

# THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, SEPTEMBER 24, 1897.

No. 39



QUALITY..



When a salesman talks price to you

Ask him about **QUALITY**

When he talks quantity . . .

Ask him about **QUALITY**

When he talks merit to you . . .

Ask him about **QUALITY**

That's the \_\_\_\_\_

**STRONG POINT**

in

**Colman's Mustard**

## THIS TRADE MARK

CANNOT BE IMITATED.

NEITHER CAN

## THE CHEESE



## Ox Tongues



No housekeeper has the facilities for producing such an exquisitely flavored meat as our Canned Ox Tongue (Helmet Brand with Yellow Label). And no competitor, either, has mastered the secret, as we have, of securing the delicious juices which make the Ox Tongue famous. We want the trade of the wide-awake grocer, who knows a good article, and who buys it for the purpose of leading his competitors. Ask your jobbers for the Helmet Brand Yellow Label Ox Tongue.

J. L. Watt & Scott, Toronto and Montreal  
W. S. Clawson & Co., St. John, N.B.  
Spratt & Macauley, Victoria, B.C.

Or address—  
**ARMOUR PACKING CO.** - Kansas City  
U. S. A. Manufacturers' Agents

# ANTOINE SOLARI

HEAD OFFICES:

**GRAND VEZIR HAN,**

**SMYRNA**

Importer and Exporter of

**DRIED FRUIT  
SMYRNA FIGS  
AND  
SULTANA RAISINS.**

All orders executed at lowest prices.

Agent for Toronto:

**E. FIELDING**

84 Yonge Street,

**TORONTO**

**PUREST AND BEST**

# WINDSOR SALT

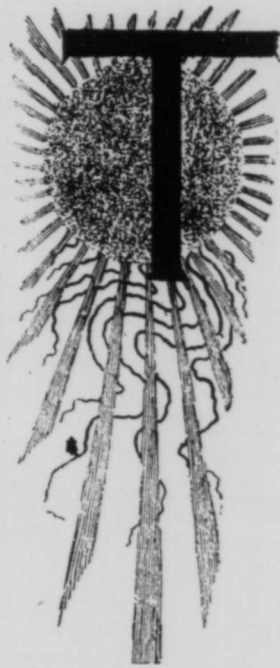
Does not harden like other salts because it is **GRANULATED**, being manufactured by a process similar to that used in the manufacture of granulated sugar.

For prices, etc., write to your **WHOLESALE GROCER.**

THE

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





# The Soda of Certainty

Made by particular people for particular people. 98<sup>50</sup>/<sub>100</sub> pure Bi-carbonate of Soda.

The Soda of confidence and strength.



## Stower's Peptonized Sauce

Stimulating—appetising—yet it acts as a digestive.

It occupies a field of its own.

Progressive grocers handle it for the trade—and profit it brings.

## Fry's Cocoa

Matchless—above competition—it is the standard by which all other Cocos are judged.

Recognized everywhere as a ready seller.

Easily soluble—concentrated—absolutely pure.

## Lazenby's Jelly Tablets

Friend-makers for the store—household necessities—economical to use.

Made in England—made on honor.

13 varieties. Absolutely pure in the flavoring.

Sold by leading Wholesale Grocers everywhere.

### Agents :

A. P. TIPPET & CO.

Montreal and Toronto.

F. H. TIPPET & CO.

... Ottawa.

# FRUIT VINEGAR

I have pure Fruit Vinegar five years old, of choice quality, at a right price. Only a limited quantity of this age left. Place your order before it is all closed out. Write for samples and price. . . .

**R. J. GRAHAM - BELLEVILLE, ONT.**

## BOOKS FOR THE RETAILER

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

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

### Pitfalls of the Dry Goods Trade

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

### Buying, Selling and Handling of Teas

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

### Causes of Failure in the Hardware Trade

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

### Necessary Books for a Retailer

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

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

### New Customs Tariff

Alphabetically arranged and revised and corrected from the official copy as assented to by the Governor General, June, 29, 1897, including the old Tariff by way of comparison. Also comparative rates of the Dingley and Wilson (United States) Tariffs. - **15 cents.**

### Credits, Collections and their Management

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

Address:

The **MacLean Publishing Co. Limited**  
TORONTO and MONTREAL

YOU'LL BE TICKLED INTO NEW LIFE IF  
YOU BUY

## RICE'S PURE SALT

THE SALT OF THE EARTH.

Table, Dairy, Cheese, Factory Filled, Packers', Ordinary Fine, Coarse, and Land Salt. . . .

Shipped in first-class, neat and attractive packages.

**PROMPT  
SHIPMENT  
GUARANTEED**

SOLE MAKERS.

The North American Chemical Co., Limited, Goderich, Ont.



## Boeckh's Name

guarantees the goodness of every Broom and Brush that Boeckh makes. Boeckh's name is stamped on all of Boeckh's Brooms and Brushes because Boeckh is not afraid to let folks know who makes 'em.

### Brooms--Brushes.

Chas. Boeckh & Sons, Mfrs.  
Toronto, Ont.

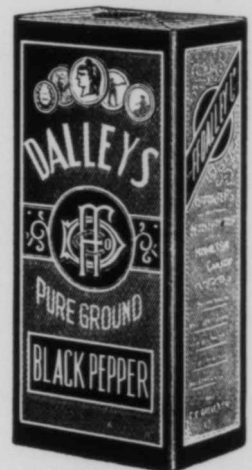


## Dalley's Pure Spices

"QUALITY" IS OUR MOTTO.

We put up only pure spices in our packages. The packages are all airtight and keep the goods in first-class order. Besides this, they make handsome shelf goods. They are put up in 1-oz., 2-oz., 4-oz., 8-oz., and 16-oz. packages. All spices in our packages are guaranteed absolutely pure. Every one bears our name plainly: "Dalley's Pure Spices." Send us a trial order and you will be satisfied.

**THE F. F. DALLEY CO., Limited, Hamilton, Canada**





# Of Course

A great factor in Paper Bags is  
**Cheapness.**

There are other factors ; for instance,

**FULL SIZE  
FULL COUNT  
BEST QUALITY**

Comparison of our Paper Bags with other makes generally results in a revelation—and people who use ours don't wonder that we lay stress on these points.

---

---

## The E. B. Eddy Company, Limited

HULL, QUE.

61 Latour St - - - MONTREAL  
38 Front St. West - - - TORONTO

AGENTS—F. H. Andrews & Son, Quebec ; A. Powis, Hamilton ; J. A. Hendry, Kingston ;  
Schofield Bros., St. John ; J. Peters & Co., Halifax ; Tees & Persse, Winnipeg ;  
James Mitchell, Victoria and Vancouver, B.C. ; John Cowan, St. John's, Nfld.

# JAPAN TEA

TO RETAIL AT 25 AND 40 CENTS



A Grand Assortment  
Early May Pickings  
High and Medium Grades  
Beautiful Liquoring Goods



The Japan Market is steadily advancing. Our stock was purchased early, and to advantage, and prices are such as to be worthy the attention of keen buyers and judges of value. . . . .

**W. H. GILLARD & CO.**      **WHOLESALE ONLY**      **HAMILTON**

## Lion Flavoring Extracts

A large round bottle handsomely labeled and kid-topped, equal to any 25c. bottle in Canada. You can sell it for 10c.

## Hasty Jellycon

(MANY FLAVORS)

Makes a mould of Jelly in three minutes. Pure, natural flavors.

Agents -

**T. B. Escott & Co.**

Wholesale Grocers

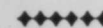
**LONDON**

### Our New Line . . .

## "GOOD LUCK" BROOMS..



Freight paid on lots of 6 dozen.



**The H. A. Nelson & Sons Co.**  
Limited

Toronto - Montreal

this



Vol. XI.

VALU

C O I  
a  
ti

such tra  
paid wh  
The ter  
underst  
city (Sci  
the sam  
west we  
wheat p  
for the  
it in ele

In th  
would E  
given fe  
the col  
conside  
secured  
reled li  
have as  
more v  
most d  
is giver  
to turn  
and the  
becom

It is  
cannot  
times a  
loans  
except  
to part  
perma  
renew  
expect  
quite

as par  
at dim  
the loa  
We  
of 18g  
last ye



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

# THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, SEPTEMBER 24, 1897

(\$2.00 per Year) No. 39

## VALUE OF COMMERCIAL PAPER AS QUICK ASSETS.

By WILLIAM H. PECK, SCRANTON, PA.

COMMERCIAL paper may be defined as notes given in mercantile transactions, or to raise money to be used in such transactions, and in either case to be paid when due without request for renewal. The term is one that would be differently understood in various regions. In our own city (Scranton) we would be asked if it were the same as business paper. In the northwest we would be told that elevator and wheat paper are the best, such being made for the purpose of buying wheat and storing it in elevators.

In the cotton belt, commercial paper would be considered by many to be notes given for the preparation or marketing of the cotton crop. In Kentucky notes are considered by some to be desirable when secured by warehouse certificates for barreled liquids, and some of my bank friends have assured me that the collateral becomes more valuable as the notes gain age. The most desirable commercial paper is such as is given with well-founded reason of ability to turn the money into channels of business and then out again, by the time the notes become due.

It is reasonable to believe that a bank cannot very creditably pass through such times as we have had in recent years if it loans all its capital, surplus and deposits, excepting the amount required for reserve, to parties who expect to use the money as permanent capital, and hence will desire to renew the notes. As a bank's deposits are expected to be payable on demand, it is quite desirable that it have some form of

### QUICK ASSETS

as part of its investments, by which it can at times raise money without disturbing the loans to its customers.

We all still have in mind the bank panic of 1893 and the ante-election stringency of last year. The banks that could reinforce

their reserves without calling in their home loans passed through those times with the least anxiety; and it pays to be well prepared for such occasions, even though the preparation be not called into use more than once in ten or a dozen years. It is to be assumed that all bankers desire to have a large portion of their assets upon which they can quickly realize, even though the income from them may be less than that received from more permanent investments. For that purpose some invest in mortgages on local real estate; others buy municipal bonds; others lay away gilt-edge bonds that are listed on the exchanges of the great cities; and still others buy commercial paper. Of these four forms of investment, local mortgages pay the highest income, and yet would not be legal investments for all the members of this group. But can they be depended on as quick assets in time of panic? Would not the local situation be made worse by insisting at such a time on the payment of any that might be due?

Municipal bonds would scarcely find a market in time of panic, but would have to be peddled out.

Listed bonds, which are almost entirely of railroads, and are supposed to be quoted daily on the exchanges, run down to a very narrow market in time of panic, and to prices that are sometimes ten or fifteen or more points off from their usual quotations. In 1893 there were times when the total daily bond sales at the New York Stock Exchange only amounted to \$300,000, and that is a very small amount of daily sales when we consider that there are upwards of \$188,000,000 of investment bonds held by National banks alone, any of which are liable to be thrown on the market at such a time, in addition to the holdings of State banks and alarmed individuals.

I know of an institution that for some years has kept a large amount of its funds invested in commercial paper so as to have quick assets, and on May 1, 1893, stopped buying because its management saw indications of stringency, and at that time had in its pocket-book \$640,000 of such paper, as well as \$1,000,000 of its customers' notes. The result was that in a short time, on account of the payment of its purchased notes as they fell due, its reserve was run largely above the legal requirement; and although that panic is said to have been the most severe in the history of banking in the United States, still that institution was able to announce that its customers need not pay any loans, but, on the contrary, could have additional ones where their responsibility would warrant and the value of their accounts would entitle, and that any townsmen who were customers of other banks, but who were fortunate enough to have loans with it, could renew without question. This it could not have done if it had been depending on local mortgages, municipal bonds, or listed bonds.

In time of stringency a bank's commercial deposits are quite certain to decline, because business men cannot make collections, and must use their balances to meet maturing obligations. For a bank to be able at such times to be of service to the community in which it is located is no small matter, and I claim that

### CAREFULLY SELECTED NOTES

most readily furnish such means. You may ask if the institution referred to lost any money in 1893 by such a policy, and, in reply, I would say that in March, 1894, it had no past due notes and had not lost a dollar since December, 1892; and in the last four years has loaned in all ways \$22,000,000, with losses of only \$2,250. Could a better record be shown at such a time with any other form of investment of equal amount?

There are numerous sources from which

Arriving in a Few Days

NEW SEASON'S

# Young Hysons

OUR TRAVELLERS ARE CARRYING SAMPLES.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

Toronto

commercial paper can be obtained, but in buying, it is well to select the brokers as carefully as one would select the notes. Some brokers will offer all kinds of notes—good, bad and indifferent—not seeming to use judgment themselves in getting together their assortment, and to select from such a lot requires time and is tiresome. It reminds one of the man who had a quantity of apples in his cellar that required sorting because some were specked and many were rotten. He said afterwards that he did not like the job because it was too great a strain on the judgment.

Some brokers will offer to endorse the paper they have for sale, without appearing to know that if they do much business their contingent liabilities from such a source will be enormous, and must make their endorsement of little value. Other brokers will have a cleaner lot of paper from which one can more easily make selections.

In any event it must be understood with one's brokers that the quality is the first consideration, and that being decided on, the rate and the time of maturity comes next. But the rate should never be allowed to be the first influence in making the selections.

Many times the rate will be lower than that charged by a bank to its customers, and occasionally it will be higher; still a customer paying the regular rate has the advantage over him who may place his notes at the lower rate, for, by virtue of his account, he has reason to expect his bank to carry his loans as long as he requires, while the maker of commercial paper has to pay his notes when due, and cannot ask for renewal no matter whether times are good or bad.

So far as a low rate may be concerned, I see no more objection to low-rate paper than to low rate bonds. The difference of per cent. is

IN FAVOR OF THE PAPER

for it will average higher, and this difference will be still greater in the future. For are

not the really desirable bonds rapidly getting on a  $3\frac{1}{2}$  per cent. basis, as is evidenced by recent funding operations of the Lake Shore, the New York Central and the Northwestern railroads, and as will be shown soon by the Delaware, Lackawanna and Western in funding maturing 7's?

Every bank that invests its surplus funds in commercial paper should have a credit department connected with the institution. Just how much time should be given to such a department will depend on the amount invested. It may commence in a small way, as one did with a little memorandum book labeled "Credit Impressions;" then it can be added to by getting mercantile agency reports, and yearly statements of resources and liabilities and other information as it becomes accessible. By keeping envelopes properly labeled and all records filed away in them, they will be at hand when desired for use.

Questions are sometimes asked as to the means of ascertaining the correctness of annual statements issued by parties who sell their paper, and the assertion is occasionally made that they are not as reliable as the statements published annually by railroads. We must cease to do business unless we are willing to believe that the

GREAT MAJORITY OF PEOPLE ARE HONEST and truthful, and by closely analyzing a debit and credit mercantile statement, and considering with it all the information one can obtain, a very safe calculation can be made as to the desirability of taking what may appear to be a legitimate risk. We are favored in our region by having railroads that are under most excellent management, but the same cannot be said of all railroads; and when a road that has stood as did the Atchison, Topeka and Sante Fe can carry on its statement as assets over \$2,000,000 of rebates, and such a state of things not be known, it is evident that the commercial statements compare well with the average railroad statement. Attention might also be called to the Baltimore and Ohio Rail-

road Co.'s affairs, in regard to which Expert Accountant Little is said to have reported that in four years ending June, 1895, they had paid over \$5,000,000 in unearned dividends, and had largely overstated their profits, and had a floating debt of many millions, all of which was not previously known. Also the Canadian Pacific Railroad might be mentioned, which carried on its statements a large amount of assets to be used in keeping up dividends, when a period of business depression might reduce its earnings. When such a time came a short time ago, it was found that these assets had otherwise been used, and could not be of service, and dividends were suspended.

It seems to me to be more legitimate banking for a commercial institution to have its funds invested in notes representing the buying and selling of merchandise, or its productions, than to invest in obligations which represent permanent investment on the part of the borrower, and which the majority of corporations issuing never expect to pay, except with new ones.

The question constantly before bankers is: How can the institutions of which we have charge be so conducted as to earn dividends for stockholders, roll up a surplus for their protection and the protection of depositors, and at the same time be prepared when panics come, as come they will, so that their banks shall be "as an hiding place from the wind and a covert from the tempest; as rivers of water in a dry place, as the shadow of a great rock in a weary land?" If I have helped to the solution of the question I shall be gratified.

## SULTANA RAISIN SHIPMENTS.

The shipments of Sultana raisins for London on the Caduceus were as follows, in boxes: M. N. Elliadi, 1,566; Beliozian, 357; D. Sidi, 473; C. Elliadi, 236; P. T. Barff, 1,228; Edgard Aliotti, 466; Simon Milch, 949; Cousinery & Fils, 293; Boni, 1,000; Ant. Solari, 3,270; Ellmasian, 374; Marcopulo, 710; M. L. Varda, 527; Prottopazzi, 616; Franghia, 256; J. Kuegg, 271; D. T. Mainetty, 312; Barry Freres, 4,529. Total, 17,428 boxes.



# ARRIVING . . .

New Provincial Currants in Barrels  
 " Ideal " " Cases  
 " Perfection " " "  
 " Jupiter " " "  
 " Olympic " " "  
 " Mat Figs  
 " Labrador Herrings

**LUCAS, STEELE & BRISTOL**

Wholesale  
Grocers

**HAMILTON, ONT.**

## Japan Teas

are now interesting the grocers. We have a large range to select from, new lines arriving every day.

See travellers' samples and prices or write us for particulars.

## James Turner & Co. - Hamilton

*A Live Seller*

### "REINDEER" BRAND

CONDENSED COFFEE

There is no chance of spoiled coffee.  
 A child can prepare "Reindeer."  
 It never fails to please.

# New Goods Now in Store

**SALMON** { Horseshoe Brand  
Mayflower " " " " " "  
Harlock " " " " " "

**VALENCIA RAISINS** { ARGUMBAU'S  
Fine Off-Stalk and Selected.

Scaled Herrings and Boneless Fish of all kinds. Get our prices before you buy.

**THOS. KINNEAR & CO.** WHOLESALE GROCERS **TORONTO**  
49 FRONT STREET EAST

## HOW A CUTTER HELPED A COMPETITOR.

A STORY was told to a Grocery World representative last week which illustrates the undermining process to which some cutters, in their ill-advised schemes, lay themselves open. There is in the city of Philadelphia a small retail grocer who some years ago got behind in his accounts with a local jobber to the extent of somewhat over \$1,000. The jobber became a little uneasy and requested the retailer to call at his office, when an arrangement was effected by which the retailer was to pay a few dollars every week on the old account, paying cash for all new stock that he bought. Since that time, which was nearly four years ago, that retail grocer has struggled manfully with his incubus of debt, paying the prescribed number of dollars every week, until to-day the account is nearly paid off. This four years' period has been one of hardship and of rigid economy, but the satisfaction of knowing that the debt is being surely lifted is a reward well worth the struggle.

Some time ago this retailer had a talk with the jobber to whom he owed the sum mentioned, and in the course thereof he revealed some of the methods which he had used during the past four years in order to keep himself afloat. In this struggle a cutter who did business within a few squares of this man, unconsciously, but very materially, assisted. The rest of the story may be related in the retailer's own language:

"That cutter didn't know it, but he did me a good turn time and time again, and I don't know whether if it hadn't been for him I would have been afloat to-day. There wasn't a single drive made by that cutter that I didn't take advantage of. One time he advertised a drive on tomatoes at 4 cents a can. Well, that was 48 cents a dozen, while they would have cost me at least 75 or 80 cents if I had bought them of you, so I sent boys to the cutter's store and bought up several cans—enough to keep me going for quite a while,

and I bought them far below the jobber's price.

"Another case was on Ivory soap. I know that is contract goods all right, but when this cutter advertised it for about two cents a cake less than I could buy it of the jobber, I sent some more boys there and bought as much as I could. I saved a good deal of money on that, too.

Another time this fellow advertised granulated sugar at 3 cents a pound, while the wholesale price was 5 cents. I bought enough of that, too, to last me for several days. I had been paying 4 cents a loaf for bread all along, but this fellow thought he could sell it at the rate of three loaves for 5 cents, so I let him sell a lot of it at that price to some boys I sent there, and I was able to sell it at a very low price and still make a good profit. I got 8 or 9 cents a can for the tomatoes and about the same margin for the other goods."

Thus did a cut-price grocer assist in paying off an old debt incurred by one of his competitors. A fit ending to the story is that a few weeks ago this cutter failed.—Grocery World.

## A FEATURE OF SUGAR.

Willett & Gray say of refined sugar that the fact that the refiners have not increased their output has made the conditions appear much stronger than they actually are, as with less production refiners are compelled to stipulate for considerable delay in deliveries. The reason why the production is not increased to meet the demand with prompt deliveries is probably owing to the fact that refiners still hold a large amount of refined product in the different markets of the country, which, as soon as disposed of, must lead to an increase of meltings here; but, in the meantime, the Standard refinery in Boston is shut down and the refineries in New York and in Philadelphia are running only about 50 to 60 per cent. capacity. This explains also why the stock of raw sugars is not being more largely reduced.

## HUSTLING GROCERS IN RICHMOND.

Fame, Artemas Ward's bright monthly, thus describes some of the advertising efforts of a firm of wholesale grocers, of Richmond, Va., who are sending out some circular advertising that contains a number of novel ideas.

They use a large envelope printed in purple and buff. After the name of the firm there is a big purple rooster rampant, and the words: "We Are Not Crowing, But We Are Showing A Nice Line Tea." Inside, the sheet devoted to molasses and syrups, is headed with a parlor match glued to the paper, "Can you match it?" is the idea.

"Everybody needs soap now! In toilets we have got any kind you want. And for the laundry; well, the warmer it gets the more Cameo you sell. Best of all, you pay but \$3 and make \$2 on each box. Satisfaction or money back."

"There will be more Tea used this summer than ever before. We'er in line with the movement. Fresh, New Stocks."

"Chewing Gum—When dinner oppresses one."

"Jamaica Ginger—For this relief, much thanks."

"Cigars and Cigarettes—Charm every anxious thought away."

"Sweets and Fruits—I'm quite ashamed, 'tis mighty rude to eat so much, but all's so good."

A pretty girl with winning grace  
Can get along upon her face;  
But the washerwoman's surest hope  
Is elbow grease and—

MOONSHINE SOAP.

"Give us the luxuries of life, and we will dispense with its necessities."

Under the picture of a breakfast table scene are the lines:

The turnpike road to pocketbooks, you'll find,  
Lies through men's mouths, or we mistake mankind.

This sort of hustling is unusual among southern wholesalers. It is only another evidence of the newness of the New South.





## BUY THESE GOODS

Why? They will make you money. They are all trade winners. They don't require Premium to make them sell. Quality is their greatest advertisement. Their sales are increasing daily. What better could you want?



For sale by all leading Wholesale Grocers.

Manufactured by **THE ALPHA CHEMICAL CO., BERLIN, ONT.**

### SIGN OF A LOW-GRADE HOUSE.

WHEN you see a traveling salesman, says The Commercial Bulletin, who depends on getting his share of the trade by making prices below all his competitors, you may set it down that he is traveling for a low-grade house, or that he himself is a low-grade traveling salesman. Such a salesman is likely to work not longer than one year for any one house. The same rule will apply to any retail merchant. The pestilence of price cutting is more likely to attach to the grocer than to any other class of retail merchants. There are reasons why this is necessarily true, but there is no reason in much of the indiscriminate price cutting that is common among grocers.

It will go without proof that the retail grocer must make a profit on something that he sells. If he is cutting prices below the cost of the article, he must add to the legitimate profit of some other item on his list, or he must run behind on his total of profits for the purpose of selling that one item. No consumer is much fooled by the sale of goods below a profitable figure. They always expect to have to pay the cut on some other item. Their shrewdness is shown in going about from store to store and buying those items that are sold at less than cost, and letting alone those that are sold at the added profit.

An example is shown in two small country towns of this state, in which the grocers are now selling sugar at prices that range from 18 to 23 pounds for a dollar. At 18 pounds the merchants are losing money. They have been making this kind of war on themselves for several months, and yet they have not done well under the plan, neither have their customers shown any great degree of appreciation of their self-sacrifice. They are growing tired of this kind of self-clubbing, but they are not yet at the point where they can agree to throw sugar at each other.

In this city not long ago, continues The Bulletin writer, some of the bright concerns,

who make money every day, got to selling sugar at low prices. But they had the wit to offer it in a combination of goods that brought the profits to an average. The buying public thought they saw a profit to the grocer in the combination, and the offer was not much sought after. If the grocer who desires to do business for life in his town attempts to run the little rat grocer out of business, he will find that he has had his chase after a flea or a yellow dog. The little, irresponsible grocer can throw away money as fast as can the legitimate merchant, for he is usually throwing away other people's money. When he reaches the end of his rope he can turn a somersault, liquidate and go on under a new name, or at least with a new stock that some jobber has been persuaded to sell him.

Reasonable profits, cleanliness, courtesy, honesty, good assortment, promptness, quality—these are the sure supports of the man who wants to do business in groceries next year, and the next and the next. Price cutting for competition's sake is fighting with a two-edged razor without a handle. —Ohio Merchant.

### TWO BUSINESS METHODS.

It is odd how the business ideas of different men differ, especially on the matter of profits. Now, I know a cutter in Philadelphia who invariably regulates his prices by the market. If he has bought tomatoes at 84c. a dozen, or 7c. a can, and is selling them at 9c. a can, and the market should sag to 60c., or 5c. a can, he will drop his price to 7c. If it should go even lower, he will drop his retail price even further, notwithstanding the fact that he may have paid—before the drop—more than he gets. Especially does he do this with standard proprietary articles that are usually bought ahead in fairly large lots. Now, on the other hand, I know another grocer, not a cutter, who believes that a retail price should be regulated entirely by the cost to the dealer. If he pays 84c. a dozen for to-

matoes and the market drops to 60, he will continue to charge just as much for the balance of the lot he paid 84c. for as when the price was that much. He believes everything he sells should pay him a profit on what he paid, even though that sum that he paid is twice as much as the cost when he sells. Which is right?—Grocery World.

### THE MUSTARD ANALYSIS.

Editor CANADIAN GROCER,—We notice in your paper of September 17, under the heading of "That Mustard Analysis," certain statements with regard to Keen's mustard which are misleading.

We have not at any time brought out absolutely pure mustard to oblige certain of our customers, neither did we have complaints sent us that goods were turning sour and consequently have to take back a large percentage of the shipments. We mentioned during conversation with your representative that another house had endeavored to put a genuine mustard upon the Canadian market some years back, and that owing to want of sale and climatic influences the goods gradually went bad, and were eventually returned to England, exchange being made for the ordinary selling quality, namely, "D.S.F."

Then, again, we did not say that the proportion was stated upon every package, because it is well known that the English houses shipping mustard to Canada, send usually the "D.S.F." brand, which has complied with the British Foods and Drugs Act by having marked on the tin that the "contents are a compound containing no injurious ingredients."

In conclusion, we would like you to ask our many customers throughout Canada whether they have at any time returned any Keen's mustard for the causes mentioned in your editorial, or for any other cause.

Yours, etc.,

FRANK MAGOR & CO.

Agents in Canada for Keen, Robinson & Co., Limited.

Montreal, Sept. 17, 1897.

### THE WIFE AS ASSISTANT.

THE class of man is slowly dying out who, with strident voice and air of tyranny, crows womankind or relegates them to the background of life as inferior creatures, writes Elvira Floyd Froemcke in N.E. Grocer. Average man has discovered that woman is evolving into another creature than the fainting, hysterical heroine of an eighteenth century novel. That she not only is on speaking terms with many professions, but has a clear head for business, and many a well-to-do grocer has to thank his wife for being prime factor in his success.

Many years ago a grocer in one of our middle states had failed in business several times. Each time he had started he had a tidy little sum for capital. These moneys had been legacies. Now he had nothing more to expect, was bankrupt and thoroughly discouraged. He had worked faithfully, had left no stone unturned; still there seemed nothing but failure for him.

His wife was a happy, healthy woman; she never questioned his ability, yet she saw his weakness, though she never voiced those opinions. She was so thoroughly domestic that he came to think of her as mother, cook and comforter, and looked aghast when she said:

"The boys are all in school now, John; I'll come into the store. I can help you with sales on busy days. I can take the cash and keep your books."

"You," said he, "why, you could not keep books; you don't know how."

"Oh, don't I?" and she quietly took out a neat little set of books, in which her housekeeping accounts had been carefully kept.

John was amused, then interested, and finally respectful when he noted that she had deposited over five hundred dollars in the bank.

"I would begin business to-morrow, if I knew how to get re-stocked," said he. Then the wife gave up her five hundred dollars, and bade him ask credit for the rest. "Surely they will trust you after all the goods you have purchased?"

John could hardly believe this eager intelligent woman was the same docile creature who had lived at his side all these years; but he bestirred himself as he had never done before.

For months their positions changed. She took the initiative, and started by directing everything except his purchases. They hired a new clean shop in an untried neighborhood. She helped with sales, had a comforting word for grumblers, a helping one for young housewives, and a tender one for children. She took the cash and insist-

ed on a prompt payment of accounts. If people refused to pay on second presenting of bill, their account was closed and in future they could only trade for cash with that house.

Ten years after this start, they built and owned a fine shop perfectly stocked. In five years more they owned three beautiful stone houses. The wife then resigned her position as bookkeeper to a worthy needy young girl, and took up her old one of the home-maker.

When these worthy people died their sons were rich, through the comfortable fortune they left, and they have ample cause to bless their unselfish provident mother.

There is a grocer here on Dorchester street, Montreal, who has just built himself a fine shop opposite the leading club house in the city. It is large, and finely finished in polished wood. Its large plate glass windows are ever shining clean, and the tasteful arrangement of fruits and vegetables shows a woman's hand. Inside neatness prevails, the large, well-chosen stock being in perfect order.

Recently I chanced to be served by the grocer's wife. She was a dark-eyed, pleasant-faced little body, and I asked her if her husband owned the shop. "Yes," replied she proudly, "we own the shop, and will try to please any new customers we may get." She noticed my interest, and told me their story.

Thirteen years ago she and her husband, then newly married, talked of starting in business. They were both Irish-Canadians, though his education in the seminary of French Jesuits gave him a thorough knowledge of French, together with many of their mannerisms. This was a great advantage to them, as it brought French-speaking people to their shop.

She was wise, fairly educated, and they had each saved a few hundred dollars. They each put their little money into a capital, and went to work. He did the buying and delivering, she kept the books, took the cash and assisted in sales.

She was a wise little woman and saw that the long trust business was a quick-sand which they must avoid; and a cash business was the only sort in which she would consent to labor. He tried to reject the idea, because he feared in this city of trusts the practice would make them unpopular. At last he agreed to do as his wife insisted. They hired a small shop and a small boy, and used the upper floor of the shop as a dwelling house. They worked and persevered, and never deviated from their cash system but in one instance. The little woman smiled as she told me this.

"You see, we trusted our landlady because it was safe. Had she not paid us, we

could have deducted her bill from the rent. People who do not like our ways must go elsewhere. We tell them so very plainly."

"Two pounds of butter, sir! Yes, it is gist in and sweet as a rose"—this to a new customer.

Well, thought I, you are not "gist in," but you are "sweet as a rose," even though you wear only a cotton gown and linen collar. In passing out I managed to say, "If your husband does not appreciate you he must be dull."

She laughed and, with an added touch of color, answered, "He isn't dull, ma'am." It takes a shrewd man to make a successful grocer.

### WHEN DE WATERMILYUN'S RIPE.

By Phil. H. Brown.

O, dar's glory in de 'possum  
An' de sweet potato, too;  
Dar am sweetness in de chicken  
An' de steamin' rabbit stew,  
But de time we been expectin'  
An' ouah moufs we 'gin to wipe,  
Am de middle of de summah  
When de watermilyun's ripe.

Den de 'possum's out o' season  
An' we pass de chicken by—  
Doan make a bit of diffence  
Ef he roos' a little high,  
'Cause he ain't such mighty eatin'  
An' he ain't wuth while to swipe  
In de middle ob de summah  
When de watermilyun's ripe.

Tell yo' how to soun' a milyun,  
Ef yo' shuah would want a know,  
Knock it wid you middle fingah  
Jest a coaxin' little blow.  
Ef de soun' dat comes up from it  
Am a sort o' hollow like,  
Yo' mus' get yo' razah ready,  
Kase dat watermilyun's ripe.

Ef yo' likes de watermilyun,  
An' yo' eats into de rine,  
Cholry mo'bus sho' to take yo'—  
Take yo' way befo' yo' time.  
Den dey'll print yo' 'bituary  
In de colest kin' o' type,  
Kaze yo'll fin' dat yo'll be missun'  
When de watermilyun's ripe.

### HOW TO CLEAN BLACK SILK.

Free the dress from dust (a soft brush or clean cloth will do); then sponge it on both sides with gin, to which a lump or two of sugar or a little gum water may be added with advantage if a slight stiffness be desired. have a clothes horse ready on which to hang the breadths, singly, as soon as sponged; then, while still damp, iron them on the side that is to be the wrong when made up; then hang on the horse again until dry, but do not place it close to the fire. If the silk is very dirty or greasy, it should be first cleaned with a solution of ammonia, then finished as above. If expense is an object, clear, cold coffee, made very strong, and strained through muslin, can be used instead of gin.



# Cost is a Secondary Point

an argument, to be sure, but it often covers up inferior quality. That won't do in groceries! Our Rolled Oats are now practically free from hulls—black specks—dirt. The flavor is fine in . . .

with us. If we can reach perfection in quality—quality will do the rest.

Quality is the one vital thing that helps your business grow—same with us—same everywhere. Price is up inferior quality.

## Tillson's Pan-Dried Rolled Oats.

THE TILLSON CO'Y, Limited

Tilsonburg, Ont.

FROM MANUFACTURER TO RETAILER DIRECT.

### AT THE MARKET.

IN a busy public market a young housewife dictates to a clerk, who writes on an order stub: "One package of cocoa, a jar of—" She is touched on the arm from behind. "Oh, Mrs. Rathbone! How do you do?" They shake hands elaborately, and fall to talking commonplace. The clerk leans forward. "One jar of—"

"Oh, yes; of orange marmalade."

Mrs. Rathbone starts. "My dear Mrs. Miles, don't. My little May was made very sick from eating orange marmalade once. I don't believe the fruit was ever meant to be cooked."

The clerk coughs. Mrs. Miles exclaims excitedly:

"Not orange marmalade. How is May, anyway, my dear?"

"I must tell you all about her mysterious case; but it is a long story, so I will give you first, before I forget it, my new receipt for peach marmalade, which you will like much better than the orange. You just take one pound of—"

Clerk interrupts.

"Is that all of your order, madame?"

"Of course not. I haven't got to olives yet. Why, here is Mrs. Turner. I must congratulate you at once on your son's engagement. Such a happy choice. But I haven't told either of you my own bit of good news. Baby took his first step yesterday. We think his walk is just like an uncle on father's side—a man who has been twice State Senator and almost spoken of for President."

Chorus—"What an honor!"

"Isn't it? Why, there is Laura Sey-

mour! She's just been around the world (not in that hat I hope). My dear Laura, how do—"

Clerk calls loudly:

"How large a jar of olives did you say, madame?"

"I didn't say. Now Laura Seymour, tell us every word about your trip."

"But where shall I begin?"

"With the very first day. Well, of all things! Look there! If the clerk who started out to take my order isn't waiting upon somebody else." She swept majestically toward the door.

The clerk rushed forward, swathed in his most obsequious manner.

"Is there anything else, madame?"

"Not in this place. I shall go where I can get waited upon."—Lynn Item.



These goods are giving complete satisfaction to the consumer because the quality is right, and the dealer also is pleased because margins are good.



Have we your order ?

Pure Gold Mfg. Co.  
Toronto



### ENGLISH PACKAGE CEYLON TEAS SHUT OUT.

THE Treasury Department at Washington last week made a decision which will vitally affect the market for several English package Ceylon teas, which are imported into this country in large quantities, and which are advertised very heavily all over the United States.

The decision of the Treasury Department was given in the matter of the contention of the Ceylon tea importers that a good part of their tea was what is known as "needle leaf," which had been unjustifiably excluded by the tea inspectors as dust. They claimed that their tea, being machine made, was equally good both in the large and small leaf, and that the "needle leaf" should not be discriminated against and placed in the same forbidden category with dust. The United States authorities decide that the Ceylon tea must come in under the same restrictions as all other teas. The decision, however, will allow the Ceylon people to bring "needle leaf" into this country, but it insists that dust must be removed from the tea before its entry is allowed.

During the examination, which was a part of the case, the committee took samples of some of the leading package Ceylon teas and removed all of the "needle leaf," finding, when this was done, that there was still a decided excess of dust over the percentage allowed by the law. While the Ceylon people admitted this after its presence was revealed to them, they claimed that their dust was good in every respect, and that there was no reason why it should be excluded. This claim was overruled by the Government.

The principal effect of this decision will be to compel the English packers of Ceylon tea to change the quality of their product, under penalty of total exclusion from this country. In some of the English Ceylon package teas there is considerable broken leaf and dust. The packers will be forced to leave out both of these, and to ship a cleaner tea to this country. This will not necessarily advance the price, as it is said that other varieties of Ceylon tea, costing little, if any, more, can be used.

It looks very much as if the day of tea dust was over. It may be sold right along at a very low price, simply as dust, but it will hardly be used to any extent as an adulterant from now on.—Grocery World.

### HEAVIER TAX ON CUBAN TOBACCO.

Advices from Havana state that an increase in the export tax upon tobacco from Cuba went into effect on Tuesday. The increase is about 6½c. per pound on filler leaf and 16c. per lb. on wrapper stock,

making the new taxes about 10c. and 20c. respectively, there having been formerly a uniform rate of 3½c. per pound. It is also provided that any bale containing 10 per cent of wrapper stock shall be assessed at the wrapper rate for all of its contents. It is claimed, however, that it is practically impossible for even experts to distinguish between 10 and 15 per cent. of wrapper in a bale.

Last year Canada imported from the Spanish West Indies 142,820 pounds of tobacco, valued at \$34,874, so that Canada is not altogether uninterested in this measure.

### CANADIAN FLOUR SUPPLANTED.

OF all the influences which have tended to the development of Canada's trade, both export and home, none have probably been greater than that of freight rates.

For a number of years Canada has been endeavoring to build up a trade in flour with the West Indies, and particularly those owned by Great Britain. But now the Canadian agent at Trinidad advises the Dominion Government that Canadian brands of flour have been driven out of the island by those from United States mills. And the cause is ascribed, not to any superiority of United States flour, but to the advantage in freights which the latter obtains.

From the Canadian agent's report it appears that the freight rate, which used to be 30c., alike from Halifax and United States ports, was reduced to 25c. from the latter ports, while Halifax has remained unchanged at 30c. with the result that not a single barrel of Canadian flour was imported by Trinidad during the period covered by the report.

Trinidad's imports of flour are between six and seven hundred dollars' worth annually. While this is not a great quantity, yet Canada would like to get a share of it. And the knowledge that we are not, through the unfavorable freight rates of our own steamship lines, is, to say the least, irritating.

This is a matter which ought to receive the attention of the Department of Trade and Commerce. And there is work, too, for the Boards of Trade to do, for if they are not the guardians of the commercial interests of the country, who is?

### ADVERTISING JAPAN TEA.

From Japan comes the news that the Japan Government will begin a system of advertising the country's teas in Canada and the United States. Evidently the success of the Ceylon Tea Planters' Association's advertising has driven the Japan Government to this course.

### AN ANOMALOUS TEA LAW.

ONLY too often laws of a commercial character are badly bungled by their makers. And the tea inspection law, which went into operation in the United States on May 1 last, is another evidence of this fact.

In many respects the law is a good one, but it has one defect, which is fatal. And that defect is the clause which declares that all teas which contain more than 10 per cent. of dust, when sifted through a No. 16 sieve, shall be condemned, and, unless exported, shall be destroyed.

The absurdity of such a provision was pointed out in THE CANADIAN GROCER shortly after the law went into operation. And the results have proved it to be such, the finest broken leaf teas of India and Ceylon growths having been refused entrance into the country. Some of the importers appealed to the Board of United States General Appraisers, but that Board, in a decision given out a few days ago, has sustained the ruling of the examiners.

Some of the teas which sell in London, Eng., as high as 75c. per pound, could not, it is said, enter the United States under the present law. Such a state of affairs as this must be most irritating to importers who desire to bring in Indian and Ceylon teas of the finest grades.

As the law does not prohibit the importation of tea dust we here witness the anomalous condition of the prohibition of a fine tea, 10 per cent. of which will pass through a No. 16 sieve.

It is obvious that such an anomalous law cannot long remain on the statute books of the United States, if the business men of that country have any influence whatever with Congress.

The United States, however, does not stand alone in the matter of unsatisfactory tea inspection laws. Canada is in the same boat with her.

Here the test is made by a chemist whose analysis frequently does not agree with that of the leading analysts of the country.

There is only one proper way to test tea, and that is the way a practical tea man tests it, namely, by the cup. It is only there that the real quality of the tea can be ascertained. All other methods are insufficient and productive of no end of irritation.

If the Governments of both the United States and Canada would appoint an expert tea man, nominated by the trade, and pay a fair salary, no spurious teas would enter either country, while the present anomalous conditions would be removed.



# DRIED FRUITS CROP 1897

We offer, **without engagement**, per SS. "Avlona," first direct vessel of the season, from the Ports of Patras and Denia, and expected to arrive here beginning of October, viz. :—

## Valencia Raisins

		Our Last Week's Prices.	Our Prices This Week.
FINE OFF STALK	Alameda - - -	4¼ c.	4½ c.
	J. Mayans Grustan - -	4¾	4¾
	J. D. Arguimbau - -	5	5¼
SELECTED	J. Mayans Grustan - -	5½	5½
	J. D. Arguimbau - -	6	6⅛
4 CROWN LAYERS	J. Mayans Grustan - -	5¾	5¾
	J. D. Arguimbau - -	6⅜	6½

## Currants

FINE PROVINCIALS	Barrels - - -	5 c.
	Half Barrels - - -	5⅛
	Half Cases (70 lbs.) - -	5½
FILIATRA	Barrels - - -	5¼
	Half Barrels - - -	5⅜
PATRAS	Half Cases (70 lbs.) - -	6

Terms : 30 days, or 1 p.c. 10 days, F.O.B. Montreal.  
Last CABLE advice on Currants : Market advanced one shilling.  
OUR ADVICE IS TO BUY PROMPTLY.

# HUDON, HEBERT & CIE.

....MONTREAL

# WE ARE HEADQUARTERS FOR

LUDELLA Ceylon Tea in lead packages  
Heinz's Famous Mince Meat in tins and pails  
Diamond Crystal Salt

New Connoisseur Clusters  
New Extra Dessert Clusters  
New shelled Almonds  
For prompt shipment.



Write us before buying **PEELS**,  
we can interest you.

## H. P. ECKARDT & CO.

Wholesale Grocers

TORONTO



### BACKED

By 10 Gold Medals

# Gillard's New Pickles

Are acknowledged by users to be superior to all others. Compounded from the finest known ingredients; in daily use on the tables of over 6,000 of the principal hotels and restaurants throughout Great Britain. Packed 2 dozen in case. Single case lots, \$3.40 per dozen. 5-case lots and over, \$3.30 per dozen.

### GILLARD'S NEW SAUCE

A relish of superior excellence, of world-wide reputation.

Single dozen lots - - \$1.90 per dozen  
Barrel lots of 12 dozen 1.75 " "



SOLD BY ALL WHOLESALE GROCERS IN CANADA.

## GILLARD & CO.

Sole  
Manufacturers

## London, England



# THE CANADIAN GROCER

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

THE MacLEAN PUB. CO.  
Limited

Fine Magazine Printers

and  
Trade Newspaper Publishers

TORONTO: 26 Front St. W. Telephone 2148.  
MONTREAL: Board of Trade Bldg. Telephone 1255.

John Cameron, General Subscription Agent.  
Major A. G. Campbell, General Subscription Agent.

## IT IS BUSINESS COMMON SENSE.

**D**URING the course of his speech in Montreal on Thursday, Sir Wilfrid Laurier made use of these words: "Tariff revolution, I will say more, tariff reform, is always more or less dangerous."

The Premier never spoke truer words; and it is to be hoped, not only that he will not forget them, but that politicians of all shades of politics will adopt them among such articles of belief as they may possess.

Whatever our political predilections may be most of us will doubtless acknowledge that in this age at least, and under the present economical conditions, a Customs tariff is necessary. We will all probably be just as ready to acknowledge that tariff reform is at times necessary.

Trade conditions are changing, and tariffs, like everything else mundane, must be made to conform to these conditions or they will become antiquated and a drag upon the commercial interests of the country.

But tariff reform should not be undertaken when it is unnecessary, or when it is merely with a view to satisfying the demands of this or that party or interest. It should only be undertaken in order to comply with the necessities of the country. And when it is undertaken it should be characterized by efficiency and expedition.

The Canadian tariff was revised in the present year, and, at least to some extent, because the work was not properly done in 1894. But the last attempt was neither as well done nor as expeditiously done as it might have been.

The weakness of politicians, as a rule, is,

we believe, more in the head than in the heart: The greater part of them try to do what is right, but they lack the business quality necessary to the performance of it.

Inefficiency on the part of tariff makers not only produces an inefficient tariff, but it causes the work of revision to occupy much more time than is necessary. This latter feature is the most prolific source of evil, for tariff revision, whether in the direction of an increase or a reduction in the duties, retards trade, and the longer trade is retarded the greater must necessarily be the injury wrought to the commercial interests of the country. Canada has yet to be as great a transgressor in this respect as the United States, but that she is a transgressor is known to all men.

As we have said before: tariffs we must have. So must we have tariff revisions. But there should only be tariff revisions when public exigencies demand them. And then the work should be performed as expeditiously and efficiently as possible.

How to secure the desideratum is a question which has received attention time and again in THE CANADIAN GROCER. We have contended, and still contend, that the framing of a tariff can only be done in any way approaching proficiency by an independent commission, composed of business men, agriculturists, etc., nominated by the boards of trade and other organizations.

The tariff cannot be taken out of politics for the reason that it cannot be taken out of the House of Commons. But a tariff framed by an independent commission and then submitted to Parliament for approval would (1) be a conformation to the business interests of the country and not to the political exigencies of any one party, and (2) few politicians would dare to attempt to do anything which would at least vitally change its provisions.

This is the gospel of business common sense, and it is to be hoped that the business men of the country will, in the future, be more aggressive in spreading it than they have in the past.

A Camden, N. J., man claims to be able to make a pound of butter from half a pound of milk. It is not said how much he is depending upon the public gullibility to float his scheme.

## CANADIAN FRUITS FOR BRITAIN.

**S**HIPMENTS were made last week from Montreal of half a dozen carloads of small fruits for the British market. The shipments are of an experimental nature, and the results will be watched with a great deal of interest. The fruits include grapes, pears, plums, peaches and tomatoes. They are packed in shallow boxes or trays of seven to eight pounds, and are from the Grimsby district. To ensure their arrival in good condition they are placed in refrigerator cars.

It is ardently to be hoped that the venture will prove successful. Canada is yearly becoming a greater fruit producing country. Already the supply exceeds the consumptive requirements of the home market, and it is imperative we should find customers abroad.

The United States has hitherto been our best customer for small fruits, our exports of berries alone to that country in 1896 being valued at nearly \$150,000, but the tariff is now such that we must look for a decreased instead of an increased trade with our neighbors to the south. We have practically, therefore, no other country than Great Britain to which we can go.

We feel assured, no matter whether this trial shipment turns out well or not, that the export of Canadian fruits to the British market can eventually be made a large and lucrative one.

As to the quality of our fruit there is no question. If never before, the high character of Canadian fruit was established at the World's Fair in Chicago, where it carried off so many honors.

It is no exaggeration to say, generally speaking, that for keeping and flavoring qualities no country in the world can excel us.

Richly, however, as Nature has blessed us in this respect, the success of our export trade of small fruits to Great Britain will largely depend upon ourselves.

There must be no slipshod or dishonest packing, and the goods must be put up not to suit our fancy but the tastes of the British public. The British public is fastidious, and once bitten it will be twice shy.

The Government has seen to it that the necessary cold storage facilities are provided; it devolves upon the fruit men to do the rest.

**JAPAN TEA AND ITS FUTURE.**

**T**HE future and possibilities of Japan in a commercial sense, as well as in a military sense, are still the subject of a great deal of newspaper discussion. And the discussion is not without reason.

The progress which Japan has made commercially during the last generation has been surprising, but that which she has made during the past two or three years is more so: It is simply astounding.

Whatever Japan may court as a military power, one thing is certain, she is determined to become a great nation commercially. Nearly every movement she makes points to that.

Japan realizes that in order to ensure a good superstructure the foundation must be good. Actuated by this principle, it is sparing no pains to ground the ethics of business into its boys and young men. And they get these ethics practically as well as theoretically.

After a certain number of years spent in what may be termed a preparatory course, the Japanese student is "finished off" in a "business exchange." Here he plays at business, or, what seems a more proper term, works at business. A large room is provided, and in this room are various departments which are make-believe foreign countries and important ports. With these foreign countries the student is taught, under rigorous discipline, to carry on business. As this work is practical and not theoretical, it is certain to have its good effects.

As we have already noted, Japan is determined to take a place among the great commercial nations of the world. And in pursuance of this determination it may be depended upon to look after the interests of its tea industry.

Tea producing is one of Japan's chief industries. But during the last few years its development has been threatened by the vigorous campaign in the United States and Canada of the producers of Indian and Ceylon teas.

In Canada we know this Indian-Ceylon campaign has resulted in great inroads being made into the territory formerly occupied by tea of Japan growth; and in the United States Indian and Ceylon teas have begun to press the lines.

That a part of the aggressive commercial

policy of Japan is to retrieve what of its tea trade has been lost on the North American continent is undoubted.

Under letters patent from the Government commissioners from Japan have for some months been going up and down and through this continent spying out the situation and laying plans for an active campaign.

As noted in a previous issue it has already been decided to expend the sum of \$70,000 in advertising Japan teas on this continent. And this is only the beginning. What other steps may be taken remains to be seen. The Japanese are sharp, shrewd business men, and one thing is certain: They will leave no stone unturned to push business in tea as well as other things which they are able to produce and export.

Geographically Canada is favorably situated for trading with Japan. And then there is the direct line of steamers—of which no better exists—that ply regularly between Vancouver and Yokohama. An enlarged trade between Canada and Japan is beyond question.

**NO DISCRIMINATION.**

United States Attorney-General McKenna on Tuesday announced his opinion in the matter of Section 22 of the new tariff law. He holds in effect that goods coming directly into the United States from foreign countries through Canadian ports are not subject to the discriminating duty of 10 per cent. He also holds that foreign goods shipped from countries other than British possessions in British vessels are not subject to the discriminating duty.

The decision of the Attorney-General will do much to soften the feelings of Canadians towards the United States. The discriminating clause was inserted in the Tariff Bill surreptitiously. It could not be done otherwise. And Congress, in its haste to adjourn, did not notice it.

It was a conspiracy mean and contemptible, and the United States, to its honor, has nipped it in the bud.

Good times are undoubtedly upon us, but its advantages to the full will only be enjoyed by those merchants who are energetic and up-to-date. The man who drifts with the tide makes some progress, but he who plies his oars with vigor makes still better headway.

**THE RECENT MUSTARD ANALYSIS.**

**I**NTEREST in the recent report of the Inland Revenue Department on the analysis of mustard has not yet died out. On Tuesday last, I had an interesting chat with a well-known mustard manufacturer in regard to the matter. He would not, however, allow his name to be used for publication.

"I do not," he said, "agree with the statement made by a manufacturer in THE CANADIAN GROCER last week that pure mustard had to be almost immediately disposed of or it turned rancid. There are certain low grades of pure mustard which will not keep. But, then, it does not follow that all pure mustard is the same, because there are lots of pure mustard that will keep."

"There is just as much variety in pure mustard as in pure coffee, or in tea. You can buy tea from 15 to 70c. per pound or even higher, and still purity can be obtained in the low as in the high-priced article. Then there is ginger; pure can be obtained wholesale as low as 8c. per pound, while for good 25c. or more would have to be paid. I am speaking of goods before they are ground.

"Now, mustard is in much the same position: You can buy all grades of it. If you buy low, inferior grades of seed you only get common mustard, while if you buy fine grades you get fine mustard. There are some mustards which are exceedingly pungent; in fact, too much so for anyone to use at the table. At the same time you can buy a high-grade mustard which is not very pungent and has a very fine flavor.

"The best pure mustards suitable for table use are obtained by blending different seeds without an admixture of flour. Here is another point: You can buy low-grade pure mustard that can be sold wholesale as low as ten cents per pound. You can also buy a pure mustard that sells as high as forty cents per pound. Both are pure, but the difference is on account of quality."

"Then, it is better to buy a good compound than a cheap low-grade pure mustard?"

"Yes; mustard made from first-class seed and reduced in strength by the admixture of flour will make a very much better



article at a low price than the lower grades of pure mustard, because the high-grade mustard mixed with flour will keep, while the low-grade pure mustard will not keep. I have been offered pure mustard in New York as low as six cents a pound, but although pure it had no strength."

"Where is the best mustard seed produced?"

"In England. It produces the best seed in the world, although Austria grows a good seed, named Trieste, which has a good pungent flavor; but it is not equal to the best English brown seed. California is drawn upon largely for cheap mustard seed."

The recommendation of Chief Analysis McFarlane that a standard be fixed by Order-in-Council stipulating that what are sold as pure mustards should not contain less than 30 per cent. of fixed oil, and compounds or mixtures not less than 22 per cent., my informant denounced as absurd. "Analysts may know how to analyze," he added, "but they do not know how to run our business. I do, however, believe that a certain strength should be fixed for mustard for plasters; but that is after all a matter which the doctors should take up," he concluded.

Chicago is to have the greatest biscuit manufacturing plant in the world. Chicago is a great city for big things.

#### POWER OF CONFIDENCE.

The secret of many a business success lies in the little word "confidence." The patient who has faith in his doctor's remedies is already under way to recovery; the merchant who believes in himself, not from blindness or egotism, but from a happy-hearted, jolly-spirited, sunny-natured belief that "whatever is right" will succeed, where a man of moods and shadows will fail with the same opportunities.

As the saying is, "confidence begets confidence." Do not approach a customer with a suggestive wonder-if-I-can-sell-you-any-thing expression, but rather with a happy-to-serve-you air. The man full of confidence has a foil against failure, adverse criticism and mediocre success. Never say die until the undertaker comes.

#### INCREASED EXPORTS OF BUTTER.

THE growth of the export butter trade this summer has been remarkable, and the favorable development is attributable to the cold storage facilities that have been provided for the transportation of butter to Montreal in refrigerator cars and its transshipment across the Atlantic in chilled chambers on board ship.

To date the exports of butter from Canada have almost doubled what they were last year; and it has to be borne in mind also that the increase last year was quite large.

So far there have been 158,326 packages of butter sent to Great Britain, against 90,000 odd for the same period last year. The prices realized this year also, it is satisfactory to note, have been from 1½ to 2c. per pound above what the farmers received last year. In other words, the farmers last year at this time had shipped to Great Britain butter to the value of a little over \$1,000,000; whereas this year they have sent forward considerably over one and a half million dollars' worth.

At this writing there is considerable speculation as to whether the present prices will hold in view of the large stocks carried in Montreal.

It has been a year of surprises in relation to the values on all farm products; but even if prices do decline now, the butter producer, when he averages up, will find that he has had a most successful year of it.

He has demonstrated, for one thing, that with the proper transportation facilities there is a ready and constantly expanding market for Canadian creamery butter in Great Britain.

The Danes supply most of the demand now, but some facts which have been appearing in the British press uncontradicted, regarding the unsanitary arrangements of the Danish dairy farms, will be certain to operate in favor of Canadian butter, always providing that its standard of quality is kept up.

According to the statements regarding Danish butter, the water is drawn from wells that are nothing more than sink pots for the drainings of the manure heap. When this fact permeates into the British consumer's mind, as it will be certain to do, fine, clean Canadian creamery will have the

innings that it should have had long ago in the British market.

When it has, instead of a paltry shipment of two million dollars' worth, we should ship quadruple that amount, for we have the facilities for manufacturing it quite as profitably as the Danes, and, let us hope, cleaner.

#### SITUATION OF CURRANTS.

CURRANTS have fluctuated somewhat during the week. At first there was a decline of 3d. per cwt., but this was followed a few days later by an appreciation of 6d.

The decline naturally caused an easing off in the demand, local buyers practically ceasing to operate. As soon, however, as prices took an upward turn they were again in the market.

The figures now ruling in the primary market are the highest touched this season. Some shippers who advised probable lower prices later are now reported to have acknowledged they were mistaken, and indications point to a steady market.

The local market was never as bare of currants as it is at present. Practically all there are to be had are a few cases of Filiatras and Vostizzas, and the demand exceeds the supply.

The first shipment of the new season's fruit will probably be here about the end of this month or the first week in October. And in the meantime retailers may expect to only get their orders partly filled.

The first shipment to arrive in New York is due this week via Liverpool, and it is being sold to arrive at 6¼c. per pound. The market there is also practically exhausted.

#### DEATH OF MANITOBA DAIRYMAN.

Manitoba mourns to-day the loss of John Hettle, M.P.P., of Boissevain, and for many years president of the Manitoba Dairy Association. Mr. Hettle sat in the Local House many years, and was a valued member of that body. Having been engaged in the dairy business in the east, he went into it heart and soul in Manitoba, and to his untiring efforts is due much of the success of that industry in the Prairie Province to-day. At the time of his death he was running three creameries—one at Manitou, one at McGregor and one at Ninga. As a legislator he was one of the solid men of the province. Not easily moved to enthusiasm, he took sober, serious views of all questions, and never gave an ill-considered vote.

\$\$ ~~~~~ \$\$

**YOU  
WILL  
MAKE  
MONEY**

BY HANDLING

**GREIG'S  
CROWN  
FLAVORING  
EXTRACTS**

Not because you will make a larger profit than on other brands, but because your customers can always depend on their unvarying excellence,

**PURITY  
RICHNESS AND  
STRENGTH**

Experience proves that the housekeeper who has once used any of the CROWN flavors always wants more. Your customers, therefore, having confidence in the goods, have confidence in the man who sells them.

---

**Robert Greig & Co.**

**MONTREAL**

\$\$ ~~~~~ \$\$

T  
incr  
situa  
Can  
ther  
acce  
a li  
take  
sixp  
Cal  
Mc  
adv  
goo  
and  
mo  
but  
As

we  
bu  
tic  
wa  
ste  
re  
pa  
de  
gr  
a  
so  
—



# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

TORONTO, Sept. 23, 1897.  
GROCERIES.

**T**RADER conditions continue to improve. This is the verdict of every wholesale merchant. The colder weather has increased the interest in the canned tomato situation, but prices are without change. Canned salmon is moving fairly well, but there is no great confidence in evidence on account of the large pack. Currants were a little easier, but the market has since taken a firmer turn. Valencia raisins are sixpence dearer in the primary market. California fruits generally are stronger. McDonald's chewing tobaccos have been advanced one cent per pound. Sugar is in good demand, and firm in both the home and the foreign markets. There is some movement in Japan and Young Hyson teas, but in other kinds there is very little going. As to price, the tea market generally is firm.

### CANNED GOODS.

The cold snap of the early part of the week has created fresh interest in tomatoes, but up to the time of writing nothing authentic has been heard as to whether the cold was sufficient to cut off the supply and put a stop to canning operations. The feeling in regard to tomatoes is strong. Some of the packers are refusing to offer pending more definite knowledge as to the pack. A telegram received in Toronto on Saturday from a packer in the west stated that he had only so far packed about 500 cases, when at the

corresponding date last year three-fourths of his pack was put up. Wholesalers report a good demand for canned vegetables, particularly peas. Gallon apples are still being enquired after, and we hear of a transaction of 5,000 cases in one lot. New pack pears are offering, and at low prices. We quote: Tomatoes, 80 to 85c.; corn, 60 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.10 to \$1.25; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.40 to \$1.80; strawberries, \$1.50 to \$1.80, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$1.75 to \$2.25; apples, 3's, 85 to 95c.; gallons, \$1.85 to \$2; salmon, "Horseshoe," \$1.50; ditto, new season's, to arrive, \$1.25 in 5-case lots and \$1.30 in less quantities; other red salmon, \$1.15 upwards, according to quality and brand; cohoes, 95c. to \$1; canned mackerel, \$1.25 to \$1.30; lobsters, \$2.40 to \$2.50 for tall tins; 1-lb. flats, \$2.85 to \$2.95; 1/2-lb. flats, \$1.60 to \$1.70; Canadian canned beet, 1's, \$1.35 to \$1.40; 2's, \$2.35 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

### COFFEES.

A good business is being done in Rios, and offers are about 3/4c. per lb. firmer than a couple of weeks ago for selections. Jobbers quote green in bags: Rio, 9 1/2 to 13c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22 1/2c.; Java, 30 to 33c.; Mocha, 27 1/2

to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

### SYRUPS.

Syrups are scarce and dear. Some of the refineries have none and some are sold ahead. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3 1/4c. per lb.

### MOLASSES.

There is not much to note. Advices from New Orleans state that receipts there are cut off on account of the quarantine against that place by the surrounding country. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

### SUGARS.

The sugar market continues to occupy a favorable position. The demand is good, and for a larger proportion of granulated sugar than ever before. The quantity of sugar moving is larger than it was a year ago at this time. Prices are firm both at home and abroad. Two cargoes of Muscovados of '89 test sold in New York for shipment to Halifax at equal to 3 3/4c. per lb., duty paid. This is reputed to be the highest price paid this season. A few days ago beet sugar advanced 1/4d. in London. We quote as follows for Toronto: Granulated — St. Lawrence and Redpath's, 4 9-16c. for single barrel lots and 4 1/2c. for 5-barrel lots; Acadia, 4 1/2c. for single barrel lots, and



**THOROUGH. CLEAN. FAST.**  
Positively removes every seed.  
WE have them. YOU ought to have them.  
Walter Woods & Co. - Hamilton.

## DRINK :::

### ::: Chocolate for Breakfast

It invigorates MIND and BODY  
whereas Tea and Coffee  
SLOWLY RUIN THE NERVES



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

VANILLA . .  
CHOCOLATES

## CHOCOLAT MENIER

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

Ask your grocer for Chocolat Menier  
The world-renowned French Vanilla Chocolate.

## WE INVITE YOU

to send us any

# "SALADA"

## CEYLON TEA

you have in stock, if it is not giving your customers and yourself the very best satisfaction of any tea you have ever handled.

### WHOLESALE AGENCIES . . .

- 25 Front Street East - - TORONTO
- 318 St. Paul Street - - MONTREAL
- 411 Cordova Street - - VANCOUVER, B.C.
- 15 Niagara Street - - RUFFALO, N.Y.
- 206 State Street - - BOSTON, Mass.
- 347-349 Fifth Avenue - - PITTSBURG, PA.
- 59-61-63 Jefferson Ave. - - DETROIT
- 15 Exchange Street - - ROCHESTER, N.Y.

**P. C. LARKIN & CO.**



# SURPRISE SOAP

That name "Surprise" is stamped on every cake—a guarantee of quality.

No reasoning or arguing is necessary to convince people it is the best soap. That "Surprise" stamp is known to all housekeepers. It means the article everyone asks for, is an easy seller.

#### BRANCHES—

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

## THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

4 7-16c. for 5-barrel lots; yellows,  $3\frac{3}{4}$  to  $4\frac{1}{2}$ c. per lb.; Canadian German granulated, in 100-lb. sacks,  $4\frac{1}{4}$ c. in single barrels, and 4 5-16c. in 5-bbl. lots. Demerara crystals,  $3\frac{3}{8}$ c.

#### SPICES.

There is no change to note, prices still being firm, with the demand fair. We quote: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb. cans; ditto, whole, 11 to 12c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 20c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 13 to 16c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

#### NUTS.

Shelled almonds continue to advance. The first shipment of new season's Valencia almonds reached Toronto market last week. They are selling at 22c. per lb. We quote: Brazil nuts, 11 to  $12\frac{1}{2}$ c.; Valencia shelled almonds, 20 to 22c.; Tarragona almonds,  $9\frac{1}{2}$  to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts,  $12\frac{1}{2}$ c.; Marbot walnuts,  $9\frac{1}{2}$  to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c.

for sacks and  $10\frac{1}{2}$  to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to  $12\frac{1}{2}$ c.

#### RICE, TAPIOCA, ETC.

There is nothing new to note. We quote: Standard "B," broken lots,  $3\frac{3}{8}$ c.; 1 to 5 sacks,  $3\frac{3}{4}$ c., and 5 sacks and over,  $3\frac{3}{8}$ c. per lb.; Japan, 5c.; Patna,  $4\frac{3}{4}$  to  $5\frac{3}{4}$ c.; tapioca,  $3\frac{1}{4}$  to  $4\frac{1}{2}$ c.; sago,  $3\frac{1}{2}$  to  $4\frac{1}{2}$ c.

#### TEAS.

The strength previously noted in the Japan market has been maintained, and transactions are reported at the recent advance. Some China green teas, which could not pass inspection in the States, are being offered on this market. They are good liquoring teas, and suitable for blending. They are, however, firmly held at an advance of 2c. per lb. over the figures ruling last year. Indian and Ceylon teas are quiet but firm. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

#### FOREIGN DRIED FRUITS.

The currant market declined 3d. the latter part of last week, but early cables this

week noted an advance of 6d. per cwt. in the primary market. The local market is bare of all currants except a few Filiatras and Vostizzas in cases, and it will probably be another couple of weeks before the new season's fruit will reach here. We quote Filiatras, in cases, at  $6\frac{1}{2}$ c., and Vostizzas at 7 to 8c. The demand is principally for cleaned currants.

Since our last issue some packers of reliable brands of Valencia raisins have been asking an advance of 6d. per cwt., but generally speaking buyers have been able to secure from them without paying this advance. Local wholesalers report the demand fair. We quote: New goods—Fine off-stalk,  $5\frac{3}{4}$  to 6c.; selected,  $6\frac{1}{4}$  to  $6\frac{3}{4}$ c. Old goods—Off-stalk, 4c.; fine off-stalk,  $4\frac{1}{2}$ c.; layers, 5c. The printer last week made us say that Valencia raisins were cabled 1-16c. dearer. It should have been 1s. 6d. dearer. The figure was correctly given in the market notes.

Small lots of new season's Malaga raisins were brought on by a couple of houses last week. They were shipped by W. C. Bevan & Co., and consist of "London Layers," "Connoisseur Clusters" and "Extra Des. sert." W. C. Bevan & Co. write that they believe the figures ruling to-day are lower than the average prices of the season will be, the crop having proved shorter than was anticipated.



**BUTTER AND EGGS**

Are in good demand. We can place any quantity at highest prices, and assure you prompt returns.

**J. A. McLEAN,**

Successor to GRAHAM, McLEAN & CO.

77 Colborne St. TORONTO.

**"GOLDEN" HADDIES**

are pure Haddock, cured and canned immediately after being caught, thereby retaining all the delicate flavor, which is one reason Golden Haddies are so popular.

Every Can Guaranteed

Packers' Agents **NORTHROP & CO.**

23 and 24 South Wharf ST. JOHN, N. B.

Write us for price on Canned Clams

The Following Brands Manufactured by

**The American Tobacco Co.**  
OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

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

**BUSINESS OUTLOOK**

FIRST-CLASS IN

**MANITOBA**

If you want to reach the WINNIPEG Wholesale Trade with your goods WRITE ME, with Samples and Prices. Letters and Telegrams promptly replied to.

**E. NICHOLSON**

174 Princess Street, Winnipeg, Man.

Successor to

**W. F. Henderson & Co.**

Wholesale Commission Merchants and Brokers.  
15 years' experience. Establishe t

**ONIONS** Spanish, in Crates  
Domestic, in Bags

Fancy Jersey  
Sweet Potatoes

Special

Have a few packages left

- Commandre Figs, in Taps
- Eleme Figs, in 10-lb. Boxes
- Dates

SEASON  
1896

**CLEMES BROS. - TORONTO**

There are a few new season's Sultana raisins on the market and they are selling at about 11c. The quantity is only limited. There are also a few of last season's production, fine goods, which are selling at 10½c. Further shipments of new season's goods are not expected for a week or two. The market opened strong, but receded about 2s., but since then there has been an advance, and the packers say that, judging from appearances, we shall not see lower prices.

Good orders for first shipments of California evaporated fruit are reported by local representatives and prices continue strong.

Prospects are that the smaller sizes of Santa Clara California prunes will be scarce, the fruit this season running large. Last year the crop was large, but the fruit small. Silver prunes are reported from the Coast to be also scarce in the standard qualities. The feature of the California prune trade this season is that shipments are this season being made to France. Local wholesalers report that new California prunes will sell at from about 6¼ to 12½c. per lb. according to grade.

**GREEN FRUITS.**

The trade in green fruits, although yet exceedingly heavy, is not so active as it was last week. Business in lemons is steady, but not many are changing hands, due, doubtless, to the abundance of other fruit. The situation in bananas has not changed much. Shippers are not sending any forward, and trade will soon become more satisfactory. Most bunches were sold at 30 to 50c., but these sales were forced by the ripeness of the fruit. Watermelons have not moved so freely this week. Musk melons are about done. It is feared that the cold weather will prevent a sufficient supply from being gathered. Dealers here have not yet been able to fill their orders. Apples are quiet. Although the low figures on peaches of last week ranged the first few days of this week, the prices ruling now are considerably higher. The big rush is over, and whatever are coming forward now are of good quality and demand high figures. Plums can hardly be moved. Pears are not very good quality this year. If the cold weather in the grape district holds off an enormous crop is assured. We quote as follows: Lemons, \$2.50 to \$3.50 per box. Cocoanuts, \$4.50 a sack and 60c. per doz. Bananas, \$1 to \$1.50. New cabbage, \$1 to \$1.25 per 100. Watermelons, 20 to 25c.; cucumbers, 15 to 20c. per 12-quart basket; Canadian tomatoes, 15 to

**SITUATION WANTED.**

THOROUGH RELIABLE GROCER GONE OUT of retail business is desirous of securing a position on the road; age 35; good address; temperate habits; not afraid of work. Address, Box 2, THE CANADIAN GROCER.

**RIVERSIDE CANNING WORKS**

Wallaceburg, Ont.

**Eagle Brand Tomatoes, Corn and Catsup**

THE BEST IN THE MARKET.

No coloring in Tomatoes; no bleaching in Corn. All goods warranted pure and to possess natural flavor.

W. J. BADDER, Prop.

**MORROW & EWING**

General Commission Merchants

13 St. John St., MONTREAL

We beg to notify the Wholesale Grocery Trade that we have to offer best values in

**Rio, Santos, Maracaibo and Mocha Coffees**

also have on hand full lines of

**Japan, Congou, Indian, Ceylon and Gunpowder Teas**

Samples and particulars on application. Wholesale supplied only.

**W. H. Seyler & Co.**

Brokers and Commission Merchants

Room 100, Board of Trade,

Toronto

Manufacturers and Importers wishing to have their products introduced to the jobbing trade are respectfully requested to communicate with us.

English, German and French Goods a specialty.

Representing

**J. Lewenz & Hauser Bros.**, London, Eng.—Teas.

**Tellier, Rothwell & Co.**, Montreal—"Royal" Black Lead and Blues.

**Hecker-Jones-Jewell Milling Co.**, New York.

**German Gelatine Works**, Hoechst am Main, Germany.

Wholesale agent for **Grape Wine Vinegar Co.**, Toronto.

**EGGS**  
Market firm receipts light, selling readily at 14 cents.

**BUTTER**  
Market bare of good tubs and pail's which are in good demand at from 14 to 15 cents. Ship forward white fresh.

**MATHER-FORD, MARSHALL & CO.**  
62 Front St. East,  
TORONTO

**G.F. & J.GALT**

PACKERS OF THE

42 SCOTT ST TORONTO CELEBRATED

**BLUE RIBBON TEAS**

25c. per basket. Crawford peaches, 40 to 75c. per basket; Canadian apples, \$2 to \$2.50 per barrel and 25 to 30c. per basket; Canadian plums, 20 to 40c.; Spanish onions, 85c. to \$1 per case, according to quantity taken; Egyptian onions, 2 to 2½c. per lb.; pickling onions, 75c. per basket; common pears, 15 to 25c. per basket; Bartlett pears, 30 to 40c. per basket. Celery, 25 to 30c. a dozen; blue grapes, small baskets, 20 to 25c.; large baskets, 30 to 35c.; Niagras, ditto.

#### BUTTER AND CHEESE.

**BUTTER**—Receipts have not been so plentiful during the past week, and the demand has noticeably increased. Real choice butter cannot be obtained in sufficient quantities to fill orders, and this has necessitated the bringing out of some goods which have been carried in cold storage. Prices have stiffened, and 14 to 15c. is obtainable for choice grades. The inferior lines are almost as scarce as the choice varieties. Some firms have been holding stocks, and these are now being thrown on the market, but there is not enough goods coming forward to supply the demand. These are worth 9 to 11c. Creamery is firm, although prices have not altered very much. We quote: June and July make, tubs, 18 to 18½c., and prints, 19 to 19½c.; late make, tubs, 19½ to 20c., and prints, 19½ to 20½c.

**CHEESE**—The market is weak and very little trade is being done. Exporters' and buyers' and factory prices are all apart and very few boxes are changing hands. These conditions cannot continue long, and we would not be surprised to see a scoop made some of these days when the prices have eased. Factories certainly cannot hold out much longer; 9½c. is the price bid and factories are holding out for 10c.

#### SALT.

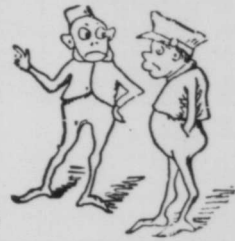
Business in this article is getting quite brisk just now, as packers of all kinds of meat are preparing for their fall work. Large orders continue frequent. Quoted at Toronto, carload lots go at \$1 per bbl. and 65c. per sack; less than carload lots, \$1.05 per bbl. and 70c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto,

The rarest morsels to be found  
Are manufactured in Owen Sound.  
They are "Graham Crackers" pure and grand,  
McLauchlan's name's on every brand.

### J. McLAUHLAN & SONS,

*Biscuit Manufacturers,*

Owen Sound, Ont.



and 45c. for Toronto and points east of Toronto.

#### FISH.

The fish market has not changed since last week; the supply is about equal to the demand. We quote as follows: Pickerel, 6c. per lb.; pike, 5½c. per lb.; whitefish, 7c.; trout, 6½c.; perch, 3c. per lb., fresh herring, 3½c. per lb.; haddies, 7½c. per lb.; Labrador herring, \$3 to \$4 per bbl. and \$2.25 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg.

#### PROVISIONS.

Market continues steady. Packers say that the demand for hams has recently increased considerably. Other lines are firm and are selling well. Canadian long clear is about exhausted, and supplies of these have to be imported from the States as hogs of the heavy variety have not yet been offered to supply this class of meat. Lard continues steady and firm.

**DRY SALTED MEATS**—Long clear bacon, 8¾c. for carload lots, and 9 to 9¼c. per lb. for ton lots and cases; backs, 9½c.

**SMOKED MEATS**—Breakfast bacon, 12½ to 13c.; rolls, 9½ to 10c.; hams, large, 11 to 11½c.; 12 to 12½c. for small and 12c. for medium; shoulder hams, 9½ to 10c.; backs, 12c.; all meats out of pickle, 1c. less than above.

**LARD**—Pure Canadian, tierces, 6¾c.; tubs, 6½c.; pails, 6¾c.

**BARREL PORK**—Canadian heavy mess, \$14.50 to \$15; Canadian short-cut, \$17; clear shoulder mess, \$13.50.

#### GRAIN, FLOUR, BREAKFAST FOODS.

**GRAIN**—Wheat has eased off a few cents during the week, but the market is still excited. Other grains are firm. We quote: Winter wheat, 90c.; new winter, 88c.; oats,

27 to 29c.; peas, 51 to 52c.; barley, 30 to 31c. No. 1 hard wheat is quoted at \$1.05, Toronto freights.

**FLOUR**—Quotations on flour have fallen this week in sympathy with the drop in wheat. Business is active, with some trade on foreign account. We quote in carloads on track, Toronto: Manitoba patents, \$5.60; Manitoba strong bakers', \$5.20; Ontario patents, \$4.75 to \$5; straight roller, \$4.50 to \$4.65, Toronto freights.

**BREAKFAST FOODS**—Prices have not changed this week. Business is moderately good, although none on export account is reported. We quote as follows: Standard oatmeal and rolled oats, \$3.50 in bags and \$3.60 in bbls.; rolled wheat, \$2.75 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$3.25; pot barley, \$3.

#### COUNTRY PRODUCE.

**EGGS**—Prices in eggs are about 1c. higher this week. Receipts are apparently not so large, especially in strictly new laid. Exporters are eager purchasers these days, for Liverpool quotations are about 17c. Some dealers are shipping their limed eggs already. Exporters are paying good prices at outside points. New laid eggs are worth 14 to 15c. Some dealers report a surplus of the second grade of eggs, but even these varieties appear to be well cleared up. They bring 11 to 12c.

**POTATOES**—With the exception of those grown in sandy spots, nearly all the potatoes are affected with the prevalent rot. This was caused by the heavy rains of July and August. The scarcity noted last week is not visible this week. Price for car lots is 45 to 50c., and by the bag, 65c.

**HONEY**—Dealers are buying tons of honey, more particularly in 60-lb. tins, in which they make heavy shipments. The consumptive demand has not started yet. We quote light at: 60-lb. tins, 6 to 6½c.;

WE ARE  
PAYING  
CASH  
FOR

DRIED  
APPLES



W. B. BAYLEY & CO.  
EXPORT BROKERS

46 FRONT ST. E. Toronto



Snap Shots for Shrewd Buyers. —

# JAPAN TEAS AND JAPAN DUSTS

Prompt Enquiry will secure many lines

**BELOW PRESENT MARKET VALUES.**

Samples and prices on application.

THE **EBY, BLAIN CO.** LIMITED  
Wholesale Importing and Manufacturing Grocers. Toronto

5 and 10-lb. tins, 6½ to 7c.; comb, \$1.50 to \$1.75 per dozen.

**DRIED APPLES**—Dull and nominally 4 to 5c. for choice fruit, wholesale price.

**EVAPORATED APPLES**—There are none offering. The few old fruit there was on the market has been withdrawn, as better prices prevail outside. Local wholesalers quote 5½ to 6c., nominally.

#### HIDES, SKINS AND WOOL.

**HIDES**—The market is almost bare of hides, and shipments to the United States keep the market up. Local tanners have to pay within 15 per cent. of what tanners in the States are paying. There is no alteration in prices. The demand which is good is about equal to the supply. Cowhides: Dealers pay 8½c. for No. 1, 7½c. for No. 2 and 6½c. for No. 3.

**CALFSKINS**—Trade is about the same; a steady volume of business is doing. We quote; No. 1 veal, 8 lbs. and up, 10c. lb.; No. 2, 8c.; Dekins, from 30 to 35c.; culls, 15 to 20c. each.

**SHEEPSKINS**—We quote: Lambskins and pelts, 65 to 75c.

**WOOL**—An increased demand has exceeded the supply and as a consequence prices are considerably firmer. Dealers are paying fully 1 to 1½c. more than they paid last week. This is contrary to the expect-

tations of those in touch with the markets a month or so ago. Fleece wool now brings 20 to 20½c.

#### SEEDS.

This fall the markets are late in opening, a condition of affairs caused doubtless by the general late harvest, which prevents the early threshing of alsike. Qualities of the new crop of alsike do not compare with those of past seasons, and wherever a superior lot is available it will command a premium. Values now range from \$3 to \$4.50 per bushel. Red clover has not yet been marketed here, and prices will be governed by foreign values. Everything just now indicates that prices will be lower than for some time. Timothy is perhaps the largest crop ever known in Canada, which means that values will have to be computed upon an entirely different basis. Instead of home-grown seed being worth about what it costs to import from foreign countries, we will most likely now have to compete in foreign markets, and prices will range accordingly. At present offered goods range from 90c. to \$1.25 per bushel for machine threshed; flail threshed is somewhat higher.

#### PETROLEUM, ETC.

Some nice orders for illuminating oil have been received this week. Trade in this line, however, will be heavier in a few

weeks' time. Lubricating oils are still being called for, although the trade has fallen off considerably. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

#### MARKET NOTES.

Glucose has advanced recently in the United States nearly 100 per cent.

McDonald's chewing tobaccos have been advanced 1c. per pound. Bright's are as before.

Currants, which receded 3d. in price the latter part of last week, have advanced 6d. this week.

Tallow is easier again and is now quoted at 3c. The recent flurry in the States did not last long.

Contrary to expectations wool has risen 1 to 1½c. per lb., and is now quoted at 20 to 20½c. for fleece.

Butter is fully 1c. higher this week, as are also eggs. The supply of the former is quite short on this market, and dealers cannot fill orders.

P. C. Larkin & Co. have shipped this week four "Ideal" packers. One goes to Australia, two to England and one to the United States.

## QUEBEC MARKETS.

MONTREAL, Sept. 23, 1897.

## GROCERIES.

THE week has witnessed a fair volume of trade in groceries, the general conditions being much the same as they were a week ago. There is a good enquiry for sugar and syrups, while molasses is held so firm that buyers find difficulty in getting orders filled. In dried fruit the generally firm tendency is maintained, and this is especially the case in both Valencia and California raisins. The same applies to French and California prunes and other evaporated fruits. Spices are generally firm, and the strong tendency of the tea market is as pronounced as ever, though buyers are acting as indifferently as ever in the face of the rising market.

## SUGAR.

There has been a good demand for sugar during the past week, and both here and elsewhere the feeling is steady. Both yellow and granulated have shared in the increased enquiry experienced of late. In raw sugar the feeling also is steady. We quote: Granulated, 4½c. up to 10 barrels, and 4 3-16c. for larger quantities. Yellows range from 3½ to 3¾c., and creams, 3¾c.

## SYRUPS.

The enquiry for syrup has been quite active during the past week and a good business transacted, while prices have a very firm tendency, ranging from 1¾ to 2¼c., as to grade.

## MOLASSES.

There is no abatement in the firm tendency of late displayed by the molasses market, and business is light, for the reason that the small stocks held in first and second hands here are so firmly held that buyers find it difficult to get their orders filled. We quote: Barbadoes, 24 to 25c., and Porto Rico, 25 to 27c.

## RICE.

The rice market rules firm at the advance and business has been fairly active. We quote: Crystal Japan, \$5; standard B, \$3.50 to \$3.75; Patna, \$5 to \$5.50; Carolina, \$6.75 to \$7.75; choice Burmah, \$4 to \$4.25, and Java kinds, \$4.25 to \$4.50.

## SPICES.

There has been more demand for spices this week, but the aggregate movement is still light and advices from abroad continue firm on all lines. We quote: Black pepper, 9 to 10c.; pure white, 11 to 16c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 12 to 14c.; nutmegs, 50 to 90c.

## COFFEES.

There has been a moderate demand for

coffee from first hands during the week, chiefly Rio and Maracaibo. Prices are steady and unchanged as follows: Maracaibo, 15 to 19c.; Santos, 12 to 16c.; Rio, 12 to 16c.; Mocha, 24 to 28c., and Java, 25 to 26c.

## TEAS.

The firm feeling in tea is fully maintained, but buyers, despite further confirmation of the strong position at primary points, are not disposed to operate with any freedom. Advices from Japan state that the best price at which low-grade Japans can be laid down is 14½c. cost and

freight here. Some lots of Japans have changed hands on spot at prices ranging from 17 to 18c., and blacks at 14 to 16c. We quote: Young Hysons, 14 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15½ to 21c. for mediums, and 28 to 40c. for high grades; Indians and Ceylons, 17 to 20c. for mediums, and 35 to 65c. for higher grades.

## CANNED GOODS.

There has been no change in the canned goods market. Salmon is being dealt in



"I never use Tapioca"

was a common expression among housekeepers before

"MINUTE TAPIOCA"

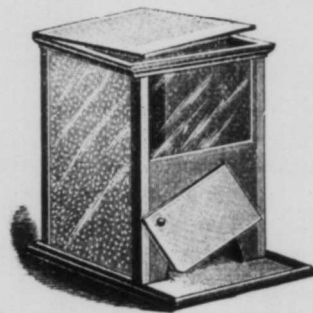
was put on the market. The tedious soaking necessary and the low quality of a great deal of the tapioca sold kept it in the background as a food article.

The introduction of "Minute Tapioca" changed all this, and people everywhere who would not touch the old tapioca are our most enthusiastic customers. "Minute Tapioca" requires no soaking, is absolutely pure and very delicious.

Whitman Grocery Co.

ORANGE, MASS.

Get it of your wholesaler or direct.



MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by

JOHN E. MARSHALL

118 Commercial St.,

Boston.

D. H. RENNOLDSON,

Agent in Montreal.



ENAMELLED MEASURES

In ½ pt., 1 pt., 1 qt., 2 qt. and 1 gal. sizes.

GOVERNMENT STAMPED



Superior

to Measures made of Tin, Wood or Copper. Easily cleaned and will not Rust or Corrode . . . .

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER



**FOR SALE**

A GROWING BUSINESS

**Groceries and Crockeryware**

In a prosperous town on Main Line C.P.R., in British Columbia. Annual turnover over \$20,000. Good reasons for selling. Apply to K.A.M., CANADIAN GROCER, Toronto. (40)

**3c. profit each.**

Is it better to sell 10 packets at a profit of 4 or 5c. each and then have your customer's bird die; or is it better to sell a food which keeps a bird in health and active appetite for years, devouring, say 30 or 40 packets at 3c. profit each? Many birds fed on Cottams Seed and Bird Bread (six patents) live to eat hundreds of packets.

All wholesalers.

**DAWSON & CO.**

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS,  
32 WEST MARKET STREET  
TORONTO.

**FRUIT**

Large quantities are now being handled by

**MCWILLIAM & EVERIST**  
WHOLESALE COMMISSION MERCHANTS  
25 and 27 Church street,  
TORONTO, ONT.

Consignments promptly and carefully handled.  
All orders receive our best attention.

Telephones:—Office, 645. Fruit Market, 2746.

PURE

**LARD**

.. OF THE ..

Best Quality.

Special  
Prices  
This  
Week  
Get  
Our  
Figures.

IN  
5 TUB  
AND  
15 PAIL  
LOTS.

**F. W. FEARMAN - HAMILTON**

Extra Fancy Maiori and Sorrento  
Lemons. Finest Bananas. Cali-  
fornia Bartlett Pears. Crawford  
Peaches, Plums, Grapes.

for future delivery from jobbers here on a steady basis, and considerable enquiry is also noted for vegetables. As a general thing, the tendency of all values is steady. We quote as follows: Tomatoes, 80c.; corn, 60 to 80c.; peas, 80c.; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.40 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, 3's, 95c.; gallons, \$1.65 to \$1.75; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37 1/2 to \$1.40; Lowe Inlet, \$1.30, in tall tins; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.30; lobsters, \$11 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

DRIED FRUIT.

The currant market continues much the same as it was last week, except that old stock on spot is held rather firmer, as there is little or none of it to be had now. Sales of Provincials in barrels have been made at 5 1/4 to 5 1/2c., and other packages are firm in proportion. Cables from Patras report nothing new since the decline of 6d. reported last week.

In Valencia raisins the firm feeling noted last week continues, and it is understood that some large contracts have been put through since last report for shipment via the second direct steamer. Values for stock on spot range from 4 1/2 to 5c. for off-stalk, according to quality.

The firm tendency noted previously on California raisins continues and the market is active and strong.

California prunes continue strong at the advance quoted last week, and it is difficult to get orders for the large sizes confirmed on the Coast. French prunes continue firm abroad also.

California evaporated apricots are strong, prices running up to 10c., while peaches at the Coast are scarce and prices nominal at 10 to 11c., duty paid.

NUTS.

There is little to report in this market. We quote: Grenoble walnuts firm at 11 to 12c.; do. shelled, 20c; Brazils, 11c.; almonds, 10 to 10 1/2c.; do shelled, 17 to 18c.; filberts, 8 1/2 to 9c.; peanuts, 7 to 9c.; pecans, 9 to 10c.

DRIED APPLES.

There has been no change in these, business ruling quiet, but prices being very

**HUGH WALKER & SON**

Wholesale Commission Merchants

GUELPH, ONT.

**WINE**

Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.

\$2.50 per case; 80c. gallon.

THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

**BROCK'S BIRD SEED**

is the standard by which all good bird seeds are judged. To say it is equal to "Brock's" is the highest praise that can be bestowed. 1-lb. 1/2-lb. pkts. All wholesalers. See you get it.



NICHOLSON & BROCK - TORONTO

**E. T. STURDEE**

Mercantile Broker,  
Manufacturers' Agent,

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

**EGGS AND BUTTER**

Strictly fresh eggs are selling at 13 to 14c. Held stock 12c. Choice butter scarce and good prices can be realized. Correspond with

**THE WM. RYAN CO. LIMITED**

70 and 72 Front St. East. TORONTO

**S. K. MOYER,**

COMMISSION MERCHANT

Wholesale Dealer in...

Oysters, Finnan Haddies, Fresh and Frozen Fish, Oranges, Lemons, Almeria Grapes, Cranberries and Dates

76 COLBORNE ST.,  
TORONTO, ONT.

**Smoked Hams**

are scarce with other packers. For ten days we will give special inducements in barrel lots. Write for prices.

**D. GUNN, BROS. & CO.**

Pork Packers and Commission Merchants,  
TORONTO, ONT.

CANADIAN Peaches, Pears, Plums  
Apples, Tomatoes, Huckleberries, etc.

Large shipments arriving daily. Sold at lowest price, and all orders promptly and carefully executed.

firmly held at 3 to 4c. for dried and 6c. for evaporated.

#### APPLES.

Receipts of apples are still light and prices steady at \$2 to \$3 per bbl.

#### GREEN FRUIT.

Receipts of all kinds of Canadian fruits have been heavy during the week, but the market has absorbed all the offerings with surprising promptitude considering their quality. Lemons have been in larger offering this week, and prices are somewhat lower. Bananas are cheaper for the same reason. Canadian pears are easier under heavy supplies, while peaches have sold steady, as receipts were not exceptionally heavy. The same can be said of plums and grapes. Quotations to-day are: Peaches, 30 to 40c.; plums, 20 to 30c.; pears, 15 to 30c., and grapes, 17 to 25c. per basket; bananas, 40c. to \$1 per bunch and lemons \$1.50 to \$3 per box.

#### COUNTRY PRODUCE.

**EGGS**—There was no change in the situation of the egg market. The demand continues good from local buyers for small lots, and further sales of new laid were made to-day on export account. We quote: New laid, 17 to 18c. and choice candled stock at 13½ to 14c. per dozen.

**BEANS**—In beans a fair amount of business was done, and prices rule firm at 70 to 80c. for prime, and 90c. to \$1 for choice hand picked per bushel.

**HONEY**—The demand for honey is still limited. White clover comb is offering at 10c. and dark at 7c.; bright extracted at 6½ to 7c., and dark at 4 to 5c. per lb.

#### PROVISIONS.

In provisions a good steady trade is reported, and the tone of the market is firm. We quote as follows: Canadian pork, \$15 to \$16 per bbl.; pure Canadian lard, in pails, at 7 to 7½c., and compound refined at 5¼ to 5½c. per lb.; hams, 12 to 14c., and bacon, 12 to 13c. per lb.

#### FLOUR AND MEAL.

There was a decided improvement in the demand for flour from foreign buyers this week, and a large business is expected. Locally there was a better demand. We quote as follows: Winter wheat patents, \$5 to \$5.25; straight rollers, \$4.85 to \$5, and in bags, \$2.25 to \$2.35; best Manitoba strong bakers', \$5.25 to \$5.50; second do., \$4.75 to \$5, and low grades, \$2.90 to \$3.15; Hungarian patents, \$5.65 to \$5.90.

The tone of the feed market is firm, with a good demand. We quote: Manitoba bran, bags included, \$11.50 to \$12.50, and shorts \$12.50 to \$13.50 per ton.

The demand for meal is slow, and the market is quiet but firm. We quote: Rolled oats, \$3.40 per barrel, \$1.65 per bag;

standard meal, \$3.30 per barrel and \$1.60 per bag.

#### BALED HAY.

There was no change in hay, the demand being fair at steady prices. We quote: No. 1, \$11.50 to \$12.50, and No. 2, \$9.50 to \$10.50 per ton in car lots on track.

#### CHEESE AND BUTTER.

The cheese market was without any important change. The demand for western goods was slow, and business, on the whole, was quiet at steady prices. We quote: Finest Ontario cheese, 9¾ to 9¾c.; finest Townships cheese, 9½c.; finest Quebec cheese, 9¾c.

The demand for butter was confined principally to the wants of the local trade, consequently the market was quiet and prices have an easy tendency. We quote: Finest creamery, 19¼ to 19½c.; seconds, 18½c.; dairy butter, 12½ to 13c.

#### MONTREAL NOTES.

There have been further strong advices regarding the strength in California raisins this week.

Advices on prunes are equally strong, prices being ½c. higher than they were eight days ago.

Large orders for Valencia raisins for shipment by the second direct steamer have been cabled this week at an advance.

#### NEW BRUNSWICK MARKETS.

##### OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Sept. 23, 1897.

**T**HE Exhibition has been the feature of the week. The weather has been good and large numbers of people have been in the city. While the wholesale men have had very many of their customers call on them, they havenot, as a rule, left large orders, travelers keeping them well stocked. There are many advantages to be gained from the intercourse. The Exhibition itself was much enjoyed by all. The presence of Sir Wilfrid Laurier, Sir Louis Davies, Hon. J. Israel Tarte and the Hon W. S. Fielding on the opening day added much to the interest. The exhibits from Ontario were a feature of the show, and we feel sure they will find good results will follow.

In markets there has been less change noted than for some time past. Cream of tartar has shown quite an advance. Dried fruits occupy considerable attention. New raisins, canned salmon and tea arrived freely this week.

**OIL**—At this season there is but little change from week to week. Sales of burning oil are large. In non-freezing cod liver

oil the druggists are buying at very low prices. The very low price of Norway oil is affecting the sale of Newfoundland, though the latter oil is particularly good, and is quoted lower than the Norway article. We quote: Best American burning oil, 17½ to 18½c.; Canadian water white, 16 to 17c.; Canadian, prime, 14 to 15c.

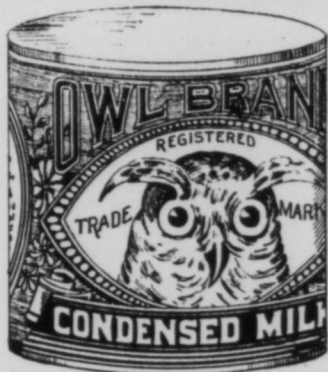
**SALT**—There is not much demand, but stocks are not large. There is, however, considerable Liverpool coarse salt on the way. Prices ex store are firmly held. This is a large salt market in Liverpool coarse. There is but little change in price from time to time, except as freights may alter. We quote: Coarse, 47 to 50c.; Liverpool factory-filled, 85c. to \$1; Canadian fine, 90c. to \$1 per bag.; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.; rock salt, \$5 to \$6 per ton.

**CANNED GOODS**—All prices are held firm. New salmon are now being received. This is the weak spot in canned goods. As first cost was about 20 per cent. below last year quite a few old are carried over. Some two or three grades of fish are offered, so quality as well as price should be considered when buying. Flat tins are offered more freely than last season. Market is almost bare of tomatoes and full prices are obtained. Lobsters are so scarce as hardly to be a factor. We quote: Corn, 70 to 75c.; peas, 80 to 85c.; tomatoes, 95 to \$1; gallon apples, \$1.80 to \$1.85; corned beef, Canadian, \$2.40 to \$2.50; American, 2-lb. tins, \$2.60 to \$2.70; 1-lb tins, \$1.40 to \$1.60; oysters, 2's, \$2.10 to \$2.20; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.75 to \$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.50 to \$2.75; salmon, \$1.15 to \$1.25; lobsters, \$2.50 to \$2.60; haddies, \$1.15 to \$1.25; clams, \$5 for 4 doz; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$6 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

**GREEN FRUIT**—The sale has quite changed now. The fruit offered is all Canadian, or almost so, while a few weeks ago it was almost all California. Except grapes, there is but very little California fruit now offered, and they are not large sellers. In oranges there are very few here. California will be the next on the market. Lemons are rather easier in price, with quite a wide range in quality. Canadian fruit has been plentiful, and a good deal has spoiled on dealers' hands, particularly plums and peaches. Prices have been low, it being necessary to push sales. The peaches are but fair, being mostly small. The pears bring fair prices. In Nova Scotia fruit sales are poor. The pears can hardly be sold,



# THERE IS SOME SATISFACTION



in selling an article that secures the confidence of your trade, especially if at the same time the article pays you a good profit. there is no better way for you to satisfy yourself about the quality of

## OWL BRAND CONDENSED MILK

than to try it at your own home. Then decide for yourself. It is excelled by none.

**Canada Milk Condensing Co., Limited,**  
**Antigonish, N.S.**



### The Club Coffee

Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing*? Write

**Ewing, Herron & Co.**  
 Coffee and Spices  
 Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

# TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. + Once Tried Always Used.

**BALFOUR & CO., HAMILTON**

## Lytle's List of Relishes

Includes . . .

Orange Marmalade  
 Jams and Jellies Made from Finest Fruits  
 Pickles, Sauces and Catsup

and grocers who handle them find there's profit in doing so.

Send a trial order to

**T. A. LYTLE & CO.**  
 Vinegar Manufacturers, TORONTO

## Young Hysons

NEW SEASON'S TEAS

Great Value in Ping Sueys and Low Grade Moyunes

**WARREN BROS. & CO.**  
 TORONTO.

**Extra Choice  
 Hams Bacon  
 Pure Lard  
 Mess Pork**

**PARK, BLACKWELL & CO. Limited**  
 Pork and Beef Packers,  
 TORONTO

## AYLMER

"HONEY DROP"

## CORN

The choicest Corn on the market.

Now in store.

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

## "How to sell Coffee"

. . . BUY . . .

# Excelsior Blend

It sells itself, because it excels the others. Highest grade MOCHA and JAVA. Satisfaction guaranteed.

**Todhunter, Mitchell & Co.**  
 TORONTO

## Ivory Bar Soap

THE BEST MADE

and the apples so far received are poor in quality. New Brunswick apples have a good demand, and where quality is good bring full figures. The banana season is about over. We quote: Lemons, \$4 to \$5; oranges, \$4.50 to \$5; bananas, \$1.50 to \$2; Bartlett pears, per bbl., \$3 to \$4.50; tomatoes, 75c. to \$1 per crate; cucumbers, \$1 per bbl.; apples, \$1.50 to \$2.50 per bbl.; N. B. apples, \$2 to \$2.25; grapes, \$1.50 to \$2.50 per crate; Ontario plums, 50 to 60c.; do grapes, 25 to 40c.; Nova Scotia pears, \$1 to \$1.50 half-bbl.; do apples, \$1 to \$2.

**DRIED FRUIT**—New raisins are now plentiful. The Valencias to hand, while showing quite a range in quality, are ahead of last year. Stocks are not large, and prices are firmly held. The Denia market is hardly as high. Quite a few orders have been given for Malaga loose muscatels. In California raisins prices asked are still high, but late advices point to lower figures. They are too high for this market, and so far no sales have been made. Currants are firmly held. There begins to be enquiry for new evaporated apples, but prices asked west are considered too high. Stocks of old here are very light, and quotations are firmly held. Dried are ruling higher. Onions now in the market are Canadian; prices are rather lower than the American were held at. We quote as follows: Raisins, Valencias, new, 5¼ to 6c.; California L. M. 3-crown, 7 to 7¼c.; London layers, \$1.75 to \$2; currants, cases, 5¼ to 6c.; bbls., 5¼ to 5½c.; cartoons, cleaned, 7¾ to 8c.; bulk, cleaned, 6½ to 7c., prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples 3½ to 4c.; evaporated apples; 6 to 6½c.; onions, \$2.50 to \$2.75 per bbl.; cocoanuts, \$3 to \$3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6¾ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 7¾ to 8c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

**SUGAR**—There is a steady sale. Prices are firmly held, but show no advance. Stocks are still quite large here, but chiefly granulated. We quote: Granulated, 4¼ to 4¾c.; yellows, 3¾ to 3¾c.; Paris lump, 5½ to 5¾c.; powdered, 5¼ to 5½c.

**MOLASSES**—Porto Rico, which has best demand here, is at least no higher. The late arrivals have somewhat relieved the otherwise short market. Barbadoes molasses is still offered low, though quite firmly held. There is a better enquiry for New Orleans; stocks very light. We quote: Barbadoes, 23 to 24c.; Porto Rico, 27 to 29c.; New Orleans, barrels, 25 to 28c.; Antigua, 22 to 23c.; syrup, 36 to

38c.; St. Croix, 20 to 22c.; Demerara, 33 to 34c.

**DAIRY PRODUCE**—Eggs continue to be quite scarce, and sell freely at quotation. Cheese we quote rather higher. Our market has been very slow to respond to the advance. Demand is rather better. Our factories, or at least the larger ones, are well sold up, having sold freely for export. Butter is still a drag. Creamery is rather too high to have much demand. We quote: Dairy butter, 15 to 17c.; creamery, 18 to 22c.; prints, 20 to 22c.; cheese, 10 to 10½c.; eggs, 12 to 13c.

**FISH**—In pickled herring a few large fish have been received, and prices are held quite high. In Grand Manan the advanced prices are firmly held, but higher prices not looked for. Dried cod is being more freely received and prices are quoted a little lower. Smoked herring is still low. The new bring rather better prices than the old. Dry pollock are firmer. We quote as follows: Large cod, \$3 to \$3.15; medium, \$2.90 to \$3; pollock, \$1.30 to \$1.35; bay herring, \$1.50 to \$1.60 per half-bbl.; smoked, new, 6 to 7c.; shad, half-bbl., \$4.50 to \$5; boneless, 2½ to 4c.; cod, 6 to 6½c.; Shelborne, half-bbl., \$1.90 to \$2; Canso, per bbl., \$5.50; do. half-bbl., \$3.

**PROVISIONS**—American hams and bacon are still being received. They are well liked. Very few rolls selling. Lard is held firm and shows a good demand. Mess pork is scarce and firm; also plate beef. Very little ex. plate is now sold here. Clear pork holds its own. We quote: Clear pork, \$14.50 to \$15; mess, \$13 to \$14; plate beef, \$14 to \$14.50; hams, 13 to 13½c.; sides, 12 to 13c.; pure lard, 7¼c.; compound, 6½ to 6¾c.

**FLOUR, FEED AND MEAL**—Flour shows no advance; in fact, Ontario is rather easier. Not much change is expected. There is a good demand. Oatmeal and oats are rather firmer. Cornmeal is quoted a little lower this week. There is large sale. Feed shows improved demand even at the higher prices asked. Beans are firmly held. Barley is marked up. Split and blue peas are higher and hard to get. Hay is easy. We quote: Manitoba flour, \$6.25 to \$6.35; best Ontario, \$5.40 to \$5.50; medium, \$5.25 to \$5.35; oatmeal, \$3.65 to \$3.75; cornmeal, \$2.15 to \$2.20; middlings, car lots, in bulk, \$15.50 to \$16; bran, do, \$14 to \$14.50; hand-picked beans, \$1.20 to \$1.25; prime, \$1 to \$1.10; oats, 34 to 36c.; hay, \$11.50 to \$12.50; barley, \$3.10 to \$3.20; round peas, \$1.25; split peas, \$3.25 to \$3.30; yellow eye beans, \$1.75; timothy seed, Canadian, \$2 to \$2.25; do. do., American, \$1.75 to \$2; clover, 8¾ to 9c.; alsike, 8½ to 9c.

## ST. JOHN NOTES.

The firm of Morgan & Bent, Amherst, has been dissolved.

J. E. Whittaker & Co. have a new factory at Hampton for the manufacture of stamped tinware.

Geo. H. White has bought out the business of John S. Trites, Sussex, who, owing to ill-health, has had to retire.

The clearing house transactions for the last three months show a balance of \$836,893 in favor of the three months' period of 1897 against that of 1896.

During the last week in August over 400 hogsheads of small herring were shipped from Back Bay, Charlotte county, to Eastport. They brought about \$3 per hogshead.

Ontario fruit has been very plentiful this week. Beside that received by the wholesale dealers, McPherson Bros., one of our larger retail firms, received a full car.

THE CANADIAN GROCER regrets to report the serious illness of Mr. I. C. Bowman, one of our best known brokers. Ernest Barbour, who is with his father, Geo. L. Barbour, wholesale grocer, is also very sick.

T. Rankine & Sons, biscuit manufacturers here, had their office broken into and upward of \$400 in cash and upward of \$15,000 bonds, deeds, etc., stolen. This is the most serious robbery which has taken place here in years.

C. & E. Macmichael, the wholesale agents of Knox's gelatine, are feeling the effect of Miss Hattie Noos' visit to our Exhibition, where she showed the superior quality of these goods to all interested, and compelled their acknowledgment of the same by the excellent jellies she served to all.

"Surprise" soap had one of the leading displays at our Exhibition, a leading feature of which was the display of the premiums they give for so many wrappers and so much cash. This soap, on account of its continued good quality, has for years had the best of the laundry soap trade of the city.

## PERSONAL MENTION.

Mr. Harry A. Hunter, of Durham, is now occupying a lucrative position with a large firm of brokers in Minneapolis, Min.

Mr. J. C. Stewart, managing editor of The Maritime Merchant, Halifax, has been spending a few days in Toronto. He was accompanied by Mrs. Stewart and returned home on Tuesday.

## WANTED

Manufacturers Agent. An active, energetic man in each of the following cities: Toronto, London, Hamilton, Ottawa, Quebec, St. John N. B., Halifax, N. S., to push a staple line of English goods. Must have a good connection with the wholesale and retail trade. A man operating other agencies preferred. Address with particulars and references to Box 8, CANADIAN GROCER, Montreal. (39)





# EAST INDIA PICKLES

**PIQUANT  
APPETIZING  
DELICIOUS**

There are none other so nice.

Ask your wholesaler.

**A. E. RICHARDS & CO.,** Agents, **HAMILTON.**



When dinner time comes and baby is cross, how happy for mother to know that Heinz's Baked Beans with Tomato Sauce are prepared in a minute or so. Grocers should push them.

Other Popular Specialties

**SWEET PICKLES  
INDIA RELISH**

**TOMATO CHUTNEY  
TOMATO KETCHUP**

ETC.

For sale by

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

**MEDALS--**  
PARIS  
CHICAGO  
ANTWERP  
ATLANTA, Etc.

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



### TRADE CHAT.

**C**HILD & LANDER, Regina, are having alterations made in their establishment to increase their facilities for pork packing.

The Aylmer Canning Co. put up over 220,000 cans of corn last week.

The London Oil Co., Limited, has been incorporated with a capital of \$3,000 in \$50 shares.

The London correspondent of The Trade Bulletin says there is not enough Canadian bacon on the market.

The potato crop in Waterloo county this year is almost a failure. Owing to the wet weather the greater part is rotted.

A large army of beanpickers are kept busy at the warehouses around Rodney, where large shipments of beans are being made.

Mowat & Co., who keep a departmental store at Napanee, are offering to compromise at 35c. on the dollar. Liabilities are said to be \$30,000; assets, \$20,000.

The Assessment Commissioners of London have prepared a table of the population of the city, which shows a net increase of 1,153 in population since the assessors last went their rounds.

The statement has been made in connection with the game report that the season for shooting quail opened on the 15th inst.

This statement is erroneous, as the close season for quail does not close until the 15th of October. A prominent sportsman states that at the present time the younger broods of quail are not yet fit to be slaughtered, and that it will be in the interests of true sport if the quail are let alone until the 15th of October, as the law calls for.

While the outlook for the onion crop in the United States some few months ago gave promise of a good yield, the opinion now prevails that this commodity will be much lighter than for several seasons.

The large general store of Peck & Co., Essex Centre, was burned out in July last, and a stock of considerable value was destroyed. In all, about six insurance companies had risks on the property, and they appointed an appraiser, who, with two more, representing Mr. Peck and others interested in the estate, were to fix the award. The amount decided upon by the appraisers was between \$10,000 and \$11,000, but the company's appraiser appeared unwilling to sanction the payment of this amount, and up to the present time Mr. Peck has not got a cent of his insurance.

H. P. Eckardt & Co. are daily receiving fine lines of Japan teas.

H. P. Eckardt & Co. report increasing demand for "Diamond Crystal" salt.

### CHEESE MEN CONFER.

The directors of the Eastern Butter and Cheese Association, including President D. Derbyshire, of Brockville, and Secretary G. F. Murphy, of Elgin, met at the Rossin House, Toronto, Wednesday. A resolution was passed that all factories making cheese should be asked not to manufacture after the last day of October in each year in order to provide against a deterioration of quality, such as is sometimes found in winter products. It was also resolved to meet in Lindsay on January 11-13 next year.

### MONTREAL GROCERY CLERKS.

The Montreal Retail Grocery Clerks' Association held their annual dramatic entertainment Tuesday evening, Sept. 21, in the Monument Nationale Hall. The association were successful in having a full house, and all seemed to enjoy the performance. There was a series of nine tableaux taken from incidents that occurred in the reign of Louis XIV. The music was supplied by Le Cercle Jeanne d'Arc. They gave some selected French airs between acts. The association was formed in 1893, and in 1894 turned into a benefit society.

H. P. Eckardt & Co. have a line of fine jams and marmalade in glass and pails.

**HINTS TO BUYERS.**

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

**C**ANNED goods of every description and brand are now offered by Laporte, Martin & Cie. They state they can quote at close figures.

The Eby, Blain Co., Limited, have new season's Malaga raisins in stock.

The Davidson & Hay, Limited, are delivering "Flag Ship" brand of new season's canned salmon.

"Clover Leaf" salmon, new pack, talls and flats, is in store with the Eby, Blain Co., Limited.

"Do you want chipped beef in pounds and halves? If so, write us."—Lucas, Steele & Bristol.

Choice dust in 1-lb. packets is being offered by Lucas, Steele & Bristol. They also have Kiji Japan in same style.

Japan teas, bought at the lowest point, are offered at prices below present market values by the Eby, Blain Co., Limited.

Barateria shrimps, large and small sizes, are in store with Lucas, Steele & Bristol. Also assortment of Liebeg's extracts.

The Eby, Blain Co., Limited, have in stock the finest quality canned mackerel, supply of which is exceedingly limited.

W. H. Gillard & Co. have some excellent lines of Japan teas, high and medium grades, well worth the attention of buyers.

The Eby, Blain Co. report a steady demand for Bendsorp's "Royal Dutch" cocoa, for which they are sole agents for Toronto.

Laporte, Martin & Cie. report large sales of raw sugars during last week. They have but little left in stock, which will be quoted low.

W. H. Gillard & Co. have in stock a few boxes of old selected Valencias, in prime condition, which are offered low to the trade.

Rutherford, Marshall & Co. are buying tons of light honey in 60-lb. tins. Holders of honey will do well to correspond with them.

The Davidson & Hay, Limited, report they were the first Toronto firm to receive Valencia raisins this season; also Malaga raisins.

Perkins, Ince & Co. are in receipt of another shipment of Young Hysons. A shipment of scented orange Pekoe is also to hand.

Lucas, Steele & Bristol are offering their well-known brands of molasses, "Tiger"

and "Bargain," in barrels and halves. They also offer exceptional values in sugar syrups.

W. H. Gillard & Co. advise the trade that they are showing a very superior line of pickling spice, which is bound to give satisfaction.

Warren Bros. & Co. report they have some special values in Young Hyson (low, medium and extra first-grades), and Ceylons and Japans.

D. Gunn, Brothers & Co. say that just lately they have received numerous letters testifying to the excellent qualities of their sugar-cured hams.

Pickle season is here again, and T. A. Lytle & Co. find orders for their white wine vinegar coming in almost more rapidly than they can fill them.

The Davidson & Hay, Limited, have large supplies of new season's Young Hysons, which they report having bought when the market was low.

Any tea dealer who has not yet tried Laporte, Martin & Cie.'s "Victoria" or "Princess Louise" Japan teas should do so at once. It will pay them.

D. Gunn, Brothers & Co. report an active demand for butter, and say that they will be pleased to hear from any persons who have any choice lots of dairy tubs to offer.

The demand for butter on both local and shipping account is brisk. Rutherford, Marshall & Co. say that they will buy in either large or small quantities, or receive on consignment.

Warren Bros. & Co. report that the demand for "Butter Fly" Japan tea has exceeded the supply, notwithstanding that their purchases this season were double those of last. The straight leaf of this brand is put up in two and four pound packages, while the siftings are in one pound packages and in bulk. The firm was disappointed in not getting the new bright label for the facing of the bulk packages of the first shipments, but arrangements have been made whereby they will accompany the second shipment.

**TOMATOES IN THE STATES.**

While there seems to be in some quarters a disposition to bear the market for 3-lb. tomatoes, and some low quotations have been put out, dealers who have predicted higher prices appear to be backing their opinion by purchasing everything of good quality they can find at shadings on spot prices. Quite a few goods, said to be of Baltimore city packing, have been turned down when tendered as deliveries because of poor quality, it is reported. A lot of 5,000 cases Jersey sold on spot late yesterday at \$1, and an equal quantity of Marylands at 80 to 82½c. f.o.b.—N.Y. Journal of Commerce.

**THE QUEEN CITY OIL CO. LTD.**

SAMUEL ROGERS, President, TORONTO.

See that you get the genuine brand. Boston Coach Oil, Harness Oil, Sewing Machine, Bicycle, Lantern and Gun Oil, Hoop Ointment, Axle Grease, Paraffin Wax Candles, Electric Light and Granite Candles, Cochin Candles, Christmas Candles, Plain and Decorated, Cordova Wax Candles. Enquire for prices.

Use **PEERLESS OIL** for Machinery.

**ROYAL JUBILEE OIL**

Is the Best Burning Oil in the Market.

**ROYAL OIL COMPANY**

SOLE MANUFACTURERS

Geo. Anderson, Manager.

Toronto

**CANADA'S CANNED FISH**

**SARDINES**, Oils, Mustard, Tomato, Spiced  
**CLAMS**  
**CLAM CHOWDER**  
**SCALLOPS**  
**FINNAN HADDIES**  
**SEA CHICKENS**

Sales have doubled this season. They will keep for years. Every can guaranteed.

**JOHN SEALY**

SAINT JOHN, N. B.



**HELLO !!! YES,**  
Certainly we sell  
**"WHITE MOSS"**  
**COCOANUT**

Everybody is asking for it, 'tis so fresh and tender. Sells so quickly. The Ladies prefer it to any other. Try it and be convinced of its superior quality.

Manufactured **ONLY** by...

**Canadian Coconut Co.**  
(J. Albert McLean, Prop.)

**MONTREAL**

**Buy Concentrated****VINEGAR**

We claim a saving of 20 per cent. and a vinegar superior to any other brand.

**Awarded Three Gold Medals.**

Put up in demijohns and bottles, (smallest package contains 1 gallon) One gallon will make 23 gallons of vinegar that will keep pickles in prime condition.

Read the Dominion Analyst's Report in last week's issue. Ask other vinegar manufacturers to have their goods analyzed, (compare reports and buy the best).

Write for prices and full particulars of contents of different sized cases.

**GRAPE WINE VINEGAR CO.**

25 Front St. West

Sole Manufacturers.

**TORONTO**



# CANNED GOODS

Your choice amongst the following brands of :

## Corn, Peas and Tomatoes, viz.,

"Log Cabin"	"Perth Canning Co."
"Little Chief"	"Delhi Canning Co."
"Lakeport Preserving Co.," etc.	

## CANNED FRUITS, such as

Apples	Plums	Cherries
Strawberries	Peaches	Blueberries
Raspberries	Pears	of following packers :

"Simcoe,"	"Log Cabin,"	"Bowlby,"	"Delhi,"
"Little Chief,"	"Windsor,"	"Dunmore,"	etc.


Our stock of **CANNED SALMON** will not fail to call your attention, with such brands as . . . . .

"Horse Shoe,"	"Clover Leaf,"	"Victoria,"
"Flag Ship,"	"North Star,"	"British Columbia,"
also "Empress" in 1/2 flat tins.		

Our prices are always right---TRY US!

# LAPORTE, MARTIN & CIE.

Wholesale Grocers

 MONTREAL

**MANITOBA MARKETS.**

WINNIPEG, Sept. 23, 1897.

**T**HE present position of wheat in the country is that the farmers are storing and not selling, hoping for better prices. Threshing has been a little disappointing, the yield not being quite as much as expected. The sample continues very fine. Prices in the country are maintained fairly well, notwithstanding a falling market, the price generally being a little higher than outside markets warrant. Trade generally is about where it was last week—good steady demand in all staple lines of supplies. In the grocery trade there have been three changes of importance during the week. Prince of Wales chewing tobacco (the one principally used here) has advanced a cent per pound; this is due, it is claimed, to a better understanding of the new tariff regulations. The second feature is the drop in Eddy's matches from \$3.60 for "Telegraph," \$3.40 for "Telephone" and \$3.25 for "Tiger." In the dried fruit trade there is a marked scarcity of prunes.

**BUTTER**—Creamery, very little in country; price, 20 to 21c. per lb. Dairy in small demand at 13c.

**CHEESE**—Prices and market firm; high prices are being paid at factories to secure balance of the season's make; price, 8½ to 9c.

**EGGS**—This market is also firm and 14 to 14½c. is the price this week.

**CURED MEATS**—Prices continue firm, and stocks are well cleared up. Smoked hams, assorted sizes, 12½ to 13c.; breakfast bacon, bellies, 12 to 12½c.; ditto, backs, 10½ to 11c.; short spiced rolls, 9½ to 10c.; shoulders, 8½ to 9c.; smoked long clear, 9½ to 10c.

**VEGETABLES**—Potatoes, 25c. per bushel. Tomatoes are abundant and the prices lower, the amount of local product offering being exceptionally large.

**GREEN FRUIT**—Market very brisk. Crab apples are certainly going to be very scarce. Wires from Washington Territory stated that large part of crop has been destroyed

by storms. Plums and peaches continue to come in freely. First car of Ontario grapes arrived Saturday and are reported in first-class condition. Prices are as follows: Bananas scarce at \$2 to \$2.50 per bunch; California lemons, \$5 to \$5.50 per box; tomatoes, \$2.50 per bushel basket; Pacific Coast plums, \$1.25 to \$1.40 per 4-basket crate; California peaches, \$1.25 to \$1.40 per case; Washington and Oregon pears, \$1.75 to \$2 per box; apples, \$3.75 to \$4.25 per barrel, Southern grapes, 50c. per 8-lb. basket; California grapes, \$3 per crate for Tokays, and \$2 to \$2.50 for Muscats.

**CIGAR MANUFACTURERS MEET.**

**T**HE Dominion Cigar Manufacturers' Association, an organization which was formed in May last, in response to a letter addressed to all Canadian cigar manufacturers, looking to an amalgamation for the mutual protection and welfare of the cigar industry, held its first annual convention in Montreal this week.

In his opening address on Monday the president, Mr. J. Bruce Payne, Granby, said he looked with confidence to the future of the association and the ultimate good which it would as an organized force be able to accomplish. One thing which he conceived they would seek to press upon the Government was the necessity of a change in the standard weights. What was required was the imposition of a tax on the actual weight of the tobacco and not on the moisture, which it might have absorbed while in the store. He refuted the statement that the object of the association was to lay down rules so that each member of the association would do business in a certain way. The objects of the association were concerned with broader matters whereby the interests of the whole trade were involved.

Much dissatisfaction prevails among the trade in regard to the method of levying the duty on raw leaf tobacco, and they decided to demand from the Government that a duty of 10c. a pound on raw leaf tobacco be col-

lected upon standard weight, as now compiled by the Inland Revenue Department.

The question of securing a rebate on cuttings exported out of Canada was also considered, and it was decided to "request and demand that the Government allow the cigar manufacturers, who are working in their factories imported tobaccos solely, a rebate of 10c. a pound, less 10 per cent. on all leaf cuttings containing no stems, when exported from Canada."

By a further resolution it was decided to ask the Government to take more stringent measures to prevent the smuggling of tobacco and cigars now going on.

The association as a body was in favor of a new insolvency law.

An interesting paper dealing with the fraudulent practices carried on in the cigar business in substituting inferior cigars under the seals of good brands, and the methods to be adopted to prevent this, was read by Mr. E. N. Curzon. He advocated a system of stamping the wrapper of the cigar itself as the surest and best way of putting a stop to such deceptions.

**MANITOBA APPLES.**

As beautiful an apple as was ever plucked from a tree in Ontario or anywhere, was brought into The Free Press office. It was of a delicate rosy tint, large in size and firm in texture. That such an apple could have been grown on a Manitoba farm without special culture or protection is most surprising. The fruit was grown in Manitoba by Mr. J. Uniak, of Rathwell, and the tree is nicely loaded with fruit. The tree is a dwarf of the Duchess of Oldenburg variety, purchased a few years ago from an eastern nursery. The only protection the tree had was what was afforded by a group of Manitoba maples. That the apple should mature its fruit is all the more noteworthy when all small fruits were killed this spring by the late frosts. Apples have now been successfully grown in three parts of the province, Portage la Prairie, Gladstone and Rathwell, and there can be little doubt but that in a few years Manitobans will be growing apples generally. There was some difficulty in growing apples in certain parts of Ontario, when the country was first settled, which has now disappeared. There is no reason why in the case of Manitoba history should not repeat itself.—Free Press, Winnipeg.

**N. O. MOLASSES**

Only 53 barrels fine  
N. Orleans Molasses  
left. . . . .

This little lot will be closed out at the old price, regardless of the advance in the value of all molasses. . . . .

Get our samples and our prices.

**L. CHAPUT, FILS & CIE.**

**MONTREAL**





## “SEAL BRAND”

Coffee is the business **BACK LOG** of thousands of successful grocers.

MONTREAL  
BOSTON  
CHICAGO

CHASE & SANBORN

### A LITTLE OUT OF THE USUAL.

THAT the circulation of THE CANADIAN GROCER is of value to its advertisers must be most pleasantly recognized by one of our oldest patrons, viz., The Tillson Company, Limited, of Tillsonburg, Ontario.

In our issue of August 27th we published a letter from one of the commercial agents of the Canadian Government, C. E. Sontum & Co., Christiania, Norway, in which it was stated that while that country imports a great part of its breadstuffs from the United States there has been a steadily increasing demand for the Canadian rolled oats made by the Tillson Company and sold under the registered trade mark “Pan-Dried Rolled Oats.”

Their remarks are the more interesting in view of the fierce competition existing among the various manufacturers of rolled oats, and, further than this, it goes to show that Canadians are not allowing the grass to grow under their feet when it comes to a question of all-round highest quality in this cereal.

Our readers will remember that the Tillson Company have hammered away persistently through the columns of THE GROCER at one fact, which they have always claimed was of vital importance in the preparation

of rolled oats, and that is their method of pan-drying every pound of oats that enters their mill. They have always claimed—and we believe they have backed up every statement—that pan-drying brings out the natural flavor of the oat better than any other process possibly can do and also imparts a rich, nutty flavor alone peculiar to their process.

The editor of THE GROCER well remembers another point strongly impressed upon his memory in a visit to this mill some years ago, viz., the extreme care manifested that there should be absolute cleanliness in the manufacture of their cereals.

The Tillson Company is to be congratulated upon this endorsement, coming as it does from a point so remote, and showing from a competitive point of view that they have so far out-distanced in quality all preparations of the kind.

### A BUSINESS MAN'S VIEW.

Editor GROCER: Your article entitled “No More Humiliation” is a very timely one and quite to the point. It is to be hoped the Government of this Dominion will act on the lines mentioned by you. There is no doubt that Canada has in the past held out the olive branch too often, and our people have been placed in very humiliating positions by the actions of our neighbors.

At the moment there is very little prospect of the United States according freer trade to Canada, and on this account we must keep a stiff upper lip. Now that we have been put on our mettle we are finding markets abroad for our produce, and in many cases better ones than we ever had in the United States. As you say, the affairs of the States are controlled by politicians, and wholly and solely by the party exigencies, and while the business men of the United States recognize our valuable market, they are in such a “small minority” that they carry no weight. So long as such a state of things exists it is not manly for us to approach them, and as a nation we are far too broad-minded for them to appreciate our actions. Yours, etc.,

CANADIAN.

### SACCHARIN A FAILURE.

Saccharin, which soon after its introduction was highly vaunted as a substitute for cane sugar, being represented as possessing from 300 to 600 times the sweetness of the natural sugar, is beginning to disappoint its friends, declares an exchange. The confectioners complain of the disagreeable behavior of the substance when combined with fruit flavors to form soda syrups. It is claimed that saccharin has a nasty trick of decomposing into a sulphur compound, which communicates to the solution the well-known odor of sulphuretted hydrogen, something not far removed from the odor of rotten eggs.

**AMONG THE RETAILERS.***Department  
Store Mail  
Ordering.*

Travelers, as a general rule, are more thoroughly acquainted with business questions than are most members of the trade. Going about the country, as they do, they not only scour their regions for orders, but all the possible information in connection with the trade is extracted from their customers. For this reason, while in conversation with a traveler the other day, I questioned him in regard to the headway the mail ordering system of the department stores was making. The question I asked him was: "Do you find that the department stores are hurting your particular business to any great extent?" "No," he said, "and I don't think that many travelers will tell you they do. I don't say but that they once did threaten to cut our throats, but I am thankful to say that that day seems to be drawing to a close. The same means that worked up a mail ordering trade for them is now bringing about the downfall of that method of doing business. That means is personal advertising. Department stores," he explained, "did not acquire their large trade through their many columns of newspaper advertising, nor through the reputation of their bargain days; it was this personal advertising that developed their trade through the post office. Most people in the country do not read those advertisements because they know that they cannot send in quickly enough to secure the bargains. But some person, perhaps, heard about these bargains and determined to risk an order. Low prices were unknown to him and he regarded them as a great discovery. He immediately let all his neighbors know about them and thus the department store received personal advertising. However, the duping schemes of these stores are being advertised even more quickly, and have now become so well known that they are standing jokes. Thus, then, their competition is gradually fading away, and promises soon to be of no account, especially with the advent of better times. This does not apply to the city trade, where the advertised bargains can be obtained, but it is now believed through the country that it pays to deal at department stores only on the occasion of a visit to the city. This," he said, "savours much of theory, but it has worked out practically. I think that most travelers will tell you the same thing."

*A Matter of  
Brands.*

Hard and fast lines in regard to what grades of goods grocers should buy cannot be laid down. The customers of two grocers vary as a class almost invariably. There are high and low grade grocers in each and

every town, and these must buy different lines of goods and must trade with different wholesale houses. But even the goods of highest grade grocers must differ in quality. Because two grocers are the best grocers in their own towns is no indication that they should deal in the same class of goods. One town may be a place of manufactures, while the other may be composed mainly of retired farmers. The people may not always be so different, but their tastes are bound to vary somewhat. For this reason each dealer must make a study of the tastes of his customers. He must know whether the best quality of any article will be called for or whether the cheaper grade will sell. He must know whether many brands of the same goods must be kept in stock or whether his customers can be induced to buy any one brand that he may choose. Grocers cannot buy, as a general rule, to suit their own taste. People are particular about what they eat, above all things, and the grocer must sell what they want. Most well-advertised brands must be kept in stock, however. People hear and see so much about these goods that they are determined to have them. This trying to substitute for a well-known article some brand which affords a better profit does not always pay. It annoys the buyer, who not infrequently will ask for many articles, and if you attempt on each to substitute a brand other than that asked for, you disgust your customer with your importunity. On some lines it is a wise policy to keep some brands of whose merits you are confident and which will gradually work their way into favor, but you must not discriminate against popular brands. If this course is followed the question of profit adjusts itself. Every well-advertised article is half sold. The manufacturer by judicious general advertising not only creates demand, but begets confidence in the quality of his goods. All attempts to change the character of demand generally fail. The dealer who sells bulk coffee can hardly expect to abruptly thwart the demands of his customers and induce them to buy the proprietary article, and he who sells bird seed in bulk cannot be expected to acquire a business in the package variety in a short time.

*Window  
Dressing.*

It seems to me that a great many grocers when they visit the city during the Exhibition weeks, when the business men of Toronto or Montreal have arranged the best displays that the inventive genius of themselves or employes can produce, think that the only benefit they can derive from these displays is that pleasure obtained by admiring them. It seems that most of them can ad-

mire these displays, but they don't seem to know that these city men are in for business when they themselves are taking holidays. Else why are so many of the pretty arrangements visible at exhibitions not copied on the return home of the retailers? True, many of them are too elaborate to permit reproduction, but many of the methods of display can well be introduced into the retail establishment. If merchants only knew that this is a time when beneficial practical instruction in window dressing and internal store arrangement of the highest order can be obtained, I think they would derive more benefit from this, their fall trip. At the same time, these displays would be the more interesting when closely observed for the purpose of reproduction. Most retailers make a visit to the city, at some time other than during Exhibition week, for the purpose of making heavy purchases and picking up bargains, and I have often wondered how it is that these grocers do not adopt similar methods to those of the wholesale establishments in regard to the showing of goods. Take, for instance, sugar. How many grocers have any device for showing the different qualities of sugar? Why can they not have little tin boxes with glass covers made in which the customer can pick out the grade he or she may want. The grocer would save time, for he would not have to run back and forward bringing samples to his customer.

RAMBLER.

A machine for blowing glass jars has been invented, and one is already in successful operation. When in general use it will displace about four-fifths of the employes and will make glass jars cheaper than tin.

**TO RENT.**

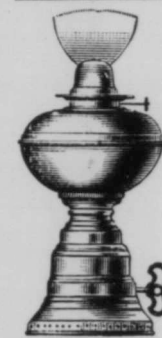
A FIRST-CLASS BUILDING, LARGE AND COMMODIOUS, with modern improvements, suitable for Dry Goods, Groceries or Hardware. Apply to A Warnock, Galt, Ont.

**GROCERS IN B. C.**

buying JAMS, JELLIES, VINEGARS, PICKLES, PEELS or CANDIES, can have the best by getting

**OKELL & MORRIS CO. D MEDAL BRANDS**

Sold by every wholesale man in B. C.



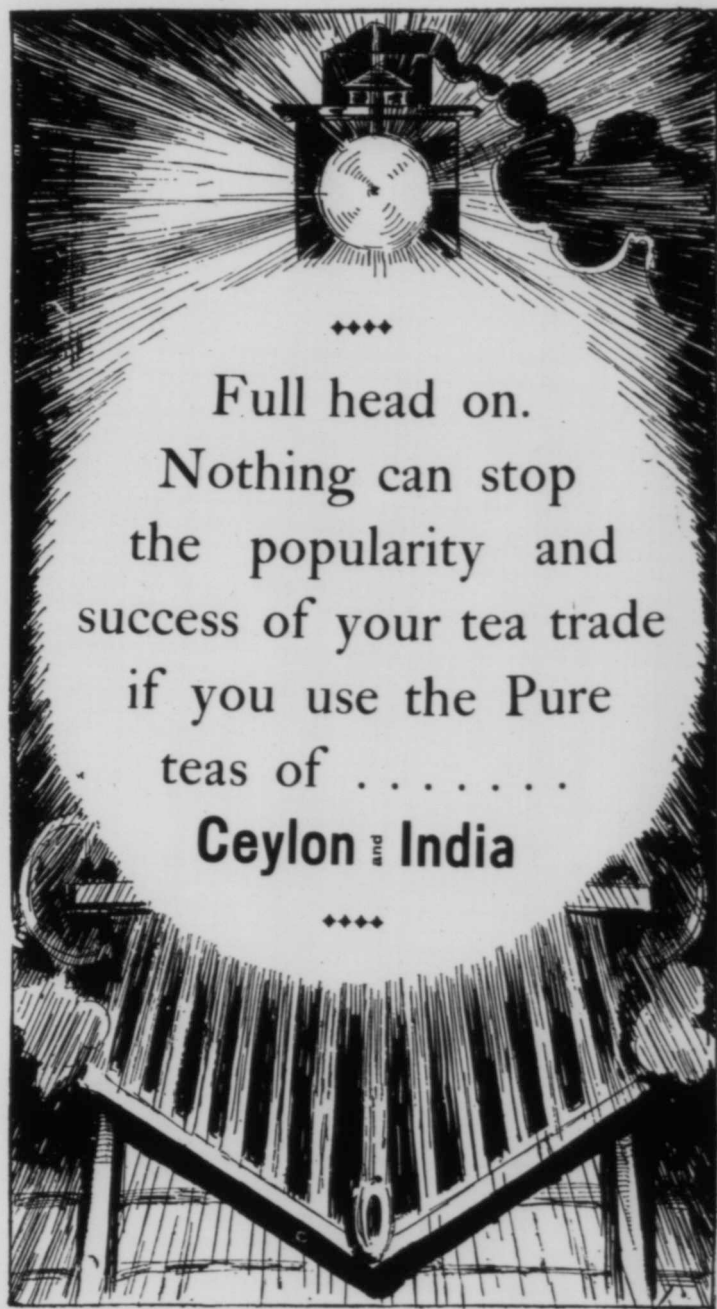
WANZER.

**Improved  
Wanzer  
Lamp**

Non-explosive, no chimney, best light, burns Canadian oil perfectly. Soon saves its cost in oil and chimneys. Liberal discounts to the Trade. Every Lamp tested.

**WANZER LAMP & MFG. CO.**  
HAMILTON.





◆◆◆◆

Full head on.  
Nothing can stop  
the popularity and  
success of your tea trade  
if you use the Pure  
teas of . . . . .  
**Ceylon and India**

◆◆◆◆

**BOYS WITH NO CHANCE.**

THE famous English artist, Martin, went to the baker's with his last shilling, to buy a loaf of bread. The baker snatched the loaf from his hands and told him the shilling was counterfeit. Martin returned to his home, and finding a dry crust in his trunk, went about his work with that determination which knows no defeat.

A poor colored woman in a log cabin in the South had three boys, but could afford only one pair of trousers for the three. She was so anxious to give them an education that she sent them to school by turns. The teacher, a Northern girl, noticed that each boy came to school only one day out of three, and that all wore the same pantaloons. The poor mother educated her boys as best she could. One became a professor in a Southern college, another a physician, and the third a clergyman. What a lesson for boys who plead "no chance" as an excuse for wasted lives!

"I want a Greek Testament," said John Brown, of Carpow, Scotland, to a bookseller at St. Andrew's. The dealer stared at the shepherd boy, rough and unkempt from a night walk of twenty miles to buy a book, and had begun to make sport of so strange a request from a small country lad, when a college professor entered. "Now," said the professor, after learning what John wanted, "If you will read a verse of that Testament and translate it to me, you shall have the book for nothing." The boy translated several verses with ease, and marched proudly home with his prize. He had mastered both Greek and Latin while tending his flock, and laid the foundation for the ripe scholarship for which he became noted.

Sam Cunard, the whittling Scotch lad of Glasgow, wrought out many odd inventions with brain and jack-knife, but they brought neither honor nor profit until he was consulted by Burns & McIvor, who wished to increase their facilities for carrying foreign mails. The model of a steamship which Sam whittled out for them was carefully copied for the first vessel of the great Cunard Line, and became the standard type for all the magnificent ships since constructed by the firm. When Samuel Cunard was knighted, he did not forget that he owed his honors and his wealth to conscientious whittling.

Lord Eldon might well have pleaded "no chance" when he was a boy, for he was too poor to go to school or even to buy books. But no; he had grit and determination, and was bound to make his way in the world. He rose at four o'clock in the morning and copied law books which he borrowed, "Coke upon Littleton" among

others. He was so eager to study that sometimes he would keep it up until his brain refused to work, when he would tie a wet towel about his head, to enable him to keep awake and to study. His first year's practice brought him but nine shillings, yet he was bound not to give up. The Master of Rolls once decided a law point against him; but on his appeal the House of Lords reversed the decision. When Eldon was leaving the chamber, the solicitor tapped him on the shoulder and said: "Young man, your bread and butter's cut for life." The boy with "no chance" became Lord Chancellor of England, and one of the greatest lawyers of his age.

Stephen Girard had "no chance." He left his home in France when ten years old, and came to America as a cabin boy. His great ambition was to get on and to succeed at any cost. There was no work, however hard and disagreeable, that he would not undertake. Midas like, he turned to gold everything he touched, and became one of the wealthiest merchants of Philadelphia. His abnormal love of money cannot be commended, but his thoroughness in all he did, his public spirit at times of national need, and willingness to risk his life to save strangers sick with the deadly yellow fever, are traits of character well worthy of imitation.—Pushing to the Front.

**BUSINESS RATS AND MICE.**

Mr. B. G. Bevan, grocer, of Cardiff, has been examined in the local court of bankruptcy, and many of his statements were of an edifying character. He had a great deal to say about rats. "A lot of cheese," he mentioned, "was destroyed by rats and mice;" whereupon the official receiver remarked, "Oh, you had the rats! It is getting quite fashionable now to put down losses by rats."—London (Eng.) Grocer.

It is fashionable to take a text when you desire to preach. The above text from The London Grocer, on "Rats," is a good one. The creditors undoubtedly ejaculated "Rats!" when they heard the excuse. It was a case of rats from the start to the finish. The rats, however, were not the familiar rodents that infest old and dilapidated buildings, but all the same they were two-legged rats and two-legged mice. The vicious long-tailed, long-toothed rat, with the predatory instinct, and the nibbling, timid mouse with the instinct and desire to spoil, but which hurries and scurries away at the slightest alarm. There is the rat of intemperance with a large concurrent following of vicious rodents. The rat of slothfulness and shiftlessness. The ignorant mercantile rat who cuts prices to increase his trade at the expense of his creditors. The egotistic rat who knows it all and will take no advice. The gambling rat—in fact, the rats that predate in business are as numerous as those which followed

the "Pied Piper of Hamelin" into the river.

Then, the mice—the nibbling mice. Careless clerks. Down weight. Loose extension of credit. Poorly-kept stock. Waste in paper. No cash register. Poorly-kept accounts, and so on ad infinitum.

There are didactic articles enough, however, in the trade press, and some bored reader will be sure to ejaculate "Oh, rats!"—St. Louis Grocer.

**HE WILL NOW RISE EARLY.**

Philip D. Armour is in his office by 6.30 every morning. He leaves his car and walks down Adams Street to the Home Insurance building just as the sun's first kiss of the day lights upon the tall buildings. His gait is steady and elastic, and he looks as if he had enjoyed a hearty meal.

As he was passing the Lansing Hotel one day, a porter who was washing the sidewalk stepped politely out of his way and begged pardon for the water that lay in puddles through which he must walk. He did not know whom he was addressing.

The gentleman reached in his pocket in a hasty sort of way, and among a lot of loose silver drew forth two half dollars, which he handed to the porter and passed on. As he did so I asked the servant if he knew the donor's name. He did not. When I told him he was the richest man in Chicago he seemed astounded.

"An' you say he passes 'long dis'er way every day 'bout dis time? Well, sah, you sho' gwine fin' me washin' dis her' sidewalk reg'lar after dis mitey early in de mawnings."—Chicago Times-Herald.

**COCOANUT OIL SOAPS.**

The best kind of frames for cocoanut oil soaps are wooden ones, holding about 4 cwt., since in iron frames the soap cannot combine and heat so regularly that the entire block is fit for use, the lower portion cooling by radiation to such an extent as to impair the quality, a defect unnoticeable when wooden frames are used.

Another cause of imperfection is the use of strong lye (40° B.), whereby less regular saponification is effected, and rancidity frequently results. It is therefore advisable not to have the lye stronger than 35° B.

When fat is used in conjunction with this oil, the best proportion is from 33 to 50 per cent., the soap thereby acquiring a more permanent lather and increased economy in use, so that it is able to rival the majority of those prepared by milling. By the judicious use of sugar, potash and salt, these soaps can be increased by 100 per cent., without their appearance differing from that of unfilled soap.—Seifenfabrikant.



**HOW PATES DE FOIE GRAS ARE PRODUCED.**

THE famous French delicacy pate de foie gras is a dish made from the enlarged livers of over-fed geese, and is much relished by epicures. But everybody does not know how and with what cruelty the enlargement of these livers is procured. The "pates" come, for the most part, from Strasbourg, and, as a result, in all the country round about Strasbourg geese are raised by tens of thousands. Every farmer has many geese, and some have many hundreds. The normal liver contains a little less than 4 per cent. of fat. The liver, artificially prepared by steadily diseasing it, contains over 50 per cent. of fat. To bring this condition of affairs about the peasants, late in the autumn of every year, get together all the geese that they can spare for the liver market. If they have plenty of room and a dark cellar, they put these geese in little cages in the dark cellar. If not, they put out their eyes and nail their feet to the floors of the living rooms of their cottages. The geese are usually nailed in a long row in front of the open fire, so near that they suffer intensely from the heat. For six long months these geese stand or squat in the same place before

the fire. Three times a day their mouths are forced open, and large balls of corn meal are stuffed and rammed down their throats until each goose is full clear up to the bill. The livers thus enlarged sell for 6 or 8 francs each, and the carcasses for 5 or 6 francs more.—Food and Sanitation.

**WHAT GLUCOSE IS.**

Glucose is a white, mobile, sweet syrup, weighing 11.70 pounds per gallon. It has a pleasant, sweet taste, and is considered a valuable demulcent, also a fat-producing food, containing more nutriment per pound than butter. All medical extracts of malt which are prescribed for producing fat rapidly are glucose.

This then, is the basis of the business. In 1867 the first glucose factory was constructed in the United States with a capacity of 50 bushels per day. The present capacity is over 100,000 bushels per day. Again, while formerly but 22 pounds of glucose could be secured from one bushel of corn, there is now produced about 40 pounds.

The present use of glucose, grape sugar and its by-products are manifold, and their commercial importance is outranked by few industries in this country.—Mercantile Journal, Pittsburg.

**EXPORTS OF CEYLON TEA.**

The following table, furnished by Gow, Wilson & Stanton, giving the distribution of the exports of tea from Ceylon for six months ending 30th June, 1897, 1896, 1895, is interesting, as it shows that, almost without exception, each country that had previously been using Ceylon tea in appreciable quantity during that period in 1895 and 1896, required an increased supply in the first six months of 1897.

	1897.	1896.	1895.
United Kingdom	50,132,235	48,897,533	45,571,453
Austria	1,755	28,714	1,970
Belgium	5,895	19,147	4,206
France	45,066	37,720	24,030
Germany	144,696	45,075	138,407
Holland	14,595	3,880	10,781
Italy	3,400	9,777	3,873
Russia	176,257	105,657	136,196
Spain	9,100	29,800	23,325
Turkey	4,220	10,692	5,517
India	349,853	539,315	414,526
Australia	6,419,301	5,751,452	4,836,422
America	423,877	262,238	204,561
Africa	111,787	45,264	58,968
China	259,705	86,603	124,207
Singapore	13,401	43,377	14,754
Mauritius	.....	48,884	71,799
Malta	39,110	67,800	22,795
Sweden	25,140	.....	.....
Total lbs	58,179,363	56,089,043	51,067,796

**FOUND  
AT  
LAST**

THE ...  
**"PRAESERVO"**  
**CASE**

A  
Perfect Cabinet  
for

**RAISINS  
PRUNES  
CURRANTS  
EVAPORATED  
FRUITS  
etc., etc.**

No shrinkage  
No drying up  
No loss in weight

Fruit kept  
Moist and Fresh  
always.



Height, 76 in.; width, 41 in.; depth, 28 in.

Write us for Descriptive Catalogue.

**ARTHUR P. TIPPET & CO., MONTREAL**

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**G**ILBERT McINTYRE, general merchant, Wingham, Ont., has assigned to R. G. Hector, Toronto. A meeting of creditors is called for the 28th inst. in Toronto.

Oscar Themens, grocer, Montreal, has obtained an extension.

L. Nadelman, general merchant, Steveston, B.C., has assigned.

John McClung, grocer, Arden, Man., has assigned to S. A. D. Bertrand.

A. J. Toupin, grocer, Montreal, has assigned to Lamarche & Benoit.

James Cameron, general merchant, Spring Hill, Que., has assigned.

A. G. Lang, general merchant, Hespeler, Ont., has assigned to H. Hawthorn.

Joseph Letang, general dealer, Killaloe, Ont., has assigned to Thomas W. McGarry.

Joseph Bourgeois, general storekeeper, Ste. Angele de Laval, Que., has assigned.

T. M. Shoebottom & Co., grocers, London, Ont., have assigned to Alf. Robinson, London.

W. R. Lementine, general merchant, Southampton, N.B., has been closed up by the sheriff.

T. M. Shoebottom & Co., grocers, London, Ont., have called a meeting of creditors for the 22nd inst.

Paradis & Jobin have been appointed curators of the general business of Alfred Duchaine, Roberval, Que.

Lefaive and Taschereau have been appointed curators of the general business of Jules Parent, Beauport, Que.

W. R. Lementine, general merchant, Southampton, N.B., is offering to compromise at 30c. on the dollar.

A meeting of the creditors of Tremblay & Larouche, general merchants, Mille Vaches, Que., was called for the 22nd inst.

Two demands of assignment have been filed against Jos. Bourgeois, general merchant, Doucet's Landing, Que.; one by A. Lesperance & Cie., and the other by Carter, Galbraith & Co.

PARTNERSHIPS FORMED AND DISSOLVED.

Paradis & Gingras, general merchants, Etchemin, Que., have dissolved partnership.

Joseph and Charles Baril have formed a partnership in Montreal to trade as grocers under the style of J. Baril & Co.

Joseph and Vincent O'Toole have formed a partnership in Louisburg, N.S., to trade as general merchants under the style of P. O'Toole & Sons.

H. H. Walker and Stanley F. Maling have formed a partnership in Halifax to do business as victuallers under the style of Walker & Maling.

S. Larer & Co., grocers, Montreal, have dissolved partnership. A new partnership

Buy **CLARK'S** Meats**BECAUSE**

They are The Best in the Market.  
Good Goods are an Advertisement.  
They will win you trade.  
Consumers want them.  
You can sell them and make money.

has been formed composed of Simon Larer and Hannah Sperling as general partners and Jacob Franklin as special partner for \$400.

Peter Adelstein and Samuel Bazar have formed a partnership in Montreal, to trade as grocers under the style of Adelstein & Bazar.

Josephine M. Comeau, wife of J. F. Trudeau, has been registered proprietress of the grocery business of J. F. Trudeau & Co., St. Johns, Quebec.

Joseph E. Lalonde and L. Evariste Malette have formed a partnership in Point Fortune, Que., to do a general business under the style of Lalonde & Malette.

## SALES MADE AND PENDING.

W. H. Payzant, grocer, Windsor, N.S., has sold out.

The assets of Charles Berger & Co., grocers, Montreal, have been sold.

Alphonse Chouinard, grocer, Quebec, has sold his stock at 70c. on the dollar.

The general stock of Moise Menard, Ste. Justine de Newton, Que., has been sold.

The stock of Joseph Lebarge, grocer, Toronto, was sold by auction on the 21st inst.

The stock of the estate of Phidyme Hunt, grocer, Que., has been sold at 77c. on the dollar.

## CHANGES.

W. Battel, Oil City, Ont., is closing up his general business.

Horton Bros., Silvertown, B. C., have ceased their general business.

Charles Doyle has opened out a business in meats in Kensington, P.E.I.

Thomas V. Sears, grocer, Antigonish, N.S., has opened out in business.

R. H. McGrath, has opened out a grocery business in Dorchester, N.B.

John S. Trites, general merchant, Sussex, N.B., has sold out to George H. White.

T. C. Moore & Son, grocers and fruiterers, Acton, Ont., advertise giving up business.

Thomas Hill, general merchant, Flesherton, Ont., is about removing to Russell, Man.

Mrs. Oliver Brabant is registered proprietress of the provision business of Oliver Brabant, Montreal.

Louis J. Godreau has commenced a business in Farnham, Que., to trade as manu-

facturer of ginger ale, etc., under the style of the Monarch Bottling Co.

J. C. Edwards, general merchant, Trail, B.C., is out of business.

Philip Conley, Stirling, Ont., is commencing a grocery business.

The Dominion Fish and Oyster Export Co., Montreal, are starting business.

Joseph Prescott, Baieverte, N.B., has sold his general business to R. C. Goodwin.

E. B. Morgan & Son, grocers, Oshawa, Ont., have been succeeded by McDowell & Co.

The grocery stock of the estate of T. F. Brooke, Weymouth, N.S., has been sold to Edward Gaudet.

J. M. Chisholm, general merchant, Lion's Head, Ont., is to be succeeded by R. Dealy on 1st prox.

Adam S. Allan, grocer, Montreal, has sold out to Mrs. A. H. Bradshaw, who continues under the old style.

Emanuel Laroche, jr., has commenced a grocery and liquor business in Quebec, under the style of E. Laroche.

A. M. Bigelow, grocer, Bridgewater, N.S., has registered consent for his wife, Florence L., to do business in her own name.

Ida Rheume, wife of Treffle Montpetit, is registered proprietress of the business carried on by T. Montpetit & Co., grocers, Montreal.

Jane E. Mann, wife of John W. Short, is proprietress of the general business now carried on in Montreal South, under the style of Jane E. Short.

## FIRES.

The Empire Oil Co., London, has sustained loss by fire.

George Armstrong, South March, Ont., has been burned out.

A. Sly, confectioner, Teeterville, Ont., has been burned out.

Cyrille Fortier, general merchant, Lake Megantic, Que., has been burned out.

J. W. Hetherington, general merchant, Teeterville, Ont., has been burned out.

The stock of Adolphe Brunet, grocer, Montreal, has been damaged by fire. Insured.

## DEATHS.

George Vermette, fruit dealer, Montreal, is dead.

T. J. McManus, general merchant, Bathurst, N.B., is dead.

G. H. Falconer, general merchant, Streetsville, Ont., is dead.

James C. Harris, of Harris & Co., cigar manufacturers, St. Catharines, Ont., is dead.



**BUTTER PLACATING LARD.**

INFORMATION comes to us that some of the large western packers have made arrangements with creameries to ship butter to Europe on a very extensive scale. This is taking the bull by the horns in good fashion. Butter is certainly a very desirable article and a very clean one, so desirable that many attempts have been made to imitate it and replace it, but the farmers would not allow imitations, although in many instances they were superior to the original article. Butter is certainly the strongest competitor of lard, consequently if packers go into the butter business, it will in the first place make the farmers happy, but this we do not suppose is the ulterior motive of the packers, who make this move, in our opinion, purely as a matter of business. Butter brings more money in Europe than it does in the United States, and the purchase of butter in large quantities and the contracting for the entire output of large creameries may have the practical result of advancing the price of butter close to European figures, and, consequently, lard may have a chance to advance in sympathy.

Lard is certainly neglected. It would have shown more strength this week had it not been for the yellow fever scare, which made buyers cautious, while packers were afraid that a spread of yellow fever would lessen the southern demand, which is expected to begin next month and to continue during the fall. We believe that it is too late in the season for yellow fever or any other disease to spread in any dangerous degree, consequently the south will buy lard, and will buy more of it as the cooler season sets in. We still believe that lard is low, and will sell at higher figures. The Chicago packers have been buying in this week on all reactions. Europe will buy again as soon as it is higher and stronger. It is a peculiarity with the German buyer that he never gives an order to purchase in a weak market, but as soon as the market is strong, he is in line and buys. Rising markets always bring out buying orders. It is well to consider the fact again that in spite of very heavy slaughtering, the stocks of lard continue to decrease in an encouraging way, and that whatever there is of stocks is largely old lard, hardly fit for export and not desirable. Europe holds about 30,000 tierces less than it did a year ago, and the only increase that can be seen is in the stock that is afloat, which, in view of the decrease in European stocks, shows, what we have plainly predicted for some time, that the European demand and consumption are constantly on the increase. After all, the consumptive demand will regulate prices, and with the increasing prosperity the consumption will continue to

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

**SALT**

We are always fully stocked with Salt for Butter, Cheese, Table and general use. Send a card for prices or samples.

VERRET, STEWART & CO., Montreal - Quebec.

**A HANDSOME**

quadruple plated Berry Dish given with 5 boxes of Globe Gum. For lithographed circulars, address

**GLOBE AUTOMATIC SELLING CO.**

13 Jarvis Street, - TORONTO, ONT.

increase, and to all appearances sales will exceed supplies by far. Corn is looking up, and dearer corn means higher prices for cattle and for hogs. We still believe in a very steady and healthy advance of all cattle and hog products. The markets in tallow and lard have so far justified our prediction, and we would advise buying on all reactions.—National Provisioner.

**ANALYSIS OF GINGER.**

The Inland Revenue Department have just sent out from Ottawa a report of the results of the analysis of 98 samples of ginger. These samples were collected in the months of August and September, 1896, and the results of the analysis were reported to the Commissioner in November last. Since then a large amount of microscopic work has been done on these samples by the assistant analyst, Mr. McGill, and twelve photographs have been taken direct from the objects as shown by the microscope, and are therefore more trustworthy than the usual drawings given in the text books. These results of analysis and photographs, together with some memoranda on the subject, make up Bulletin No. 48. There were 26 cases of adulteration reported, 22 being flagrant instances. Wheat flour, turmeric, husks, maize and cayenne were the adulterants chiefly used.

**JAPAN RICE CROP.**

Mail advices from Kobe, Japan, dated Aug. 18, say: "As reported from the interior, favorable weather has continued throughout the districts where rice is grown for export. Up to date the young rice plants are doing well, and farmers are hopeful that the weather will continue fine during the first ten days of September; this is the critical time for the crop, the rice plant then being in flower. Prospects for the new crop are very good and the yield will in all probability be greatly in excess of last season's. There has been up to the present only a very slight decline in prices, and only small parcels have been shipped to Australia."

**A REORGANIZED FIRM.**

Notice has been given under the Ontario Companies' Act incorporating Alexander MacWillie, Arthur Clifton Neff, James Wood, George Henry Kilmer, of Toronto, and James Douglas Moore, St. Mary's, Ont., under the name of the MacWillie Co., of Toronto, Limited, to carry on business as grocers and produce dealers. The business heretofore carried on by MacWillie Brothers, Yonge street, Toronto, has been acquired. The total capital stock amounts to \$40,000, divided into 800 shares of \$50 each.





NONE BETTER

# Edwardsburg Starch

FEW AS GOOD

EDWARDSBURG STARCH CO. CARDINAL, ONT.

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

Gem Stove Polish, 1/4 gross cases \$9 00	per doz
Stove pipe Varnish, 4 oz. bottles	1 00
6 oz. bottles	1 25
Boston Brunswick Black, 8 oz. bottles	1 75

**BIRD SEEDS**

**BART. COTTAM & CO.**

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

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

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06 1/2

**NICHOLSON & BROCK.**

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
" " " " " " " " " " " "	0 03

**CORN BROOMS**

**CHAS. BOECKH & SONS.**

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

**BLUE.**

**KEEN'S OXFORD.**

1 lb. packets	per lb.
1/4 lb. " "	\$0 17
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

**CANNED GOODS.**

Apples, 3's	per doz.
gallons	\$0 70 \$0 85
" " "	1 50 1 80

Blackberries, 2's	1 40	1 70
Blueberries, 2's	0 75	0 85
Beans, 2's	0 65	0 95
Corn, 2's	0 55	0 75
Cherries, red pitted, 2's	1 75	2 25
Peas, 2's	0 75	0 85
" Sifted select	0 90	1 00
" Extra sifted	1 25	1 40
Pears, Bartlett, 2's	1 65	1 75
" " " " " " " " " " " "	1 75	2 40
Pineapple, 2's	2 50	2 60
" " " " " " " " " " " "	1 65	2 00
Peaches, 2's	2 50	3 00
" " " " " " " " " " " "	1 55	1 80
Plums, Green Gages, 2's	1 50	1 70
" Lombard	1 10	1 40
" Damson Blue	0 70	0 90
Pumpkins, 3's	1 50	1 80
" " " " " " " " " " " "	1 65	1 95
Raspberries, 2's	0 80	0 85
Strawberries, 2's	2 40	2 50
Succotash, 2's	2 70	2 85
Tomatoes, 3's	1 20	1 30
Lobster, tails	1 35	1 50
" flats	1 15	1 30
Mackerel	0 95	1 00
Salmon, Sockeye, talls	0 95	1 00
" " " " " " " " " " " "	0 20	0 21
" " " " " " " " " " " "	0 18 1/2	0 19
" " " " " " " " " " " "	0 10 1/2	0 11
" " " " " " " " " " " "	0 18 1/2	0 19
" " " " " " " " " " " "	0 23	0 25
" " " " " " " " " " " "	0 33	0 34
" " " " " " " " " " " "	0 09	0 11
" " " " " " " " " " " "	10 00	11 00

**MARSHALL & CO., SCOTLAND.**

Fresh Herring, 1-lb.	1 10	1 15
Kipper Herring, 1-lb.	1 63	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	"
Herrings in Anchovy Sauce	2 00	"
Herrings a la Sardine	2 40	"
Preserved Bloaters	1 85	1 90
Real Findon Hadlock	1 85	1 90

**CANNED MEATS.**  
(CANADIAN.)

Comp Corn Beef, 1-lb. cans	\$1 25	\$1 35
----------------------------	--------	--------

Comp Corn Beef 4-lb. can	2 30	2 50
" " " " " " " " " " " "	7 75	8 25
" " " " " " " " " " " "	15 00	16 00
Minced Callops	2 60	2 60
" " " " " " " " " " " "	2 60	2 65
Lunch Tongue	3 40	3 50
" " " " " " " " " " " "	2 75	2 80
English Brawn	2 50	2 50
Camb Sausage	4 00	4 00
" " " " " " " " " " " "	1 50	1 50
Soups, assorted	2 25	2 25
" " " " " " " " " " " "	1 80	1 80
Soups and Boull.	4 50	4 50

**Acme Sliced Beef.**  
No. 1 tins, key, 2 doz., per doz. \$2.75.

**Beardsley's Boneless Herring.**  
2 doz. 1 40

**ARMOUR PACKING CO.—HELMET BRAND**

Corned Beef, 1 lb.	1 40	1 50
" " " " " " " " " " " "	2 60	2 75
" " " " " " " " " " " "	5 50	5 80
" " " " " " " " " " " "	8 50	8 80
Roast Beef, 1 lb.	1 40	1 50
" " " " " " " " " " " "	2 60	2 75
Luncheon Beef, 1 lb.	1 60	1 70
" " " " " " " " " " " "	2 75	2 85
Brawn 1 lb.	1 30	1 40
" " " " " " " " " " " "	2 35	2 50
" " " " " " " " " " " "	6 60	6 80
" " " " " " " " " " " "	14 50	15 00
Ox Tongue, 1 1/2 lb.	7 00	7 20
" " " " " " " " " " " "	8 50	8 80
" " " " " " " " " " " "	10 75	11 00

Lunch Tongue, 1 lb.	3 35	3 50
" " " " " " " " " " " "	6 50	6 80
Chipped Beef, 1/2 lb.	1 60	1 70
" " " " " " " " " " " "	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" " " " " " " " " " " "	2 45	2 60
Potted Meats, Tongue or Ham 1/4 lb.	70	75
Potted Meats, Tongue or Ham 1/2 lb.	1 20	1 25
Potted Deviled Ham or Tongue, 1/4 lb.	70	75
Potted Deviled Ham or Tongue, 1/2 lb.	1 20	1 25

**WHITE LABEL.**

Soups Assorted, 1 qt.	3 00	3 15
" " " " " " " " " " " "	2 00	2 10
Gelatine of Boar's Head, 2 lb.	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	"
Sliced Gold Band Bacon	3 00	"

**Codfish.**

Beardsley's Shredded, 2 doz. pkgs.	0 90
------------------------------------	------

**CHEWING GUM.**  
ADAMS & SONS CO.

Tutti Frutti, 36 5c. bars	\$1 20
" " " " " " " " " " " "	1 20
" " " " " " " " " " " "	1 25
" " " " " " " " " " " "	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pep-in, 30 5c packages	1 00
Cash Register, 300 5c bars and pkgs.	15 00
Cash Box, 100 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 50
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 65
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Ro c, 115 1c pieces	0 75
Magie Trick, (English or French wrappers) 115 1c pieces	0 75

**CHOCOLATES & COCOAS.**

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

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

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

THE "DIAMOND" OIL BLACKING



Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

Diamond Oil Liquid Blacking. Black and White Cream for Kid Boots. Tan Polish for Brown Boots. Diamond Oil Gloss for Kid Boots. Patent Leather Varnish and Stove Varnish. Harness Blacking and Metal Polish.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET Montreal

COWAN'S

Hygienic and Perfection and Cocoa Essence

Queen's Dessert Royal Navy and Perfection

Chocolate Icings  
Pink White Lemon Color  
A child can ice a cake in three minutes.

Cowan's Famous Blend Coffee is perfection in strength and flavor

THE COWAN CO. LIMITED TORONTO

THE MOST NUTRITIOUS COCOA.

EPPS'S GRATEFUL-COMFORTING COCOA

In labelled Tins. 14 lb. Boxes.

Special Agent, C. E. COLSON, MONTREAL

STONEWARE

QUALITY THE BEST. PRICES RIGHT.

TRY US.



HART BROS. & LAZIER Belleville, Ont.

Send for price list. Mention GROCER.



IS THE BEST. ASK FOR MOTT'S



Always the Same. The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion 10 Lemoine St. MONTREAL

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



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

CADBURY'S.	
Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages.....	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose.....	0 40
" " 1-lb. tins.....	0 42 1/2
Cocoa Nibs, 11-lb. tins.....	0 35
TODHUNTER, MITCHELL & CO.'S.	
Chocolate—	per lb
French, 1/4's—6 and 12 lbs....	0 30
Caracas, 1/4's—6 and 12 lbs....	0 35
Premium, 1/2's—6 and 12 lbs....	0 30
Sante, 1/4's—6 and 12 lbs....	0 26
Diamond, 1/4's—6 and 12 lbs....	0 22
Sticks, gross boxes, each	1 00
Cocoa—	per doz
Homeopathic, 1/4'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.....	1 40

CHOCOLAT MENIER.	
Vanilla—per lb.	In Cases of 5 case 10x12 lb lot. In 12 lbs bxs
Yellow wrapper, \$ 0 32	\$ 0 34 \$ 0 36
Unsweetened—	
Blue Premium	C 35 0 37 0 39
	Per case. Less than case
Pastilles—	
Yellow wrapper, 108 bxs.	
to the case.....	\$20 00 0 20
Croquettes—	
Yellow wrapper, 9 bxs. of 12 packages.....	\$20 00 0 20
FRY'S.	
Chocolate—	per lb.
Caracas, 1/4's, 6-lb. boxes.....	0 42
Vanilla, 1/4's.....	0 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs	0 25
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42
Fry's "Diamond," 1/4's, 14 lb. bxs.	0 24
Fry's "Monogram," 1/4's, 14 lb. bxs.	0 24
Cocoa—	per doz.
Concentrated, 1/4's, 1 doz. in box..	2 40
" " " " " "	4 50
" " " " " "	8 25
Homeopathic, 1/4's, 14 lb. boxes ..	
" " " " " "	

JOHN P. MOTT & CO.'S.	
(R. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	per lb. 0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/4's).....	0 32
Mott's Breakfast Cocoa (in tins).....	0 45
Mott's No. 1 chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 22
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate..	0 27
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate.....	0 21 0 43
Mott's Sweet Chocolate Liquors.....	0 19 0 30
COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz..	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz..	2 25
Soluble Cocoa, No. 1 bulk, per lb....	0 20
Diamond Chocolate, 12 lb. boxes	
1/4 lb. cake, per lb.....	0 22 1/2
Royal Navy Chocolate, 12 lb. boxes,	
1/2 lb. cake, per lb.....	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.....	0 35
WALTER BAKER & CO.'S.	
Chocolate—	
Premium No. 1 boxes 12 lbs. each..	

Baker's Vanilla in boxes, 12 lbs. each	
Caracas Sweet, in boxes, 6 lbs. each	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net.....	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each..	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.....	0
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, 1/2 lb., tins.	0
COCOANUT.	
CANADIAN COCOANUT CO.	
White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.....	0 27
" " " " " "	0 28
" " " " " "	0 29
" " " " " "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails....	
Feather Strip, " " " "	
Special Shred, " " " "	
Macaroon, " " " "	
Crown Desic., 12, 20 or 25 lb. " "	
Special, " " " "	
Barrels, 2c. per lb. less.	
Terms, 3 p.c., off 30 days.	









THE CANADIAN GROCER

For . . . . .

**10 cents**

We will mail you a valuable little book on

**BUYING SELLING AND HANDLING OF TEA**

This is a complete and useful work, which every grocer should have in his possession.

The MacLean Publishing Co.  
25 Front St. West, Toronto. Limited

**GENERAL MERCHANTS**

and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of:

- The Canadian Hardware and Metal Merchant.
- The Canadian Dry Goods Review.
- The Bookseller and Stationer.
- The Paper and Pulp News.
- The Canadian Printer and Publisher.
- Plumbing and Steamfitting.

May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application.

MacLean Publishing Co. Limited  
Montreal : : Toronto

IF YOU WANT TO  
**ADVERTISE anything, ANYWHERE**

in Canada, we can do it for you.

MacLEAN PUBLISHING CO. Limited  
ADVERTISING DEPARTMENT  
MONTREAL . . . . . TORONTO

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

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

*The Dry Goods Review*



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

**CLUBBING RATES**

The Dry Goods Review and The Canadian Grocer **\$3.00** Send for Samples.

**THE DRY GOODS REVIEW**

TORONTO . . . . . MONTREAL

**DURABLE PAILS AND TUBS.**



TRY THEM

The Wm. GANE & SONS MANUFACTURING Co  
OF NEWMARKET, ONT.

The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. **BEST GOODS MADE.**

Represented by...  
Chas. Besckh & Sons, Toronto.  
The H. A. Nelson & Sons Co., Montreal.

**THE Oakville Basket Co.**

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

OAKVILLE, ONT.

Established 1780.  
**Walter Baker & Co., LTD.**

Dorchester, Mass.  
The Oldest and Largest Manufacturers of  
**PURE, HIGH GRADE COCOAS AND CHOCOLATES**



on this Continent.  
No Chemicals are used in their manufacture.

Their Breakfast Cocos is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co., Ltd.,  
Dorchester, Mass.



N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal.

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime Red fish.

ALL LIVE GROCERS KEEP THEM.

**J. H. TODD & SON,**

Victoria, B.C., Owners.

AGENTS—Geo. Starkey, Toronto, Agent for Ontario.  
" W. S. Goodhugh & Co., Montreal.  
" Teas & Peres, Winnipeg.



# Fruit Jars

We have a full stock of all sizes, in Wine and Imperial Measures. . . .

**Jelly Tumblers and Jar Rubbers.**

## GOWANS, KENT & CO.

TORONTO

# I Want Every Grocer

Who Wants a Handsome

## DELIVERY WAGON FREE

And every Grocer's Clerk who wants a

## CAMERA FREE

to send me his name and address on a Postal Card that I may tell him how to get it by merely speaking a good word for **KNOX'S GELATINE.**

**THE ONLY PURE GELATINE MADE.**

### C. B. KNOX, Mfr.

AGENTS

JOHNSTOWN,

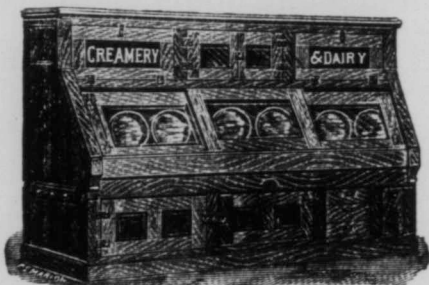
A. E. Richards & Co. - Hamilton  
 William H. Dunn - - - Montreal  
 Beattie & Elliot - - - Quebec  
 C. & E. MacMichael - - St. John  
 Alfred D. Hossack, Vancouver, B.C.  
 H. F. Baker - - - Halifax, N.S.

N. Y.

"BUILD TO-DAY THEN,  
 STRONG AND SURE,  
 WITH A FIRM AND  
 AMPLE BASE."  
 — Longfellow.

**DO YOU?**  
 WISH THUS TO BUILD  
 an advertisement  
 in the  
**CONTRACT-  
 RECORD.**  
 Toronto  
 will bring you  
 tenders from the  
 best contractors

### Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

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



### "GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried, always used. Largest quantity. Finest quality. Retail at 25 cents.

### "NOBBY" BROWN COMBINATION

Package contains a 4-oz. bottle of Nobby Brown Dressing and a full-size box of Nobby Brown Polishing Paste for renovating all shades of Brown and Chocolate shoes. The brown dressing cleans and renews the surface of the leather, and the paste adds a brilliant, durable and waterproof polish. Retail at 25 cents.

### "JEWEL" BROWN COMBINATION

Package contains a 2-oz. bottle of Brown Dressing and a small decorated tin box of Brown Polishing Paste. The dressing cleans and renews the surface of the leather and the paste adds a brilliant, durable and waterproof polish. Retail at 10 cents.

### BOSTON LIQUID WATERPROOF BLACKING

For men's and boys' shoes, produces a brilliant jet black polish without brushing, thus saving time, labor and money. Retail at 25c.



### PATENT LEATHER POLISHING PASTE

For giving patent leather shoes a quick, BRILLIANT and WATER-PROOF lustre without INJURY to the leather.

For sale by—

All Wholesale Grocers.



CHARLES F. CLARK, PRESIDENT.

J. CHITTENDEN, TREASURER.

ESTABLISHED 1849.

## THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY, PROPRIETORS.  
 Executive Offices, NOS. 346-348 BROADWAY, NEW YORK

Offices in the principal cities of the United States, Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES—McKinnon Building  
 Cor. Jordan and Melinda Sts.  
 THOS. O. IRVING, Superintendent.

## OAKEY'S

### 'WELLINGTON'

## KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

**JOHN OAKEY & SONS, LIMITED,**

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

**JOHN FORMAN, 650 Craig Street, MONTREAL.**