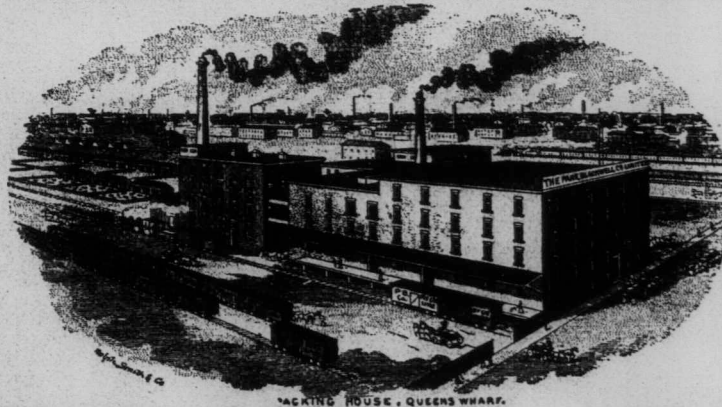
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