

THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, JUNE 4, 1897.

No. 23

Manufacturers by Special Warrant
 To Her Majesty THE QUEEN



COLMAN'S MUSTARD

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

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS
 INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 Only Silver Medal Paris 1875
 Only Medal Dublin 1865 Grand Gold Medal Moscow 1872 & 8





PEEK FREAN & CO'S

BISCUITS AND CAKES.

Have obtained great Celebrity for their
 → PURITY & EXCELLENCE ←

Factory—LONDON. Sample Room—Schepp Building, Hudson and Duane Sts., NEW YORK.

"Grand Mogul" Tea

BICYCLES FREE TO GROCERS

No. 1. "The Mogul," High Grade,	Price, \$100
No 2. "The Pearl," High Grade Ladies',	" 100
No 3 "The Forest City," Good Strong Wheel,	" 75

ALL HANDSOMELY FINISHED.
HAVE ALL THE LATEST IMPROVEMENTS.

Free upon the following terms:

- "The Mogul," to purchaser of 2,000 lbs. Grand Mogul from now to September 1st.
- "The Pearl," to purchaser of 2,000 lbs. Grand Mogul from now to September 1st.
- "The Forest City," to purchaser of 1,500 lbs. Grand Mogul from now to September 1st.
- Hunting Case Gold Watch, to purchaser of 1,000 lbs. Grand Mogul from now to September 1st.
- Gold Breast Pin, to purchaser of 500 lbs. Grand Mogul from now to September 1st.

Splendid presents to consumers also. We wish to double our sales the next three months, and therefore offer the above inducements. Will you help keep this excellent Tea before your customers?

T. B. ESCOTT & CO. - LONDON.

Batty's



Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS HAVE THEM.

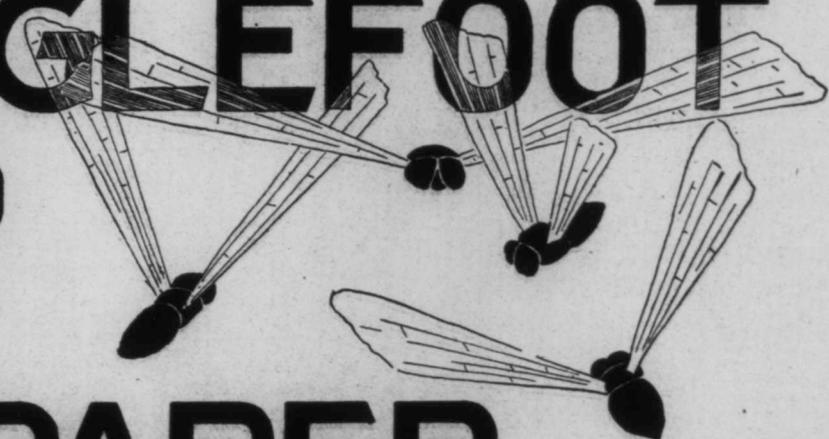
... EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

... Montreal

TANGLEFOOT SEALED STICKY FLY PAPER



YOUR JOBBER SELLS IT...

STILL FURTHER IMPROVED.

BORDER	STRONGER AND MORE PLIABLE
STICKY	STICKIER AND MORE ENDURING
DESIGN	NEW AND PRETTIER
PRICE	LOWER
PROFIT	LARGER

Prices for 1897.

REGULAR 45 CENTS A BOX (10 boxes in a case) \$3.80 PER CASE

"LITTLE" 18 CENTS A BOX (15 boxes in a case) \$2.10 A CASE

HOLDERS: \$1.00 per Box of 50

Standard Goods THE Best to Handle

"Thistle" Brand
are **GENUINE**
Haddies



Order New Pack Now.

Only the best fish are packed under this brand.

Finest quality of

FRENCH MACARONI

bears this name :

P. CODOU

LAZENBY'S
Soup
Squares
PORTABLE, ECONOMICAL,
CONVENIENT
1 Dozen Packet
Arthur P. Tippet & Co., Gen. Agents
MONTREAL

DIAMOND
200 Medals
FRY'S
CHOCOLATE

LAZENBY'S
Rennet
Tablets

Boxes contain 12 Tubes
20 Tablets . . .

The cheapest and best form
of Rennet

ORDER NOW!

STOWER'S

Lime Juice Cordial
Lime Juice (double refined)
Lemon Squash
POPULAR PALATABLE PROFITABLE

YOU CAN BUY:

"Stephens'"
Pickles

IN—
Pure
Malt
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FROM
D. H. Rennoldson: Caverhill, Hughes & Co., Montreal
R. J. Carson - - - - - Kingston
N. Rioux & Co. - - - - - Quebec
Carvell Bros. - - - - - Charlottetown
and others.

THE BEST VALUE IN THE MARKET

ARTHUR P. TIPPET & CO., General Agents, Montreal

AGENTS :

A. P. TIPPET & CO.
MONTREAL and TORONTO

F. H. TIPPET & CO.
ST. JOHN, N.B.

The St. Lawrence Sugar Refining Co. LIMITED

MONTREAL

Laboratory of Inland Revenue,
Office of Official Analyst,
MONTREAL, April 8th, 1895.

"I hereby certify that I have drawn, by my own hand, ten samples of the **ST. LAWRENCE SUGAR REFINING CO.'S EXTRA STANDARD GRANULATED SUGAR**, indiscriminately taken from ten lots of about 150 bbls. each, I have analysed same, and find them uniformly to contain :

99⁹⁹/₁₀₀ to **100** per cent. of Pure Cane Sugar with no impurities whatever."

(Signed) JOHN BAKER EDWARDS, Ph.D., D.C.L.
Prof. of Chemistry and Pub. Analyst,
MONTREAL

VERY OLD
HIGHLAND WHISKY.



Cockburn & Co.

ESTABLISHED 1796. *Leith & London.*

Try—

**COCKBURN'S
SCOTCH
WHISKY**

Nothing Finer in the Market

This firm was established in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are

J. & R. McLEA, Montreal

AGENTS FOR
THE DOMINION



Cockburn's Special Liqueur
Cockburn's Special Scotch
Cockburn's Very Old Highland



From Newfoundland to British Columbia—
From the Atlantic to the Pacific—

“EDDY’S MATCHES”

are articles of universal use; the name is familiar in every city, town and hamlet in Canada, and the grocer who sells “EDDY’S MATCHES” does not have to explain their merits to his customers.

These are the kind of goods it pays to handle.

The E. B. EDDY CO. Ltd.

ESTABLISHED A.D. 1851

HULL MONTREAL TORONTO QUEBEC HAMILTON
KINGSTON ST. JOHN, N.B. HALIFAX WINNIPEG
VICTORIA VANCOUVER ST. JOHN'S, NFLD.



Backed

BY OUR GUARANTEE

as to Rich, Fragrant, Invigorating, Liquoring Qualities; strict uniformity to a high standard of excellence; together with absolute purity and cleanliness;

OUR

STANDARD BLACK TEAS

are handled by the majority of wide-awake, up-to-date grocers and tea merchants throughout Canada.



Have You Tested Their Merit?

It is a pleasure to send samples and quotations. Consumers are delighted, and your trade and profits increased.

That's your object in business

W. H. GILLARD & CO.

Wholesalers only - HAMILTON.

JOHN MOUAT, Northwest Rep., WINNIPEG.



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, JUNE 4, 1897

(\$2.00 per Year) No. 23

THE MAN WHO MADE "SALADA."

By W. L. E.

THE man who can, in these days of keen competition, build up a large and successful business is worthy of commendation. It is evidence he has ability and knows how to use it. These are the thoughts which came to me after a brief glance through the headquarters of the Salada Tea Co., 25 Front street east, Toronto.

The word "Salada," the name of the package tea which this company puts up is familiar to more or less extent to every grocer and general merchant in Canada. And the man who has made it such is P. C. Larkin. I am not going to discourse upon the merits of "Salada." It is neither my province nor purpose. My chief object is to speak of the man who made it.

"Salada" was first put upon the market about five years ago, and, as far as I can learn, was the first home-made package tea in Canada. England is, of course, the mother of the package tea.

The "Salada" package tea was the result of extended experiments in blending, a blend having been eventually hit upon which Mr. Larkin was convinced would take well if put up in packages. The name "Salada" given to it comes from a tea-growing district in India, although "Salada" tea itself is of Ceylon production.

As I have just said, Mr. Larkin felt convinced he had hit upon a tea that would take well in packages. And that which Mr. Larkin believes in he becomes enthusiastic over, tea as well as everything else. Talk with him five minutes and you will be convinced of that.

Mr. Larkin is convinced that "Salada" tea is the best package tea on the market. He may be right or he may be wrong. But he believes it.

It does not matter how good an article may be. It may be beyond all peradventure

be the best in the world. But articles do not, like worms, work their own way into the world: They must be pushed. And Mr. Larkin to enthusiasm has added push. As the result of his efforts "Salada" is now sold, to a more or less extent, in nearly every hamlet, town and village in Canada.

In pushing his tea Mr. Larkin has relied largely upon newspaper advertising. To the trade he has spoken chiefly through THE CANADIAN GROCER, and some four hundred

what induced him to venture upon that market when he did was the receipt of letters from people living across the border, stating they had tasted "Salada" and expressing their desire to purchase some.

The first branch was started in Buffalo. That was rather less than a year ago. Since then branches have been started at Pittsburgh, Wilkesbarre, Scranton, Youngstown, Rochester, Detroit, Boston, etc.

"Although we have branched out largely into the United States," said Mr. Larkin in reply to a question, "our trade there yet is really insignificant compared with that in Canada, because our usual system of doing business here has not been pursued there. What I mean is that only a very small lot of tea goes out over there with opening orders as a rule. Reckoned in pounds, therefore, the output is small so far. But if the orders are small the expense is enormous," remarked Mr. Larkin as he dipped his hand deep into his pocket. "You know, the United States is not a tea-drinking country. Coffee is its staple drink. I am, however, firmly convinced that the next ten or fifteen years will see the United States taking as much Indian and Ceylon tea as does England at the present day."

"I suppose with your opening up in the United States you have been pretty busy lately?" I ventured.

"Yes, we have. During the last three months we have been turning out 'Salada' at the rate of one million pounds per annum, or equal to more than one-tenth of the black tea trade of Canada."

"Salada" tea is packed upon the premises at No. 25 Front street east. The packing department is situated upon the second floor. All the tea is packed by machinery. And an interesting process it is. There are three or four machines, exactly the number I do not remember. To each machine there are three young men. The duty of one is to wrap the tea lead paper around a square funnel-shaped article



P. C. LARKIN
The man who made "Salada."

daily and weekly newspapers are utilized as mediums for reaching the consuming public.

"I don't care how good an article may be," I heard Mr. Larkin remark one day, "you must advertise it if you want it to sell."

The greater part of his business is done through letter orders, only three travelers being out in the country.

Since the Canadian field has been pretty well covered Mr. Larkin has been looking around for other worlds, or rather other countries, in which to operate. In pursuance of this he about a year ago began to investigate the United States market. Probably

We are showing samples of

NEW SEASON'S JAPANS

Arriving ex S.S. "Empress of India"

THE DAVIDSON & HAY, Ltd.

Wholesale Grocers

TORONTO.

TELEPHONES 399 AND 1399.

which is handed to the operator who thrusts it into an aperture in the machine. Simultaneously with doing this the operator grasps another funnel-shaped vessel, suspended at his right, which contains the desired quantity of tea which has been put therein by the third workman. As he grasps it the contents are automatically emptied into the receptacle around which the lead paper is wrapped. Then, in the twinkling of an eye, down upon the tea comes a powerful press, packing it firmly. At the same moment the operator touches a lever with his foot and out comes the funnel-shaped vessel around which the wrapper was put. Next the operator dexterously closes the end of the package, brings a sort of iron door down upon it with a bang, touches another lever with his foot and up pops the package ready for labelling. By actual time test I found the operator was turning out ten half-pound packages per minute, and all to an hair's breadth uniform in size.

The machines used are the invention of Mr. Larkin himself, and not only does he use them in his own business, but he has sold them to tea packers in different parts of Canada, the United States, Great Britain, Australasia, etc.

Just north of the packing machines is a mammoth tea blender. It stands about twelve feet high and is eight or nine feet square, and has a capacity of two tons of tea. It is operated by electricity, and is fed from the floor above.

After the packages of tea are labeled they are placed tier upon tier in a large room fronting the north. Lately it has been found impossible to dry the labels quickly enough to allow orders to be filled promptly. Accordingly last week several electric fans were introduced. These are placed before the different piles of tea and are kept going night and day.

The staff of men and boys engaged in packing, labelling, etc., is 27.

The man who made "Salada" tea was born in Montreal about forty years ago.

He began mercantile life at the early age of thirteen years, when as a boy he entered the employ of a retail grocer in the "Commercial Metropolis." Eventually he became a traveler for Tiffin Bros., Montreal, which position he held for twelve years. It is eight years since he started in the wholesale grocery business in Toronto and five years since he put "Salada" tea on the market, the whole of his attention now being devoted to that article.

"Larkin," remarked a friend of his the other day, "has brains enough for two firms. He is a bright and clever fellow."

"THE WRONG SORT OF GROCERS."

At a meeting of the trade, some years ago, there was an informal discussion on the subject of small shops managed by the wives of working men, and one speaker was un-gallant enough to describe women as "the wrong sort of grocers." He was right. It is an undoubted fact that women are not a success as grocers. The business is too complex for their management; it demands a too persistent and onerous attention; the work is too hard, and the variety of articles handled too extensive for ordinary female capacity.—London Grocer.

In the city of ———, is a grocer, an easy-going fellow, who for twenty years and more had kept a store that for appearances would take the medal for untidiness. Goods were always scattered and mixed and kept in confusion and disorder. The cellar was a hotch-potch. The desk was littered with odds and ends and scarcely approachable on account of the goods piled about it. Shelves were dusty and it seemed as if everything was purposely left where it might chance to lodge. A fever put this careless, slow and easy fellow in bed for some weeks, during which the wife laid aside her duties and took charge of the store. Entering it one day, entirely ignorant of the proprietor's illness, we were astonished to find it in perfect order. The old heaps of miscellaneous merchandise had disappeared. There was a place for everything and everything was in its place. Order and neatness reigned and the place had an attractive look. We could not resist asking the cause for the change, when we learned that one woman

at least knew how to keep store and increase trade. The wife took charge of affairs, sent the broom and the dust pan into nooks and corners. The stock was rearranged and made inviting. Order put disorder to flight and cleanliness superseded slovenliness. Therefore we assert that it is not "an undoubted fact that women are not a success as grocers." There are men who never achieve success as there are women, and there are those of both sexes who always do well.—American Grocer.

SUGAR STATISTICS.

This week's summary of the statistical position of sugar, as made up by Willett & Gray, shows stocks in the United States and Cuba together of 623,937 tons, against 589,490 tons last week and 295,717 tons last year, a plus of 328,220 tons over last year. Stocks in Europe, 1,854,500 tons, against 1,851,800 tons last week, and 1,759,435 tons last year. Total stocks of Europe and America, 2,478,437 tons, against 2,743,291 tons last week and 2,055,152 tons last year at the same uneven dates. The excess of stock is now 423,285 tons, against an excess of 410,442 tons last week and a deficiency of 6,733 tons December 31, 1896. Afloats to the United States include shipment of 26,700 tons last week from Hamburg and Bremen. Freight room has been engaged for 15,000 tons. Shipments include 2,300 tons refined.

HER FRENCH.

"Let me see some of your black kid gloves," said a lady to a clerk. "These are not the latest style, are they?" she asked, when the gloves were produced. "Yes, madam," replied the clerk, "we have had them in stock only two days." "I didn't think they were, because the fashion paper says black kids have tan stitches, and vice versa. I see the tan stitches, but not the vice versa." The clerk explained that vice versa was French for seven buttons, so she bought three pairs.—Household Words.

ARE YOU SATISFIED

with the Package Tea you are now using? If not, we have come to your relief. **CIRCLE**, the most modern of all Package Teas, is free from all objections possessed by others. It is durable, light, air-tight and odorless. Useful Tea Books, also Electros, given to buyers for advertising.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, HAMILTON

In Store ex "Empress of India"

The first of the new season's crop, April pickings.

"SAILOR GIRL" JAPAN TEA

IN 40-POUND BOXES.

Shipped before the advance in freights and excitement in the Japanese market. Extra choice in draw and leaf.

JAMES TURNER & CO. - - HAMILTON, ONT.

PURE MILK



IT IS.

FRESH ARRIVALS

We beg to advise the Trade that we have just received fresh shipments of the following goods:

CROSSE & BLACKWELL'S Pickles, Pints and Half-Pints.
 " " Marmalade, 1-lb. Glass Jars.
 " " English Malt Vinegar, Quarts.
 JAMES EPPS & CO.'S Cocoa, 1/4-lb. Tins.
 PATERSON & SON'S Worcestershire Sauce, Half-Pints.

. . . ALL AT LOWEST PRICES . . .

THOS. KINNEAR & CO.

WHOLESALE GROCERS
49 FRONT STREET EAST

TORONTO

THE MAN AND THE OPPORTUNITY.

"If we succeed, what will the world say?" asked Captain Berry in delight, when Nelson had explained his carefully formed plan before the battle of the Nile.

"There is no 'if' in the case," said Nelson. "That we shall succeed is certain. Who may live to tell the tale is a very different question." Then, as his captains rose from the council to go to their respective ships, he added: "Before this time to-morrow I shall have gained a peerage or Westminster Abbey." His quick eye and daring spirit saw an opportunity of glorious victory where others saw only probable defeat.

"Is it possible to cross the path?" asked Napoleon of the engineers who had been sent to explore the dreaded pass of St. Bernard. "Perhaps," was the hesitating reply, "it is within the limits of possibility." "Forward, then!" said the Little Corporal, heeding not their account of difficulties, apparently insurmountable. England and Austria laughed in scorn at the idea of transporting across the Alps, where "no wheel had ever rolled, or by any possibility could roll," an army of 60,000 men, with ponderous artillery and tons of cannon balls and baggage and all the bulky munitions of war. But the besieged Massena was starving in Genoa and the victorious Austrians thundered at the gates of Nice. Napoleon was not the man to fail his former comrades in their hour of peril.

The soldiers and all their equipments were inspected with rigid care. A worn shoe, a torn coat or a damaged musket was at once repaired or replaced, and the columns swept forward, fired with the spirit of their chief.

"High on those craggy steeps, gleaming through the mists, the glittering bands of armed men, like phantoms, appeared. The eagle wheeled and screamed beneath their feet. The mountain goat, affrighted by the unwonted spectacle, bounded away, and

paused in bold relief upon the cliff to gaze at the martial array which so suddenly had peopled the solitude. When they approached any spot of very special difficulty, the trumpets sounded the charge, which echoed with sublime reverberations from pinnacle to pinnacle of rock and ice. Everything was so carefully arranged and the influence of Napoleon so boundless that not a soldier left the ranks. Whatever obstructions were in the way were to be at all hazards surmounted, so that the long file, extending nearly 20 miles, might not be thrown into confusion." In four days the army was marching on the plains of Italy.

When this "impossible" deed was accomplished others saw that it might have been done long before. Many a commander had possessed the necessary supplies, tools and rugged soldiers, but lacked the grit and resolution of Bonaparte. Others excused themselves from encountering such gigantic obstacles by calling them insuperable. He did not shrink from mere difficulties, however great, but out of his very need made and mastered his opportunity.

Grant at New Orleans had just been seriously injured by a fall from his horse when he received orders to take command at Chattanooga, so sorely beset by the Confederates that its surrender seemed only a question of a few days; for the hills around were all aglow at night with the camp fires of the enemy, and supplies had been cut off. Though in great pain, General Grant gave directions for his removal to the new scene of action immediately.

On transports up the Mississippi, the Ohio and one of its tributaries; on a litter borne by horses for many miles through the wilderness; and into the city at last on the shoulders of four men, he was taken to Chattanooga. Things assumed a different aspect immediately. A master had arrived who was equal to the situation. The army felt the grip of his power. Before he could mount his horse, he ordered an advance. Soon the surrounding hills were held by

Union soldiers, although the enemy contested the ground inch by inch.

Were these things the result of chance, or were they compelled by the indomitable determination of the injured general?

Did things adjust themselves when Horatius with two companions held 90,000 Tuscans at bay until the bridge across the Tiber had been destroyed?—when Leonidas at Thermopylae checked the mighty march of Xerxes?—when Themistocles, off the coast of Greece, shattered the Persian's Armada?—when Cæsar, finding his army hard pressed, seized spear and buckler, fought while he reorganized his men, and snatched victory from defeat?—when Winkelried gathered to his breast a sheaf of Austrian spears, thus opening a path through which his comrades pressed to freedom?—when Benedict Arnold, by desperate daring at Saratoga, won the battle which seemed doubtful to Horatio Gates, loitering near his distant tent?—when for years Napoleon did not lose a single battle in which he was personally engaged?—when Wellington fought in many climes without ever being conquered?—when Ney, on a hundred fields, changed apparent disaster into brilliant triumph?—when Perry left the disabled Lawrence, rowed to the Niagara, and silenced the British guns?—when Sheridan arrived from Winchester just as the Union retreat was becoming a rout, and turned the tide by riding along the line?—when Sherman signaled his men to hold the fort, though sorely pressed; and they held it, knowing that their leader was coming?—Pushing to the front.

WOULD HAVE THE HAM.

An old and favored customer at a Lewiston grocery store, caught sight of a new and finely put up ham from a western meat house, one day recently, and asked for it. "Oh, that isn't to sell! that's only a sample," said the clerk. "Well, I want it. Samples are better than anything else. I want it, and I have traded here long enough to have a few favors." "Well, I tell you it is not

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A Market at Your Door

From Manufacturer to
Retailer Direct.

Half the profit is lost in the time you spend by pushing the sale of experimental cereal foods. There is a market right at your door for Molina Rolled Wheat, because "it is made by Tillson."

Molina Rolled Wheat

is the equal of cereal foods put up in packages, but at about half their cost. It is pure—clean—wholesome. It sells as it has always sold—on its merits. And it sells without "pushing"—please remember that.

The Tillson Company Ltd.

Tilsonburg, Ont.

good to eat. We will keep it here ourselves." At this the customer grew indignant, and the clerks promised to send it up. He went home happy, and the next day tried to cut up the nicely packed, varnished and sealed package of ham. He found that it was turned out of pine lumber.

CALIFORNIA PRUNES.

Concerning the prune situation, The California Fruit Grower says, under date of the 22nd inst.: "Business confined to small lots to fill assorted orders, chiefly for local trade. Eastern demand slow; a few export orders coming to hand. Stocks are cleaning up. From Philadelphia comes the report that there is some clashing in prices in that market between Santa Clara Valley and San Joaquin Valley prunes, the latter being offered at $\frac{1}{2}$ c. per pound less than the former, with some dispute as to

quality of the San Joaquin Valley fruit. The drop is about over and the fruit is as large as robins' eggs, with every indication of an early harvest. The loss by dropping has been heavy in all sections, yet at this time indications point to a fair-sized crop of good prunes. Reports from France, Bosnia and Servia of 15 days ago gave evidence of a good crop of prunes, but since then frosts have occurred and some damage done. We are waiting for further reports, as upon the crops of those countries depends our export demand."

NEW JAPAN TEA CROP.

Smith, Baker & Co.'s circular, dated Yokohama, May 7th, has the following on tea: "Owing to unseasonable weather the new tea crop is quite backward, arrivals in merchantable quantities only commencing on the 30th ult. Receipts up to the present

time amount to 4,218 piculs, of which 3,377 piculs have been settled at very full prices compared with last season, the buyers doubtlessly being largely influenced by a desire to get some first shipments off per Bearer. Prices paid range from \$30 to \$50 per picul, and show more or less irregularity, as usual at the beginning of the season, but average \$4 to \$7 over last year's values at even date. Teas from the best districts have not yet arrived in any considerable quantities; consequently close comparison cannot be made as to quality in fairness to the new crop. Total receipts to date are 4,218 piculs and settlements 3,377 piculs, against 7,885 and 6,731 piculs respectively at the same date last year. The Bearer takes about 3,500 pkgs. at 2c. per lb. At Hiogo only about 150 piculs new leaf have been received thus far. Suez freights are likely to rule low, as the New York conference is dissolved and there will be several lines competing for the business."

In the warm Summer Days

the trade in Flavoring Extracts always increases.

YOU

will get your share of the increase if you sell the best goods. It will pay you to handle them. We presume nine out of ten of those who read this have them in stock now; the others should **order at once.**

ORDER

Pure Gold Flavoring Extracts

the best goods in this line in the world.

PURE GOLD MFG. CO., Toronto.



SEND FOR SAMPLES



Manufactured by **THE ALPHA CHEMICAL CO., BERLIN, CAN.**
For sale by all the leading Grocers.

PAST AND FUTURE OF THE SUGAR INDUSTRY.

EUROPEAN countries impose a heavy tax on sugar consumed at home, in order to raise the \$25,000,000 they pay annually in subsidies to promote their export trade in sugar. This and prohibitive tariffs account for the high prices abroad. But our plan of countervailing duties equal to foreign export bounties neutralizes the advantage heretofore enjoyed in this market by export bounty sugars. By this artificial stimulus, aided by science to a degree that is a wonder and delight, Europe has nearly doubled her beet-sugar product since 1880, until it is now about 5,000,000 long tons annually. The world's cane-sugar supply, including Cuba in a normal state, has grown only half as fast of late years, and is now about 3,000,000 tons. It is quite likely that this year's production of sugar from beets will be twice as great as from cane, whereas conditions were just the reverse about twenty-five years ago.

This accounts for United States imports of sugar from Europe increasing from 150,000 tons four years ago to 550,000 tons last year, meanwhile decreasing one-half from "the countries to the south of us"—from 1,300,000 tons in 1892 to 700,000 last year. Indeed, only the yellow races have been

able to hold their own against Europe's highly subsidised beet-sugar industry. Yet so quietly has this application gone on of degraded labor to the sugar cane that it is astonishing to find United States imports of sugar from Hawaii, the Orient and Egypt jumped from about 250,000 tons in 1892 to 700,000 tons last year. The Sandwich Islands' product has nearly doubled in the four years, during which so enormous has been their importation of coolie or yellow labor that Chinese and Japanese now comprise more than half the male population. This result has been fostered by our treaty of reciprocity with Hawaii, under which that sugar has had free admission to this market since 1876. While we have thus remitted over \$61,000,000 in duties on her sugar—practically amounting to a direct bounty of this sum to a few of her planters at the expense of the United States Treasury and the retarding of our domestic sugar industry—we have also paid the islands \$140,000,000 for sugar, while they have taken but \$56,000,000 worth of our exports. Such an absolutely one-sided and illogical treaty was never before maintained by a government of reputed sanity.

From "Sugar—the American Question of the Day," by Herbert Myrick, in June Review of Reviews.

UNADULTERATED NERVE.

"I might relate an instance of what I call nerve," says a writer in a Minneapolis exchange, "which came to me the other day; I understood it happened in this state. Out here in the country in a small town where there is a little bank and two or three general merchants, a farmer came to town one morning, went to the place where he had traded for years, and had always been accommodated (was probably owing the man money then, but that I do not know), and said that he wanted to borrow \$50. The merchant said he could not let him have it. The farmer said: 'If you cannot let me have it can't you go on my note at the bank so I can get \$50? I must have it. So the merchant told him he would do so to accommodate him for a short time. They went over to the bank and the farmer got the paper indorsed, got his \$50, went back and got his team and went over to the depot and piled on \$50 worth of goods bought from a supply house in Minneapolis.'"

"Ah," sighed the grocer, as his eyes wandered over the piles of unsalable articles in his stock; "you novel-writers have a big advantage over us grocerymen. You can put anything you please in the mouths of your people; we can't."

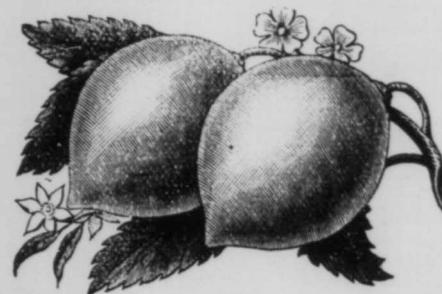
ROSE'S

WEST
INDIA

LIME JUICE

Is DELICIOUS,
WHOLESOME
and REFRESHING.

Cheaper and more wholesome than Lemons. Can be had from all first-class Grocery and Drug Houses.



Agents for Canada,

LAW, YOUNG & CO. - MONTREAL.

Butter Wanted

I am prepared to pay **CASH** for dairy butter. I want it fresh, and am ready to handle any quantity if put up right and of good quality. Write me for prices and shipping instructions. Don't **hold** your butter. Sell it **weekly**, and if quality and pack is right I can give you top prices.

R. J. GRAHAM

... Belleville, Ont.

Dalley's Pure Spices

The following list are put up in the Spice line:

Allspice, Cassia, A. Ginger, C. Ginger, J. Ginger, Black Pepper, White Pepper, Cayenne Pepper, Pastry Spice, Nutmegs, Mace, and Whole Pickling Spice.

Send and get
quotations.

Try a sample order and you will be pleased with the style of goods, as they are the handsomest shelf goods that have ever been produced in Canada. Every package bears our name,

THE F. F. DALLEY CO. Ltd. - Hamilton, Canada

FAC SIMILE OF CASK LABEL.



PURNELL'S

**PURE
PLAIN and SPICED**

MALT VINEGARS

FOR PICKLING and TABLE USE.

Brewery, Bristol, England.

AGENTS

Montreal—J. M. KIRK, Imperial Buildings, St. James St.

Toronto—J. WESTREN & CO., 41 Rose Ave.

Hamilton—W. H. GILLARD & CO., Wholesale Grocers.

Winnipeg—A. STRANG & CO., Portage Avenue.

Vancouver, B.C.—C. E. JARVIS & CO., 101 Holland Block.

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.]

WITHIN the last month the Cowan Co., Ltd., King street west, have placed on the market a new brand of cocoa, put up in half-pound tins and called the "Perfection." They have lately obtained a new trade mark, in the style of a pretty maple leaf, which has been put on this new brand of cocoa, and which will gradually be placed on all their manufactures.

Barataria shrimps are going well with Lucas, Steele & Bristol.

T. Kinnear & Co. have placed some new low-priced cheese in stock.

John Sloan & Co. have in stock their first shipment of April picked Japan tea.

A shipment of New Orleans molasses has arrived for T. Kinnear & Co.

The Davidson & Hay, Ltd., are offering "Golden" pumpkins at low prices.

The Eby, Blain Co., Ltd., report large sales of Bendorp's "Royal Dutch" cocoa.

The Davidson & Hay, Ltd., report a large sale for "Alabama" cotton cords.

A carload of New Orleans molasses arrived this week for the Eby, Blain Co., Ltd.

Redpath's golden syrup, 2-lb. tins, is again in stock with the Davidson & Hay, Ltd.

A shipment of Codou French macaroni arrived this week for the Eby, Blain Co., Ltd.

Perkins, Ince & Co. have a shipment of their "Agathas" brand of sardines near at hand.

Several shipments of Ceylon and Indian teas arrived this week for the Eby, Blain Co., Ltd.

T. A. Lytle & Co. report the demand for vinegar and pickles unusually great for this season of the year.

T. Kinnear & Co. report fresh arrivals of Crosse & Blackwell's pickles, lucca oil, malt vinegar, and marmalade.

A shipment of Egyptian onions arrived for Clemes Bros. this week. The market had been bare for a week or ten days.

In order to clear stock the Davidson & Hay, Ltd., are quoting their pure jams in pails and glass at reduced figures.

Special attention is called to the drive in Malaga muscatel raisins advertised in this issue on another page by the Eby, Blain Co.

"Yes," say Lucas, Steele & Bristol, "teas are again moving a little, and quite

a few of ours are finding their way across the border. Japan advices are strong, but we think lower prices will prevail later on."

A handsome fruit display case is being given by W. H. Gillard & Co. in connection with a fine quality of mustard which they are selling.

Genuine English Bridgewater bathbrick is in store with Lucas, Steele & Bristol, wrapped or otherwise, for cleaning brass, copper, knives, forks, etc.

W. H. Gillard & Co. are offering bargains in a line of raisins, selected goods, which it will pay the intending purchaser to take advantage of, the firm asserts.

"We have had a large demand for California and French prunes and our stock is getting low. Send in your orders early if you are needing some," so say the Eby, Blain Co., Ltd.

The Eby, Blain Co., Ltd., report the arrival of a carload of green Rio coffee. They claim that these are exceptional values, and will be pleased to mail prices and samples to buyers.

W. H. Gillard & Co.'s representatives this week are showing samples of a very fine line of April-picked fancy Japan tea. These teas are scarce on the Canadian market just now.

The Eby, Blain Co., Ltd., are giving away a pin tray, handsomely decorated with a picture of the Queen entwined with maple leaves, to all their customers handling "Kolona" Ceylon tea.

The Toronto Coffee and Spice Mills report they are meeting with gratifying success with their "Jubilee" baking powder. It is put up in 25-oz. packages and sells at 25c. There are two dozen in each case.

New season's "Golden" haddies are now offered by all wholesale dealers. Northrup & Co. who are selling agents for this brand report increasing sales over same period last year. When ordering always mention "Golden" brand finnan haddies.

D. Gunn, Bros. & Co. report an active trade for their "Maple Leaf" brand cure of smoked shoulders and spiced rolls. They also say that the prices being asked by creameries and holders of dairy butter prohibit any trade for export. The American markets being lower than the Canadian prices, exporters are buying in American ports.

The F. F. Dalley Co., Ltd., of Hamilton, have put up in handsome packages, containing 1 oz., 2 oz., 4 oz., 8 oz. and 16 oz., spices of all kinds, which have their name on, and they guarantee them to be pure. The firm writes: "As the Government sends out men to gather samples of spices to test for purity, it is very essential for the merchant to have spices that are guaranteed by

the spice millers. Now, no merchant that handles bulk spices can protect himself, as no manufacturer can be made to guarantee his bulk goods after they have left his factory."

COFFEES AND CRUDE SPICES.

A Washington despatch says: "The subject of adopting new revenue duties as a part of the tariff bill is not at present under consideration by the Finance Committee. Duties on coffees and crude spices were considered when the duty on tea and the increase in the tax on beer were adopted, but the feeling in committee was strongly against them. The duty on coffee would affect so many more consumers than the duty on tea that it was not considered a wise experiment. Representations have been made to the committee in favor of a duty on coffee, but they regarded it as proceeding largely from interested motives and the desire to control the trade. The committee are busy at present on the schedules about to be taken up for consideration. Representatives of the domestic earthenware and china manufacturers have been here and have locked horns with representatives of the importers. The committee have returned to ad valorem rates on the cheaper grades of white and decorated ware, with compound duties on the medium grades and ad valorem on the finest qualities which do not admit an adequate classification upon the specific basis."

PAYING BANK DIVIDENDS.

On Tuesday morning a large percentage of the Canadian banking institutions began the payment of half-yearly dividends, and, as a consequence, upwards of \$1,500,000 will be paid to shareholders. Of this sum the banks with headquarters in Montreal furnish something like \$900,000, the balance being distributed in other commercial centres throughout the Dominion. June 1st is the regular half-yearly dividend day for fourteen banks out of a total of some twenty-five which pay dividends regularly. The Bank of Montreal, the premier monetary institution on the continent and the third largest in the world, naturally leads the list. Next in point of magnitude are the Merchants' Bank of Canada and the Canadian Bank of Commerce, the former paying four per cent. on a capital of \$6,000,000 and the latter three per cent. on the same amount of paid-up capital.

AUCTION SALE OF FRUIT.

Clemes Bros. and McWilliam & Everist are holding a joint auction sale of lemons, oranges, etc., at the Yonge-street fruit market, on Tuesday, June 8th. This is the second and largest auction of the season, and it will pay dealers to attend.

THAT Famous Brand
from which
8000 Gallons
per Day
were brewed and served exclusively
to the
MILLIONS AT THE WORLD'S FAIR.
CHICAGO 1893.

CROW'S NEST PASS RAILWAY AGREEMENT.

AT a caucus of the Liberal members of Parliament in Ottawa on Wednesday, the Government's railway policy, especially with regard to the Crow's Nest Pass Railway, was announced by Mr. Blair. An agreement has been reached by the Government with the C.P.R., under which the Government will pay to the company a subsidy of \$11,000 per mile for 330 miles from Lethbridge, N.W.T., through the town of McLeod and by way of the Crow's Nest Pass across the Rockies, terminating at Rossland, the line to be completed this year. The Government reserves to itself the right to regulate the terms and conditions upon which the timber and timber lands are to be sold, and receives from the company 50,000 acres of the valuable coal lands acquired by the C.P.R. some months ago under the British Columbia Southern charter, these coal lands having been originally granted by the Provincial Government as a subsidy to assist in building the road. The coal lands will be selected by the Government in blocks of 500 and 1,000 acres.

The C.P.R. Co. makes reductions in rates on important classes of freight over its main line and connections coming from the

east of Lake Superior, and especially on wheat, coal oil, agricultural implements, iron in bars, plates and sheets, wire, binder twine, nails, cordage, bags and bagging, live stock for breeding, paints and oils, fruit, etc. Although the schedule has not yet been made public, it is understood that these reductions in some cases are as high as 33 per cent. On wheat there is to be a reduction in the freight the first year of $1\frac{1}{2}$ c. per bushel, and a similar reduction the second year, making 3c. altogether. On coal oil it is said the reduction will be 20 per cent.

Those who have looked into this matter state that the cut in rates will mean about \$600,000 a year to the farmers of the province of Manitoba alone. Besides this, the company binds itself to submit its rates on all business to and from the Crow's Nest line, to and from all points on the C.P.R. and its connections in other parts of Canada, to the control of the Railway Committee of the Privy Council. All railways are to have running powers over the new line.

The question of granting a subsidy to the Heinze syndicate for 200 miles from Trail to Penticton is under consideration.

The bill giving the sanction of Parliament to the agreement between the Government and the C.P.R. will be brought down in a few days.

STORE FRONT DISPLAYS.

A word about the displays in front of all cheap stores. Has it ever struck the grocer that the articles marked out in front of the cash stores consist of the same old chestnuts all the year around? Oatmeal, tomatoes, corn and peas, soap, etc. All over about the same price, and I wonder the public give these displays any attention at all any more. The professional bargain hunter or runner takes about the only interest in these advertised goods and by going six or eight blocks up the avenue, supplies herself with groceries at about cost.—Retail Grocers' Advocate.

PERSONAL MENTION.

Mr. Francis Solari, of Smyrna, Turkey, was again in Toronto the latter part of last week.

Mr. W. H. Gillard, senior partner of the firm of W. H. Gillard & Co., wholesale grocers, Hamilton, was in Toronto on Wednesday.

WHY BUTTER IS EASY.

Mr. Park, of Park, Blackwell & Co. says there is too much butter of inferior quality coming in just now to allow the price to rise at all. To get their old stock off their hands, dealers are taking any price offered them. The packing of grass butter has already commenced, which will mean the immediate rise in price.

WE HAVE TO OFFER

CANNED TOMATOES PEAS AND APPLES

SPECIAL PRICE FOR CAR LOTS.

H. P. ECKARDT & CO.

Wholesale Grocers

TORONTO

For the Whitest, Lightest and
Sweetest Cakes

USE

Ocean Wave Baking Powder



Manufactured by the

HAMILTON COFFEE AND SPICE CO.
LIMITED
HAMILTON, ONT.

*Rec'd June 4/1910
Richie Abbott*



IMITATORS

cannot produce anything to resemble it in any way.
It is the only perfect Cheese on the market for

Cottage, Cruise, Camp and Palace

For sale by all reputable grocers.

A. F. MacLAREN & CO.
TORONTO, CANADA.

THE CANADIAN GROCER

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

THE MacLEAN PUB. CO.
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Fine Magazine Printers
and
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Canadian Government Offices
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

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

THE OUTLOOK FOR TRADE.

WHAT this country needs most of all at the moment is confidence. And there is no reason why we should not have it.

From all parts of the country come reports of good crop prospects, both cereal and fruit, while farmers generally are increasing their earning powers and at the same time lessening the possibility of disastrous seasons by paying more attention to diversified farming.

Then there are the railroads; their earnings are increasing nicely compared with a year ago and materially compared with two years ago. There is a great deal of talk regarding the quietness of trade, but as railways live by carrying merchandise, it is obvious that the quietude is exaggerated rather than under-estimated. In all the leading commercial countries railway earnings are accounted reliable trade barometers. And when they are on the ascendency it is quite reasonable to expect that the summer of better times is approaching.

The returns of the chartered banks of the Dominion give further indications of awakened activity in trade, the discounts and loans having increased nearly $3\frac{1}{4}$ million dollars during April compared with the previous month. All the provinces, it may be noted, contributed to the increase. In March the discounts and loans were about $4\frac{1}{2}$ million dollars larger than in February. The notes in circulation increased \$783,334 during April.

Turning to the trade returns, we again find the results favorable. The imports for

home consumption entered during April, the last month for which figures are to hand, increased \$485,787 compared with the same month a year ago, while the exports showed the substantial increase of \$1,799,788. Taking the ten months' trade ending April 30, the imports are \$93,498,952 in 1897, against \$92,062,405 in 1896, an increase of \$1,436,547. It is in the exports, however, that the increase for the ten months is most notable, the figures for the respective periods being \$106,339,814 and \$96,903,450, an increase of \$9,436,364, or nearly $9\frac{3}{4}$ per cent. The aggregate trade for the ten months of the present fiscal year was over $5\frac{1}{4}$ per cent. larger than for the same period in 1896.

In Manitoba, the Territories and British Columbia there is certain to be a great deal of activity, what with the influx of farm settlers and people interested in the mining industry. And it must be remembered that the people who enter the mining country will be largely consumers and not producers.

One unsatisfactory feature about the situation is the lumber industry. It certainly is not as promising as might be desired. Our trade with Great Britain in this particular article is increasing, but we have so long been accustomed to look upon the United States as our chief market for lumber, that whenever the demand from there falls off or hostile tariffs are on the tapis, we immediately become discouraged.

The United States is undoubtedly a good market for our lumber. But it is a market which is, on the whole, over-estimated. The United States does not by any means use all the lumber she imports from Canada. On the contrary she re-exports a great deal of it to countries which we ought to sell to direct. And if we were as wide-awake and as enterprising as we should be these countries would be our direct instead of our indirect customers.

Of our total exports of \$27,175,686 worth of products of the forest \$12,530,551 went to the various countries in the British Empire and \$14,645,135 to foreign countries. Of the last-named amount \$13,528,047 was taken by the United States. Last year our exports to Great Britain increased by nearly $2\frac{1}{4}$ million dollars.

Stocks of merchandise in stores throughout the country are, on the whole, light.

The fact that merchants are buying from hand to mouth, and have been for some time, is evidence of it. And light stocks necessarily mean light liabilities.

The dulness which characterizes trade in the United States certainly does not help trade in Canada, but we shall never make much headway if we are watching our neighbors all the time. The tariff question has been settled in Canada, the crop prospects are good, increased activity is to be noted in trade, and the conditions generally are favorable. What we want is confidence, accompanied by push and business common-sense.

VALUE OF TIDY STORES.

A great many grocers sit around the store, let the work go, and wait for customers. They wonder how it is they do not do as big a business as the one opposite, who has just moved there. The latter always keeps himself busy cleaning up and arranging the goods so as to give the store an attractive appearance.

Grocery men must remember that women take notice of these things, and a clean, tidy store is one of the best advertisements they can have, for it gets whispered around: "What a lovely store So-and-so has."

Success in advertising depends more on the ability of the advertiser than some people are willing to acknowledge.

THE FRUIT CROPS.

The first reports of the frost in Western Ontario on the night of Friday, May 21st, were to the effect that a great deal of damage had been done. At London the tomatoes, beans and other delicate plants were reported to have been destroyed, and the prospects for a cherry and currant crop greatly spoiled. Although the frost was rather heavy the damage does not seem to be so serious as was first reported. Owing to the lateness of the apple trees in blooming these were not hurt.

An examination of the peach trees in Essex county shows that the crops will be a failure. The extremely cold wave last winter killed the buds, which grew to a large size last fall on account of the mild weather. In that section the prospects for a good crop of pears and plums and most small fruit is good.

HOW A LAW IS MADE ABORTIVE.

MR. W. A. MCKNIGHT, cheese importer, Liverpool, and a member of the Produce Exchange in that city, was in Toronto on Tuesday for a few hours.

Mr McKnight's visit to the North American continent is primarily with a view to securing in the United States a more vigorous enforcement of the law regarding filled cheese.

This law was passed last year, and stipulated that all filled cheese must be stamped as such in letters not less than two inches long in four places on the sides as well as on the top and bottom of the cheese. But this law appears to be kept more in the breach than in the observance.

Instead of the letters being in black they are but a shade or two darker than the light-colored package, and are so skeleton in construction as to only occupy $2\frac{3}{4}$ inches space. To read the words is practically impossible, and this is obviously the intention. We endeavored to get our engraver to make a cut of letter on one of the cheese boxes, but it was so obscure as to baffle even his skill.

But not only are the words "filled cheese" printed in letters almost invisible, but what is clearly a more fraudulent intention is the placing of two cloths on the cheese, the outer one being removed on arriving in Great Britain, and thus putting the cheese on the English market without anything to indicate that it was the imitation and not the genuine article.

As the United States Secretary of Agriculture remarked when the matter was brought to his attention, the officers of the Government were allowing the law to conform to the cheese instead of the cheese to the law.

Mr. McKnight's mission promises to be anything but barren of results, the Secretary of Agriculture having declared that the law shall be carried out to the letter. According to his instructions the words "filled cheese" are to be printed in black letters, and the use of two cheese-cloths is to be forbidden.

Canada is not uninterested in the proper enforcement of the law. A great number of United States cheese are shipped to Great Britain in the summer months by way of Montreal, and when they arrive on the other side often become known as Canadian cheese.

That there is a danger of these filled

cheese being confounded with Canadian cheese is obvious. Only a year or two ago, it will be remembered, a writer in a Scotch paper made a vicious attack upon what he termed filled cheese from Canada. And it was only after the Canadian Government had taken the matter in hand that the writer in question found he had made a mistake, and was compelled to apologise. Of course, every Canadian and every practical cheese man in Great Britain knows that not one pound of filled cheese is made in Canada. The law prohibits it. Illinois is now, it appears, the only state in the Union in which filled cheese is made. Wisconsin, formerly one of the centres of this industry, has passed a law prohibiting its manufacture.

Since 1893 it is estimated that thousands of boxes of adulterated cheese have been imported into Great Britain, but until April 28 last, they have never appeared in the Customs returns as anything other than cheese. Thanks, we believe, to the efforts of Mr. McKnight, in the Liverpool Customs bill of entry of that date cheese and imitation cheese were for the first time separated. And these returns show that on the date in question there were entered at the Custom house 409 boxes of imitation cheese and 176 boxes of cheese. Mr. McKnight has the documents with him showing this.

Filled cheese, everyone may perhaps not be aware, is made from skim milk curd, cotton-seed oil, neutral lard and oleomargarine. As long as this filled cheese is kept in a cool place it is sweet and inoffensive. But let it be assailed by warm weather or heat and the opposite conditions are created. On the British market it is sold at 6d. per pound as the genuine cheese, and, with its predisposition to go bad on the slightest pretext, it is obviously a dangerous enemy to the legitimate cheese trade.

Mr. McKnight is the author of a neat little vest pocket book of tabulated cheese and butter statistics. The following, giving the colonial and United States cheese imported, in hundred-weights, into the United Kingdom for the four years ending December, 1896, is taken from Mr. McKnight's statistics:

	Australasia.	Canada.	United States.
1893.....	37,114	1,046,704	645,235
1894	54,378	1,142,104	672,347
1895	92,759	1,150,013	500,409
1896.....	52,149	1,234,297	581,187

It should be remembered that the figures referring to the United States comprise imitation as well as genuine cheese.

THE OUTLOOK FOR JAPAN TEA.

THE first shipment of new season's Japan tea reached the Toronto market on Monday, ex Empress of India and C.P.R.

The tea is April pick. It is about 10 per cent. dearer than the first shipment of 1896, and could not be duplicated in Japan except at a material advance. This Canadian buyers are unwilling to pay.

This firmness in the market is due to the extraordinary demand from the United States for all teas that can be landed before July 1 to avoid the proposed duty of 10 per cent. per pound.

In view of these conditions it is feared Canadians will have to be content with a small quantity of early-picked Japan tea.

It is thought that after the demand in the United States has been satisfied a decline in prices is almost certain to take place, but by that time all the early Japan teas will have been shipped out of the country of production.

There should be good clerks as well as good goods behind the counter, for the bad odor of the one will spoil the sweet savor of the other.

SITUATION IN LEMONS.

The situation in lemons is anomalous. According to the official statistics, there are now on the way to New York alone 200,000 cases less than this date a year ago, while the arrivals so far are also much less than last year.

The reasons assigned by holders for the depression in the market is the unusually backward and cold spring, which has checked consuming demand and prevented speculative purchases.

The uncertainty of the tariffs of the two countries have not had a stimulating effect upon the demand for shipment, for the reason, it is said, that, in spite of the light receipts, the markets are believed to be well supplied, and the old time speculative spirit lacking.

May, June and July are considered to be the best months for lemons, so that the available stocks would not last long if the demand were up to the average. Holders, therefore, look for a large increase in consuming trade, and an immediate rise from the prevailing low prices, with the advent of warm weather.

MONEY AND SUCCESS.

ONE of the hardest puzzles to a young man of to-day is how to connect success with small earnings. Certainly, unless clever, he cannot obtain success at one bound, so that it remains to choose the best from the many long methods.

Most of our moneyed and successful men of to-day say that they attribute their success to the fact that they early acquired the habit of saving their coins and of practising economy in every expenditure. Thus, without being miserly or niggardly, the early lessons in saving prevented them from wasting a great deal of the money which young men are prone to do.

Of course any young man who is struggling for a social position, or who, on account of his being clever, has a higher and more responsible position, finds it hard to save the coins that an apprentice does.

But yet a great many think that it is only by emptying their pocketbooks that friends can be gained. In some cases it may be so. But in the long run the friends won by your own personality will exhibit far more of the qualities of a friend when called upon to do so than would those bought by making a show of money.

Of course money and economy is not the only means to success. To accomplish one's ends in these days a man must be shrewd and capable of taking advantage of opportunities. When lectures in economy are given by our rich men, it cannot be inferred that it was by this means only that they succeeded. We can see in these men also other qualities which must have been a factor in their gaining their riches. But still economy is one of the traits that mark the successful man of business, for he, without being miserly, is ever careful to cut down needless expenses, and to penetrate deep-rooted schemes.

MR. ARGUIMBAU, OF DENIA.

Mr. J. D. Arguimbau, the well-known fruit exporter, Denia, Spain, spent a couple of days in Toronto last week. Private business brought him to New York, and his visit to the Queen City was a flying one, being taken chiefly with a view to seeing the friends he has there in the wholesale grocery trade. He said that when he left Spain the

crop prospects for Valencia raisins were good, the yield promising to be as large or larger than last year. Of course, he said, it was too early to definitely forecast what the crop would be.

Mr. Arguimbau was accompanied in his visit to the trade by Mr. P. L. Mason, his Toronto representative. His visit was a gratifying one on account of the remarks of satisfaction regarding his fruit which he heard from the trade.

The Jubilee celebration will find Mr. Arguimbau in England.

OPENING PRICES ON CANNED SALMON.

The question of new pack canned salmon is naturally attracting some attention at present, but so far nothing definite in the shape of reliable intelligence regarding it has been had from the Coast.

Some offers have been reported on the Coast, it is true, but the difference between these and the opening figures last season is so great that eastern buyers are not disposed to place much reliance on them, lacking more detailed information.

It is claimed that \$3.65 f.o.b. Coast has been refused, sellers asking \$4.

As prices opened out last year at \$3.40 to \$3.50, or 50 to 60c. per case lower, it is not surprising that buyers should look on these high figures with some suspicion.

At any rate nothing has been done, and one of the largest firms of grocers in Montreal said the other day that they were in no hurry about contracting.

HE REPRESENTED TRADE PAPERS.

Dr. Griffin, whose doings recent and remote are receiving so much attention from the press of the United States and Canada, was ran against in Pittsburg a few weeks ago by a representative of THE CANADIAN GROCER. The "doctor" was representing a couple of Montreal trade journals as an advertising solicitor. He was "throwing on" a great deal of style, endeavoring to create the impression that he was an important personage who had the authority to make large purchases of goods as well as sell advertising space.

The "doctor" may or may not be guilty of all the charges levied against him, but his record is certainly against him.

SHORT SALES OF JUNE CHEESE.

EVERY season there is more or less short selling of June cheese, or, in other words, sales of June make, in the belief that prices will decline before the time for delivery arrives.

This year, however, this speculative practice is being followed much more extensively than usual, for already, before we are hardly into June, operators in Montreal and elsewhere in Canada have contracted with the Britishers to deliver in the vicinity of 60,000 boxes of Canadian June cheese all the way from 41s. to 43s., or the equivalent of 8¼ to 8½c. or thereabouts Montreal.

These speculators are basing their deal on the generally admitted fact that an enormous make is going on throughout the country, and calculate from this that they will be able to fill these short contracts at a profitable margin to themselves. Based on last year's cost of June cheese, which was from 6¼ to 7¼c., and the way price are declining in the country, the market at present is certainly going in their favor; but there is many a slip 'twixt the cup and the lip.

As the ruling prices in the country stand at present they have a margin to work on, but a moderate advance in the market would wipe this out, and then these enterprising gentlemen would be decidedly out in the cold.

The knowledge of these large short sales is also in itself a strengthening factor, for, with the knowledge that they have to be filled, the temptation to squeeze the shorts will be very strong, unless the latter have already made provision in advance to protect themselves. They may not have done so, for it has happened often before that short contracts were never filled, the shorts preferring to settle up with their English buyers as a cheaper method than actually delivering the cheese.

That in the meantime the market was thrown into a state of confusion was of no importance to them in their greed to shut a competitor out of a little business here and there. But though this speculation is often baneful in its effects it is questionable if any legislation can be shaped that will put an end to it.

There are plenty of opportunities for success in life but a great many men either do not see them, or, seeing them, are unequal to the task of grasping them.

THEY
 MAKE
 SATISFIED
 CUSTOMERS

TRY



SATISFIED
 CUSTOMERS
 MAKE
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LORIMER'S WORCESTERSHIRE SAUCE,
 Pints and Half-Pints.

SANDRINGHAM SAUCE,
 Pure and Piquant.

RENNET POWDER,
 A Vast Improvement on the Old Fashioned Liquid Essence of Rennet.

*In Pickles, Jams
 Marmalades
 Fresh Herrings*

*Kippered Herrings
 Findon Haddocks
 Fish Pastes, etc.*

Those made and packed by
 MACONOCHIE BROS., LONDON,
 cannot be surpassed.

Robert Greig & Co., Montreal

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, June 3, 1897.

GROCERIES.

WHILE trade cannot be characterized as active, it is, on the whole, brisker than it was a week or ten days ago. It is, however, unmarked by any very striking features. There has been a little doing in canned salmon for future delivery, but beyond the fact that prices are lower than last year, little or nothing can be ascertained. Canned tomatoes and peas continue in good demand at firm prices, and business in fruits is improving a little. "B" brand rice is scarce on the street and prices are firm. The commoner descriptions of coffees are easier, while the higher are firm. Sugars are quiet, although the demand is improving, and wholesalers are still drawing upon speculators' lots for supplies. In spices the feature is a further advance in pepper at the primary points. Teas are, on the whole, quiet. There are still a good many tobaccos going out. Such seasonable lines as pickles, sauces, etc., are experiencing a good demand. Payments are not altogether satisfactory.

CANNED GOODS.

Canned salmon for future delivery has been receiving a little attention during the past few days. Prices appear to be yet without a settled basis, and figures are not procurable. About all that can be ascertained is that prices are slightly lower than last year and that in the transactions that

have taken place the figures obtained were not more than \$3.65 f.o.b. on the Coast. Canned tomatoes and peas continue in good demand in a sorting-up way, at firm prices. Nothing yet appears to be doing in the way of futures. There is a little doing in canned fruits, but the output is, so far, only small. We quote: Tomatoes, 75 to 80c.; corn, 50 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.25 to \$1.40; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.50; cohoes, \$1.10 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.25 to \$2.40 for tall tins; flats, \$2.85 to \$2.90; ½-lb. flats, \$1.60 to \$1.65; Canadian canned beef, 1's, \$1.20 to \$1.30; 2's, \$2.25 to \$2.40; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

Rio and Santos coffees are a little lower in the primary markets, but the finer coffees, such as Java, Mocha, East Indian, etc., are firm. Locally trade is quiet. Jobbers quote green in bags as follows: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Business in syrups continues quiet. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

Business in molasses is still quiet. 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.

SUGAR.

The refineries are still doing but little business, the wholesalers largely supplying their wants of both granulated and yellows from speculators' stocks. The refiners are still firm in their price notwithstanding. During the past week retailers have been replenishing their stocks more freely, and the wholesalers are in consequence able to report a little more activity, but at the same time a large trade is not being done. Local wholesalers' quotations are: Granulated—St. Lawrence and Redpath's, 47-16c. for single barrel lots and 4½c. for 5-barrel lots; Acadia, 4½c. for single barrel lots, and 45-16c. for 5-barrel lots; yellows, 3½c. to 4½c. per lb.; Demerara crystals, 3½c. The New York market is firm, but the London market has been characterized by some irregularity.

NUTS.

Advices from the primary markets state that the price of filberts is advancing steadily.

BUTTER TUBS

....Ex Warehouse or direct from Factory

Prompt Shipment
Best Goods . . .

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.

ONE TENTH

of all the BLACK TEA sold in the Dominion of Canada IS

"SALADA"

CEYLON TEA

Our sales at the rate of the past four months prove this, and are open to inspection, and are fully double that of the same period last year.

P. C. LARKIN & CO.

25 Front Street East - - TORONTO
318 St. Paul Street - - MONTREAL
15 Niagara Street - - BUFFALO
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Don't Experiment

The demands of business to-day don't give much time for experimenting. It doesn't pay.

Let the others do it. You accept the actual results with proof.

So with Soap

Push and sell what's advertised—what time and experience have proved to be best.

It pays, for this reason, to buy and sell **SURPRISE SOAP**. In many years it has been the standard.

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WINNIPEG: E. W. Ashley.
VICTORIA: La Patourel & Co.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

and that still higher figures are looked for. Early purchases will be the cheapest. Latest advices from Spain confirm the reports of frost damage to the almond trees while in bloom. Locally there is nothing new to note. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

There is a scarcity of "B" rice on the street. In fact, there is scarcely a sack to be had. In the primary markets prices have receded a little from the highest point, but the Canadian mills are firm in their figures. We quote: Standard "B," broken lots, 3¾c.; 1 to 5 sacks, 3¾c., and 5 sacks and over, 3¾c. per lb.; Japan, 5c.; Patna, 4¾ to 5¾c.; tapioca, 3¾ to 4½c.; sago, 3½c.

TEAS.

The feature of the local market this week is the arrival of the first shipment of new season's Japan tea, April pick. It arrived on Monday. Further reference to this tea will be found on the editorial page. The

tea trade generally is quiet, and shipments from here to the United States have practically stopped. 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 remains firm and the demand fair. It is estimated that there are only about 1,500 tons of currants in Greece against 20,000 tons a year ago. We quote as follows: Provincials, 4¾ to 5c. in bbls.; ditto, half-bbls., 5c.; fine Filiatras, in bbls., 5 to 5½c.; do., half-bbls., 5 to 5½c.; Patras, 5¾ to 6c. in bbls., 5¾ to 6c. in half-bbls., and 5¾ to 6c. in cases; Vostizzas, cases, 7 to 8c.

Valencia raisins are quiet and unchanged. We quote: Off-stalk, 5 to 5¾c.; fine off-stalk, 5¾ to 6c.; selected, 6¾ to 7c.; layers, 7 to 7½c.

California loose muscatel raisins are quiet and unchanged. We quote: 3-crown, 7½c.; 4-crown, 8 to 8½c.

Figs are still dull. We quote: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to

12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 6 to 6½c. in boxes.

Dates are quiet and uninteresting. We quote: 5½ to 6c. for Hallowee and 5 to 5¼c. for Kadrowee.

Mail advices from Smyrna, under date of May 8, state that lately even rain-damaged fruit had been sold at high prices, while the stock remaining in Turkey is only 800 tons of very inferior fruit. The new crop was progressing favorably.

California evaporated fruits are quiet and featureless. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

There is not much doing in prunes and the market is uninteresting. We quote as follows: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

GREEN FRUITS.

The demand for oranges and lemons continues good. The pineapple market is brisk. During the week tomatoes lowered

New Season's Pack

**"GOLDEN"
FINNAN HADDIES**

now for sale by all wholesalers; only best quality haddies used. Full weight in each can. Order at once.

Northrup & Co.

Packers' Agents **ST. JOHN, N.B.**

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 Golborne St. **TORONTO.**

VINEGARS

Made under Government Supervision. Absolutely pure.

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79 and 81
JARVIS ST.
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**TO CANADIAN MANUFACTURERS
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If not represented in WINNIPEG

"For sale of your goods to jobbers will be pleased to have you write me."

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

Successor to

W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

14 years' experience.

Established 1882

AUCTION SALE

We will sell on June 8th
2 o'clock p.m.

20,000 Boxes **LEMONS**
500 " **ORANGES**

DIRECT IMPORTATION

CLEMES BROS., - Toronto

51 Front Street East.

in price, but have closed firm at about the same as they were last quotations, The daily morning auction at 10 o'clock has created a good market for strawberries. Coconuts are scarce and in good demand. We quote: Oranges — Valencias, ordinary, 420's, \$6 to \$6.50 per case; large 420's, \$7 to \$8; Messinas \$3.25 to \$4 for 200's, \$3.50 to \$4 for 300's, \$1.75 for 80's, \$2 to \$2.25 for 100's, \$2.20 to \$2.25 for 120's, \$2.50 to \$2.75 for 150's, \$2.75 to \$3 for 180's; blood oranges, \$2.50 to \$3.50 per half box. Lemons, \$2 to \$3.50. Coconuts, \$4.25 a sack and 60c. per doz. Onions, \$3 to \$3.25 per bag for Egyptians. Bananas, \$1.50 to \$2.50. Pineapples, 6 to 10c. each. Strawberries, 11 to 12½c. per quart. New cabbage, \$2.50 per crate. Tomatoes, \$2.50 to \$2.75 per case of six baskets. Apples—Fancy Spies, \$3 to \$4 per bbl., and other kinds \$1 to \$2 per bbl.

BUTTER AND CHEESE.

BUTTER—Receipts of butter, especially in tubs, have been fairly liberal. Shipments of pound prints and rolls have eased off, as commission houses have been discouraging shipments in this form. Sales have been inactive, and there is a tendency to accumulation of stocks. Prices remain about the same as last week's quotations both in creamery and dairy. We quote: Dairy butter—Tubs, 11 to 12c.; white and mixed tubs, 7 to 9c.; large rolls, 10 to 11c.; tubs wanted in preference; pound prints, 11 to 12c. Creamery — Tubs, 16 to 17c.; 1-lb. blocks, 17c.

CHEESE—Market is weak. New cheese is selling at 8 to 8¼c., jobbing price, 8¾ to 9½c. Old cheese is firm at 11½c.

PROVISIONS.

Trade has been active during the past week in all lines. At times it has been difficult to keep up with orders. Apparently barrel pork and heavy mess are getting pretty light in stock and short cut is practically sold out. The present advance in live hogs makes prices firm.

DRY SALTED MEATS—Long clear bacon, 7¼c. for carload lots, and 7½ to 7¾c. per lb. for ton lots and cases; backs, 8c.

SMOKED MEATS—Breakfast bacon, 11 to 11½c.; rolls, 8c.; hams, large, 10½ to 11c.; medium and small, 11½ to 12c.; shoulder hams, 7½c.; backs, 10½ to 11c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6½ to 6¾c.; tubs, 6½ to 7c.; pails, 6¾ to 7¼c.

BARREL PORK—Canadian heavy mess, \$13 to \$13.50; Canadian short-cut, \$14 to \$14.50.

**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.

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CANADIAN TOMATO CHUTNEE

For Soups, Gravies, Curries, Fish, Game, etc. Used for lunch and breakfast as sandwiches. Highly recommended by H. R. H. Princess Louise and by the late Sir John A. Macdonald. For sale by leading wholesalers.

Prepared by **M. P. CARD, Guelph, Ont.**

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.

BUTTER

The demand for large roll is falling off now. Tubs are wanted, selling at 11 to 12c.

EGGS STEADY AT 9 TO 9½c.

Rutherford, Marshall & Co.

62 Front St. East, **TORONTO**

**MACDONALD, TUPPER,
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Solicitors to the Bank of Montreal, the Merchants Bank of Canada, the Bank of British North America, the Canadian Pacific Railway, the Manitoba and North Western Railway of Canada, the Hudson Bay Company, the Canada North-West Land Company, the London and Ontario Investment Company, the Equitable Loan and Savings Company, the Canada Life Company, etc., etc.

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

We make the **Best Biscuits**

Our output in "SODAS" last year exceeds all other years. We believe every Grocer could handle them to advantage.

Jas. McLauchlan & Sons

*Biscuit
Manufacturers*

Owen Sound.

SALT.

Trade has improved. The many enquiries coming in portend a good June business. Prices are unchanged. Quoted at Toronto, carload lots go at \$1 per bbl. and 60c. per sack; less than carload lots, \$1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

COUNTRY PRODUCE.

BEANS — Business is dull. We quote mixed at 40 to 50c. and hand-picked at 60 to 65c.

DRIED APPLES — There is no change. Prices are nominally 1 to 2½c.

EVAPORATED APPLES — Market is still firm, and the demand is fair. Wholesale quotations are: Quarters, 3 to 3½c.; ordinary sliced, 4 to 5c.

EGGS — Receipts have been large, although it has been difficult to make sales. There is a tendency to lower prices to effect large sales. Picklers seem to be through their operations for the season, so that there is a tendency to accumulation of stocks. The idea as to price is 9 to 9½c.; No. 2 eggs are quoted at 6½ to 7c.

POTATOES — Are becoming scarcer. Prices have risen several cents during the week. We quote: On track, 21 to 22c., and out of store, 28 to 30c.

HONEY — Quiet. We quote: Comb, 80 to 90c. per dozen for dark and \$1.50 to \$1.75 for light; strained, 6 to 7c. per lb.

MAPLE PRODUCTS — Dull. The ruling prices for good syrup are: 5-gallon tins, 55 to 60c. per gallon; 1-gallon tins, 60 to 65c. per gallon; sugar, 6½ to 7½c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN — During the week prices have not changed much. Trade is dull. Oats and peas have risen a few cents. We quote: Red wheat, 73c.; white, 75c.; goose, 62½c.; oats are in good demand from 25c.; peas, 45½c.

FLOUR — Business fair; prices not much changed. We quote in carloads on track, Toronto: Manitoba patents, \$4.50; Manitoba strong bakers', \$4; Ontario patents, \$4 to \$4.45; straight roller, \$3.85 to \$3.90, Toronto freights.

BREAKFAST FOODS — Trade is moderate, and although prices have dropped in some cases, there is no cutting going on. We quote: Standard oatmeal and rolled oats, \$3 in bags and \$3.10 in bbls.; rolled wheat, \$2.60 to \$2.70 in 100-lb. bbls.; cornmeal, \$2.15 to \$2.25; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

FISH.

The quantity coming forward still continues greater than the demand warrants. White fish and trout have dropped in price slightly. We quote as follows: Pickerel, 6c. per lb.; pike, 5c. per lb.; whitefish, 5 to 6c.; trout, 5 to 5½c.; 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.; ciscoes, \$1.25 per 100; fresh water herring (heads off), \$2.50 per keg.

HIDES, SKINS AND WOOL.

HIDES — Firm, with no changes during the week. Dealers pay 7½c. for No. 1, 6½c. for No. 2 and 5½c. for No. 3.

CALFSKINS — Market brisk; no change in prices: No. 1 veal, 8 lbs. and up, 9c. lb.; No. 2, 7c. Deatons, from 30 to 35c.; culls, 15 to 20c. each. Sheep skins, \$1.25 to \$1.35; \$1.50 for best; shearlings, 15 to 20c. each; lambs, 25 to 30c.

WOOL — Owing to the delay in the passing of the American tariff, which is expected in a month, the market is still in a state of uncertainty. As soon as duty of 16c. per lb. on washed fleece and 9c. per lb. on unwashed is put on, it is expected there will be a falling off in price. Price is

21c., which may be changed any moment. Unwashed, 12c.; tub-washed, 19c.; pickings, 9c. We would advise caution in buying wool.

PETROLEUM.

The oil market has picked up considerably. Machine oil is in good demand at this season of the year. Prices are unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Pepper is dearer.

"B" rice is scarce.

Beet sugar declined ¼d. in London on Tuesday.

Cream of tartar has advanced fully equal to 1c. per lb. in the primary market during the past week.

The first shipment of new season's Japan tea, April picking, reached the Toronto market on Monday.

QUEBEC MARKETS.

MONTREAL, June 3, 1897.

GROCERIES.

THERE has been little change in the general grocery market, and business as a whole has ruled exceedingly quiet. In sugar neither the refiners nor the jobbers are doing anything except the merest hand-to-mouth trade, but prices are steady. The same remarks apply to syrup, while in molasses large supplies have put buyers in an independent frame of mind, and the better advices from both Porto Rico and Barbadoes have had no influence on the feeling here. In tea the speculative spurt is over and business is of a very ordinary character. Dried fruit, coffees, spices, etc., continue much as they were. In canned goods, salmon are attracting some attention, but there is nothing definite as yet to

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**DRIED
APPLES**

W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. **Toronto**



During the Summer Months



Your customers will want Condensed Milk and Condensed Coffee and Milk. It pays to handle the best---the

"REINDEER" BRAND

Campers, Tourists and Excursionists use them.

Raisins For a special drive this week we are offering Fine Loose Malaga Muscatel Raisins, the finest goods packed, at prices that will astonish you. See our travellers or write us for prices.

Molasses A carload just arrived, in barrels and half-barrels, at tempting prices.

Currants It always pays you to handle Clean, Stemless Currants; no sticks, stones nor dirt; all ready for use.

Canned Fruit Special prices in California Apricots, Peaches, Plums and Nectarines. . .
Canned Apples, Raspberries, Strawberries and Plums.

The EBY, BLAIN CO., Ltd.

Wholesale Importing and Manufacturing Grocers

Toronto, Ont.

go on regarding new pack, although reports from the Coast speak of higher prices asked.

SUGAR.

The sugar market continues extremely quiet and prices generally are unchanged, for, despite the exceeding dulness, refiners' prices are held firm at $4\frac{1}{8}$ to $4\frac{1}{4}$ c. for granulated and $3\frac{1}{4}$ to $3\frac{1}{2}$ c. for yellows. The jobbing demand is strictly confined to actual wants, and prices in this particular also are the same as quoted a week ago, at $4\frac{1}{4}$ to $4\frac{3}{8}$ c. for granulated and $3\frac{1}{2}$ to 4c. for yellows. In London beet sugar has ruled steady, beet recently being cabled $\frac{3}{4}$ d. firmer for May, at 8s. $9\frac{3}{4}$ d, while August was strong at 8s. $11\frac{1}{4}$ d.

SYRUPS.

There has been no change in the syrup market, business ruling quiet at $1\frac{3}{8}$ to $1\frac{1}{2}$ c., as to quality.

MOLASSES.

The molasses market has ruled easier under ample supplies, and though advices from the Island both on Barbadoes and Porto Rico have been firmer, especially on the latter, the fact has had no influence in stiffening the spot position, nor is it likely to in view of the ample supplies which are now offering. As a result values generally are 1c. per gallon lower on Barbadoes, round lots of which have changed hands all the way from 21 to 23c. for new, ex ship, and Porto Rico, to arrive, at 24c. for choice stock. We quote values in a jobbing way, therefore, on both grades at 24 to 26c., according to grade and quality.

RICE.

The strength noted in the rice market continues and there is strong possibility of higher prices in the near future, though we repeat former quotations to-day. We quote: B grade, or any other quality equal or inferior as follows: Bags, 250 lbs., 1 to 4 bags or equal to \$3.50; 5 to 9 bags, \$3.45; 10 bags or over, \$3.40. Half-bags, 100 lbs., 1 to 4 bags, \$3.55; 5 to 9 bags, \$3.50; 10 bags and over, \$3.45. Quarter-bags, 50 lbs, 1 to 4 bags, \$3.60; 5 to 9 bags, \$3.55; 10 bags or over, \$3.50. Pockets, $12\frac{1}{2}$ to 25 lbs.; 1 to 4 bags, \$3.65; 5 to 9 bags, \$3.60; 10 bags and over, \$3.55.

SPICES.

There has been nothing special to report in the spice market. We quote: Black pepper, 10c.; pure white, 12 to 15c.; 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, 10 to 14c.; nutmegs, 60 to 90c.

COFFEES.

The coffee market continues quiet and unchanged. We quote: Maracaibo, 15

to 25c.; Santos, $12\frac{1}{2}$ to 18c.; Rio, 12 to 16c.; Mocha, 24 to 26c., and Java, 24 to 27c.

TEAS.

There has been little activity in the tea market, for reasons already mentioned before, that stocks in first hands in Canada have been pretty well reduced. Beyond a moderate movement in Japans on home account at a range of 16 to 18c. there has been little business to note. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, $16\frac{1}{2}$ to 20c. for mediums, and 30 to 65c. for higher grades.

CANNED GOODS.

The canned goods market has not presented many new features since last report. Considerable attention is being directed to new salmon, but so far nothing has been done, for figures on the Coast, which are specially referred to elsewhere in our editorial columns, are not considered reliable by wholesale grocers in this city, and they are holding off. Canned lobsters are very scarce and 50c. higher here, none now being obtainable under \$9. We quote: Tomatoes, 75 to 80c.; corn, 50 to 80c.; peas, 80c.; peaches, \$1.50 to \$1.80 for 2's; raspberries, \$1.40 to \$1.90; strawberries, \$1.70 to \$1.90, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$2.30; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37 $\frac{1}{2}$ to \$1.40; Lowe Inlet, \$1.30, in tall tins; cohoes, \$1.05 to \$1.15; 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.

There has been no change in Valencia raisins. We quote: Ordinary off-stalk,

$5\frac{1}{4}$ to $5\frac{1}{2}$ c.; fine, $5\frac{3}{4}$ to 6c.; selected, $6\frac{1}{4}$ to $6\frac{1}{2}$ c., and layers, $6\frac{3}{4}$ to 7c.

California raisins remain the same, and advices from the Coast state that there is very little to come forward. We quote standard brands California 2-crown, $6\frac{1}{4}$ to $6\frac{3}{4}$ c., and 3-crown, 7 to $7\frac{1}{2}$ c. The outlook for the coming crop is encouraging.

Figs are unchanged at 8 to 12c., and dates at 5 to 6c.

There is no change in prunes, which we quote as heretofore: California, $6\frac{1}{2}$ to 7c.; French, $4\frac{1}{2}$ to 5c., and Bosnia, 6c.

Evaporated California fruits are steady. We quote: Peaches, 11 to 12c.; pears, $9\frac{1}{2}$ to 12c.; apricots, 10 to 14c., and prunes 8 to 12c., according to brand and quality.

NUTS.

The nut market continues quiet. We quote: Grenoble walnuts, 10 to 11c.; Brazils, 11c.; almonds, 10 to $10\frac{1}{2}$ c.; do shelled, 17 to 18c.; filberts, $8\frac{1}{2}$ to 9c.; peanuts, 7 to 9c.; and cocoanuts, \$3.50 to \$3.75 per 100.

APPLES.

There has been no change in apples, which sell at \$3 per bbl. for what little remains.

DRIED APPLES.

There is nothing doing in dried apples, which continue nominal at 3 to $3\frac{1}{4}$ c., and evaporated, $3\frac{3}{4}$ to $4\frac{1}{4}$ c.

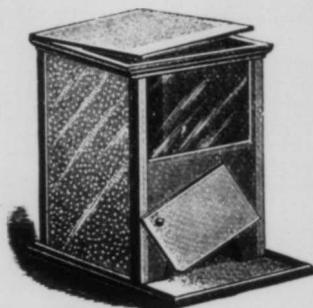
GREEN FRUIT.

The auction sale of oranges and lemons given elsewhere will show what prices on these were. In other lines of green fruit business has been fair. Pines are a heavy receipt and prices are low at 6 to 15c. as to grade. Bananas are in good demand and steady at \$1 to \$1.50 per bunch. Receipts of first crop strawberries from the south are the heaviest on record, and they are selling all the way from 10 to 13c.

COUNTRY PRODUCE.

EGGS—There was no important change in the situation of the egg market. The demand was fair, and prices about steady at 9 to $9\frac{1}{4}$ c. per doz.

MAPLE STOCK—The demand for maple product is slow, owing to the fact that buyers have ample supplies on hand. We quote; Maple syrup, $4\frac{1}{2}$ to $4\frac{3}{4}$ c. per lb.



MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . . .

JOHN E. MARSHALL

118 Commercial St.,
Boston.D. H. RENNOLDSON,
Agent in Montreal.

WANTED Consignments of
BUTTER, EGGS & POULTRY
Quick returns guaranteed.

CHAS. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.

Bird Seed Facts

If you sell bird seed you have every reason to sell **Cottams**. It affords as large a profit as any reliable goods allow—a much more liberal margin than is allowed by other proprietary articles advertised to the same extent. **Cottams** cannot be sold as cheap as some, but we take it that your trade does not call for dirty or inferior goods. It pays best to handle **Cottams**.

Sold by all wholesalers.

DAWSON & CO.

FRUIT, PRODUCE AND
COMMISSION MERCHANTS,

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TORONTO.

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TELEPHONE 645.

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GENERAL . . . **FRUIT**
Commission Merchants
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Consignments of FRUIT and PRODUCE SOLI-
CITED. Ample Storage.
All orders will receive our best attention.

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Best Quality.

Special
Prices
This
Week
Get
Our
Figures.

IN
5 TUB
AND
15 PAIL
LOTS.

F. W. FEARMAN - HAMILTON

**FANCY
ORANGES**

All Varieties

Extra Fancy Lemons, Finest Ban-
anas Grown, Pineapples, Straw-
berries, Tomatoes, Etc., Arriving daily.

WINE

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

\$2.50 per case; 80c. gallon.

THE AMHERSTBURG VINTAGE CO. Amherst-
burg, 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. and
½-lb. pkts. All wholesalers. See you get it.



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E. T. STURDEE

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Manufacturers' Agent,

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

Wholesale trade only.

LONG
CLEAR

BACON

Roll Bacon, B. Bacon,

Hams, Pure Leaf Lard

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The WM. RYAN CO. Ltd.

Pork Packers, TORONTO

S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

Oysters, Finnan Haddies, Fresh and
Frozen Fish, Oranges, Lemons, Al-
meria Grapes, Cranberries and Dates

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TORONTO, ONT.

PURE LARD

MAPLE LEAF BRAND

If you have tried it you know the quality.
If not, send for sample. It is the finest in
the market. According to prices of other
Hog Products, price of Lard is **below cost**
of production. Can you wish for a better
chance to stock up? Write us.

D. GUNN, BROS. & CO.

Pork Packers and Commission Merchants.

TORONTO, ONT.

HUGH WALKER & SON

GUELPH, ONT.

and 45 to 55c. per tin. Sugar, 6 to 6½c.
per lb.

BEANS—Business in beans is very quiet,
and prices are unchanged at 55 to 60c. in
car lots, and 65 to 70c. in a jobbing way.

HOPS—Steady and unchanged at 11¼ to
11½c.

PROVISIONS.

Trade in provisions continues quiet and
chiefly of a jobbing character, but the tone
of the market is firm and prices show no
change. We quote: Canadian pork, \$12.50
to \$13.50 per bbl.; pure Canadian lard, in
pails, 6¼ to 6¾c., and compound refined
at 4¾ to 5¼c. per lb.; hams, 10 to 12½c.,
and bacon, 10½ to 11½c. per lb.

FLOUR AND MEAL.

Locally millers report trade in Manitoba
flour good, but dealers in Ontario grades
state that business is slow and chiefly of a
jobbing character. We quote: Winter wheat
patents at \$4.25 to \$4.40; straight rollers,
\$3.75 to \$3.90, and in bags, \$1.85 to \$1.90.
Manitoba strong bakers', choice, \$4.10 to
\$4.15; outside brands, \$3.90 to \$4.10, and
spring wheat patents, \$4.40 to \$4.60.

Trade in feed continues active, and as
millers in some cases are considerably
oversold, they have advanced prices 50c.
per ton, and are now firm at \$10 for bran
and \$11 for shorts per ton, including bags.

There was no change in the market for
rolled oats, business being quiet, but prices
rule firm at \$2.90 per barrel and at \$1.40
per bag.

BALED HAY.

Owing to the continued scarcity of baled
hay there have been two advances in
prices during the past week, which are now
\$2 to \$2.25 per ton higher than they were
last week, at \$13 to \$13.50 for No. 1 and
\$12 to \$12.50 for No. 2 per ton.

CHEESE AND BUTTER.

The heavy feeling in cheese continues
and prices are lower again this week
when it is a question of effecting a sale. At
the wharf some 1,500 boxes of French
country cheese were offered and these sold
at 8c., which is a decline of ½c. compared
with a week ago. In a general way the
market to-day was 8 to 8¾c. It is under-
stood that the short sales of June cheese
have gone on apace and that in the vicinity
of 60,000 boxes are represented on this
account all the way from 41 to 43s.

The butter market exhibits no signs of
improvement. For business on local job-
bing account prices are unchanged at 16½c.

The exports from here last week were as follows :

CHEESE.			
	Local.	Through.	Total.
To Liverpool—			
State of California	3,326	983	4,309
Ottoman	1,363	.....	1,363
Parkmore	311	335	646
To Glasgow—			
Amarynthia	740	320	1,060
To London—			
Grecian	11,565	701	12,266
To Bristol—			
Merrimac	5,483	931	6,414
To Leith—			
Bellona	484	.....	484
Total	23,272	3,270	26,542
Corresponding week last year	10,917	8,874	19,791
Total shipments since May 1,			
1897	66,462	17,790	84,252
Corresponding period, 1896	35,805	44,547	80,352
BUTTER.			
	Local.	Through.	Total.
To Liverpool—			
State of California	41	.....	41
Ottoman .....	.....	10	10
To Bristol—			
Merrimac	304	.....	304
Total	345	10	355
Same week last year	198	20	218
Total shipment since May 1,			
1897	860	45	909
Corresponding period, 1896	1,009	35	1,044

MONTREAL NOTES.

There are only a few barrels of green apples remaining here, and they are held firm at \$3.

Receipts of first-crop southern strawberries on this market this spring have been the heaviest ever recorded.

Offers of salmon on the Coast have been made at \$4 f.o.b., but this high figure is not considered reliable by buyers here, who are not doing anything.

According to advices to agents here, the outlook for the coming crop of California dried fruit is most encouraging, and a good yield is looked upon as certain.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., June 3, 1897.

THE backward spring is having a bad effect on business, but this week there has been a better movement in trade. Money keeps scarce, and payments slow. Canned goods are being offered for fall shipment, and it looks as if the bad features of last year would be repeated. In cream of tartar there is a firmer feeling, and import prices are rather higher. Rice is tending upward, supplies now coming from England in place of from Montreal. That the tariff question is kept open so long is much regretted by our business men. The wet spring, while regretted by our farmers, has brought good fortune to our lumbermen. The good prices ruling in the English market would have done them little

good had they not got their logs out. In this they have been more successful than for a number of years. "The lime trade, which St. John is in such a good position to do, is flat," said a lime dealer to THE GROCER the other day. "Even with no American duty on lime we could not sell in that market at the prices now ruling there, and our lime costs us much less than theirs."

OIL—The increased duties on linseed and lard oils have caused a firmness in the market, but no change in prices. Linseed oil is low, and, as a large quantity comes from England, the advance in cost will not even be the five per cent. extra duty. Burning oil is light sale, and there is no change in price. Demand for lubricating is rather lighter. We quote: Best American burning oil, 18½ to 19c.; Canadian 17¼ to 18c.; prime, 14½ to 16c.

SALT—Though the season during which large quantities of salt are used by the fishermen is about here it fails to help the demand, as their wants were filled early in the season. Except a small demand for dairy purposes, and the regular demand for table use, there is little movement. Two cargoes of coarse salt are afloat for here and daily expected. Prices are easy, and quite large stocks are held here. We quote as follows: Coarse, 43 to 45c.; Liverpool factory-filled, 95c. to \$1; Canadian fine, 95c. 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, \$2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.

CANNED GOODS—The season is opening. Offers for fall shipment are being made. It looks as if competition between packers would drive prices low, as it did last year, the tendency being to sell at open prices and let the man who comes after you make the price. If the business is to be done in a business way, sales should be made at firm prices. Tomatoes are the firmest feature in the market. Packers have very few to offer. Peas are being offered, and while prices are held there is less tendency to advance. Corn, though packers are firmer, remains low. We quote: Corn, 65 to 70c.; peas, 80 to 85c.; tomatoes, 85 to 90c.; gallon apples, \$1.75 to \$1.80; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb tins, \$2.40 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2 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, \$2.25 to \$3; salmon, \$1.25 to \$1.40; lobsters, \$2.20 to \$2.25; haddies, \$1.15 to \$1.25; clams, \$5 for 4 doz; chowder, \$2.60 to \$2.75 for 2 doz.; scal-

lops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—The demand is large. Oranges, though the market is higher from week to week, continue to have a large sale. Rhubarb has arrived freely this week and prices are lower. The cold weather retards demand for lemons. The feeling is firm. Berries show little change in price. Demand is improving. Lettuce, tomatoes and cucumbers all tend toward lower prices. Pineapples have larger sale. Apples are out of the market. We quote: Messina lemons, \$3.25 to \$3.75; oranges, Valencia, \$5 to \$6; blood oranges, \$2 to \$2.50; bananas, \$1.25 to \$2.25; lettuce, 50 to 60c. per doz.; pineapples, 12 to 15c.; berries, 15 to 18c.; rhubarb, 1½ to 2c. per lb.; cucumbers, \$1 per doz.; Messina oranges, \$3 to \$3.50.

DRIED FRUIT—There is only a light demand. Even package currants, which have shown a steady sale, are quiet. There is some movement in bulk cleaned, though dealers prefer to sell in cartoons. Prices tend higher. Stocks are light. Onions have a fair sale and hold their price. Raisins are easy and there is little doing. They have rather disappointed holders, but stocks are light. The demand for prunes has been good during the week. Prices are low. In evaporated peaches and apricots the demand is small and does not improve from year to year. Evaporated apples are rather firmer. No change yet made in price here, though they could not be replaced at cost. We quote: Valencias, 5¼ to 6c.; California L. M. 3-crown, 7 to 7¼c.; London layers, \$1.75 to \$2; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7½ to 7¾c.; bulk, cleaned, 6½ to 6¾c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples 3 to 3½c.; evaporated apples, 4½ to 4¾c.; onions, 3 to 3¼c. per lb.; Bermuda onions, \$2.50 per crate; coconuts, \$3.50 to \$3.75 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6½ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 8 to 8¼c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—There is nothing new. Wholesale price keeps as low, and even lower than the refinery prices. The margin, to pay interest and expenses on the large stocks held, is small. There is little call for dark yellows. We quote: Granulated, 4½ to 4¾c.; yellows, 3¼ to 3½c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES—The market is weak. Quite a quantity is being moved, and the situation is somewhat improved by the report of an advance at Porto Rico. Barbadoes moves slowly, and is marked rather lower. Some St. Croix is held here, which is of fair quality and could be bought low. We quote: Bar-

Mess Pork
Long Clear Bacon
Hams Pure Lard

PARK, BLACKWELL & CO., Ltd.

Pork and Beef Packers,

TORONTO

They Won't Warp

Here's a chance to please your economical customers. Send for illustrated catalogue—it tells all about these unwarpage household brushes of ours.

Brushes, Brooms, Woodenware.

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

You can soak 'em in water, but you can't warp the back off, because there is no back to warp off. Solid—one piece!
The lines you ask for are, "Solid Back Scrubs"—"Solid Back Shoe Brushes"—"Solid Back Dandy Brushes."

Boeckh's Household Brushes



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 White Wine Vinegar

Takes the lead for purity, strength and flavor.

Write for Quotations to

T. A. Lytle & Co.
Vinegar Manufacturers
TORONTO

VALENCIAS

SELECTED FINE OFF-STALK OFF-STALK

Special quotations for round lots.

WARREN BROS. & CO.
TORONTO.

DO YOU WANT COCOANUT? Packages or Bulk



If so, you want the best, that's

Schepp's

THE STANDARD COCOANUT

If your wholesale grocer cannot supply you refuse a substitute and drop us a card.

Prices and samples on application.

6-8 Bay St. — TORONTO.

The Coffee with a

PAST PRESENT FUTURE

Excelsior Blend

Satisfies the most Fastidious.

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

CASTILE

...SOAP

Imported "Pure" Mottled.

A Shipment just to hand.

PERKINS, INCE & Co.
TORONTO.

badoes, 23 to 26c.; Porto Rico, 27 to 28c.; New Orleans, bbls., 25 to 27c.; Antigua, 24 to 26c.; syrup, 36 to 38c.; St. Croix, 20 to 23c.

DAIRY PRODUCE—Cheese is marked lower, but stocks are still light. Market will soon be closed to Ontario goods, as local make will soon be here. Factories are now offering and trying to make season contracts, but buyers are backward. Eggs keep low, and the outlook is not encouraging, as the season is approaching when quality becomes doubtful. Shippers should be very careful. Butter is in rather better movement. Stocks have worked off better than was expected. It is the quantity of poor butter offered that kills the business. There is not expected to be much change in price. We quote: Dairy butter, 15 to 17c.; creamery, 19 to 20c.; prints, 20 to 21c.; eggs, 7 to 8c.; cheese, 11 to 12½c.

FISH—The business is still all being done in fresh fish. Gaspereaux keep good supply. The demand for them for bait holds large. Shad are being shipped in fair quantities, but the larger part of the present run is over. Not many are pickled at this season. Salmon are being caught more freely. Prices still keep up. Dealers are not feeling bad over the proposed American duty, but expect to find it as good a market as ever. While haddock are not an over-catch, more than enough for local use are being caught. The surplus is shipped west. Dry and pickled fish show but light sale. Smoked herring keep low. Rather more lobsters have been received this week, but no large quantity. Halibut are marked lower. We quote: Large cod, \$3.25 to \$3.30; medium, \$2.75 to \$2.80; pollock, \$1.15 to \$1.25; bay herring, \$1.25 to \$1.30 per half-bbl.; smoked, new, 6 to 7c.; shad, half-bbl., \$4.50 to \$5.50; boneless, 2½ to 8c.; bloaters, 50 to 65c. per box; Barrington, \$3 per bbl.; Shelburne, \$3.25 per bbl.; lobsters, 4 to 10c. each, small; gaspereaux, 40 to 50c. per 100; halibut, 6 to 7c. per lb.; fresh shad, 10 to 12c. each; salmon, 18 to 20c.

PROVISIONS—There is little change. Demand is light. There is better sale for beef than pork. Smoked meats hold their price, but demand is lighter. Lard is lower. Fair stocks are held here. There is but little inclination to buy at this season, except for actual needs, which are not large. We quote: Clear pork, \$14 to \$15; mess, \$12 to \$13; plate beef, \$12.50 to \$13; hams, 11½ to 12½c.; rolls, 8½ to 9c.; pure lard, 7½ to 8c.; compound, 6½ to 7c.

FLOUR, FEED AND MEAL—While Manitoba flour shows no change, Ontario tends lower. There is a fair demand. Oatmeal has taken quite an advance west and is likely to be higher here any day. Oats are

also higher and there is fair demand for them. In beans the market is well supplied, so that while there is a firmer feeling it has not yet affected price here. Cornmeal is rather easier again. Our millers are selling at close prices. Though the demand for feed is light prices keep high. Barley is rather lower. Seeds show a good sale yet, but season is getting late. Prices are fully maintained. We quote: Manitoba flour, \$4.85 to \$5; best Ontario, \$4.50 to \$4.60; medium, \$4.25 to \$4.35; oatmeal, \$3.25 to \$3.30; cornmeal, \$1.75 to \$1.80; middlings, car lots, in bulk, \$15 to \$16; bran, do, do, \$14.50 to \$15; hand-picked beans, 85 to 90c. prime, 70 to 80c.; oats, 32 to 33c.; hay, \$11.50 to \$12.50; barley, \$3; round peas, \$1.15; split peas, \$3.10 to \$3.25; yellow eye beans, \$1.50; timothy seed, Canadian, \$2 to \$2.25; do. do., American, \$1.75 to \$2; clover, 8¼ to 9c.; alsike, 8½ to 9c.

ST. JOHN NOTES.

Rhubarb, native grown, is plentiful, receipts at Indiantown in one day amounting to three tons.

The steamer Damara, for London, will this trip take upward of 100 tons of pulp wood from this port.

Mr. Joseph Marvin is now on the road for C. D. Trueman, commission merchant and wholesale grocer, of this city.

The old and well-known feed house of C. H. Peters will in future be known as C. H. Peters' Sons. The management remains as before.

Mr. W. Stoddard, representing the Delhi Canning Co., has been doing the trade, together with Mr. F. R. Tippet, the local agent.

J. J. McGaffigan, tea merchant, of this city, has returned from the southern states, where he has been for his health. He is much improved.

The refrigerator car service between Toronto, Montreal and St. John, by the C.P.R., which was so much appreciated last season, will soon be resumed.

Mr. H. S. Scott, representing the Tillson Co., was in the city this week. For years the name Tillson has been known in this market to represent best quality.

Mr. Robt. Jardine, the local representative of the Pure Gold Mfg. Co., in speaking to THE GROCER, said that during the week he had found quite a boom in extracts.

Mr. B. B. Hardwick, agent for "Pearline," was in the city this week. He intends spending the month of June in England, where he will attend the Jubilee celebration.

Kane & McGrath have in the market building the largest refrigerator in the city.

It will hold 200 quarters of beef. It is on the dry air system. Some 30 tons of ice are used in one charge.

Each steamer to Boston now takes quite large shipments of fresh fish. One day this week 54 bbls. of shad, 41 cases and 13 bbls. of lobsters, 5 cases of halibut, 36 bbls. of mackerel, and 5 cases of salmon were forwarded.

TRADE CHAT.

Wm. Nash, of London, has secured a position as packer for Morehead Bros. & Co., wholesale fruit dealers.

It is reported in Winnipeg that an old and well-established spice manufacturing firm in the far east are about to open up a branch in Winnipeg.

Mr. John Carson, an employe of Messrs. Bradt & Co., grocers, of London, Ont., fell through a trap door in the store and was badly shaken up. He was removed to the city hospital.

In its issue of May 22 The California Fruit Grower says: "Samples of new crop honey indicate a large yield of fine quality. We do not take much stock in the New York report of a California honey exchange controlling 90 per cent. of the crop. This, from the nature of the honey business, would be almost impossible. No one man can market all the honey that will be produced on the Coast this season. Prices are low at the present time."

A STARCH FIRM'S OFFICE.

The Edwardsburg Starch Co. have had a neat little office fitted up at 53 Front street east, Toronto, and Mr. C. R. Graham, the manager of the Toronto branch, is now moving in from his old quarters at 46 Front. A visit to this office shows how tasty an office may be made at little more expense than is customarily entailed. The most striking features are its brightness and its roominess. To the office furniture has been added a magnificent oak case, to be used for displaying the numerous brands of starch this firm handles. Mr. Graham will doubtless take great pleasure in meeting his customers and friends in his new quarters.

GOOD LUCK BROOMS.

Owing to a misunderstanding, THE GROCER last week misrepresented the "Good Luck" brooms of the H. A. Nelson & Sons Co. They should not have been given as the one and two dollar lines, but rather as the first and second. The price, too, misrepresented the quality of the broom; not only are they not cheap, but they are two of the highest class of brooms on the market.



EAST INDIA PICKLES

The most delicious Spiced Pickle ever prepared.

Handsome Glass-Stoppered Bottles.

A. E. Richards & Co.
Agents
HAMILTON, ONT.



Pickles.

If you "don't like baked beans," get a can of Heinz at your grocer's. One's enough to try.

Other Popular Specialties

**SWEET PICKLES
INDIA RELISH**

**TOMATO CHUTNEY
TOMATO KETCHUP**
ETC.

For sale by

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

MEDALS--

PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE
always bear this
Keystone trade-mark.



VALUE OF A GOOD PERSONAL APPEARANCE.

A genius and shabby clothes sometimes are together.

Long hair and pure poetical instinct may be inseparable.

He who thinks only of his clothes may not have time to think of anything else.

He who thinks of everything else except his clothes may of necessity look shabby.

While many men of genius are long-haired and of frayed pantaloons, there are millions upon millions of men with unkempt heads and shabby clothes who have not brains enough to even fan a spark of genius.

While the great astronomer may look into the clouds and not have time to look at his raiment, there are thousands upon thousands of men who uselessly and vacantly stare upward, and have not even the excuse of science, or of occupation, to prevent them from presenting themselves decently.

The dude is a fool.

The unkempt man is another.

Because a man is a genius does not excuse a filthy personality.

If the unkempt man has so great a mental ability, and can build around him so fierce and brilliant a fire of genius, then in the glare of his talents one may not see the

shabbiness of his clothes, or remark if his hair grows too long and his shoes go unblackened.

Few of us are geniuses, and most of us stand on the auction block of business to be sold as we appear to be as well as we are.

The dude and the shabby man both repel trade.

Neatness is essential to salesmanship.

Good clothes well kept, and poor clothes well kept also, are absolutely essential to the proper balance of successful business outside.

If the goods must be placed in harmony, if the advertisements must be adapted to the people, the appearance of everything in the business must be appropriate to the business.

It is necessary that everything worn by the clerk, or the business man himself, from his shoes to his hat, should be in harmony with his appearance and his surroundings.

The blacksmith must wear the smithy's clothes, and the baker had best not appear before the oven in full dress. Each man must dress as becomes his personality and his surroundings.

The business man and clerk should not be dressed as a dude, but they should be neatly and harmoniously clothed and presentable to the class of people they meet.

No man is well dressed when he is overdressed or underdressed.

The man is well dressed when 90 per cent. of those who see him, if asked the question when they turn their back on him, cannot tell how he is dressed, but can say that he is well dressed.

Striking, loud costumes should never be allowed behind the counter, and only the fool of a business man will wear them.

It is not the clothes that makes the man, but, oh, how they help!—N. C. Fowler, Jr.

COCOA AND THE TARIFF.

To the manufacturers of cocoas, chocolates, etc., the changes in tariff are not satisfactory. The duty has been reduced on these articles to 20 per cent., which the preferential rate will bring down to 15 per cent. With this small protection they expect to be unable to compete with the big capitalists.

P. Richard's brandy is now in great demand in Montreal. "We have just received our spring consignment," write Laporte, Martin & Cie.

One of the finest lot of Antigua molasses has just arrived in Montreal consigned to Laporte, Martin & Cie. The quality of this lot is certainly unequalled and will satisfy both trade and consumers.

HOW BOBBY WENT TO THE GROCERY.

Bobby had started down town with a grocery list; and it was the first time he had gone alone, so he felt very proud and happy over it. But by-and-bye he stopped under a lamp-post to rest.

"It's purty hard work to walk all alone to the grocery man's," he thought. Just then a girl came by, and stopped to mail a letter in the iron box on the lamp-post.

Bobby watched her with much interest.

"Where does it go to?" he asked.

"The letter?" answered the girl, "Oh, down to the post-office. Didn't you ever see a post-office box before?"

"No, ma'am," said Bobby. "Cause we've just moved here from the country."

Then, as the girl went on, Bobby stood still, looking at the box.

"I wonder if it wouldn't take my grocery list down, he thought. "'Cause if it's smart enough to take letters, I should think it would be able to take a grocery list."

So he tucked his paper in, and sat down to see what would happen, though his conscience pricked him a little.

"My mother might not like it," he thought. "I wish I had thought to tell her about it first."

Presently, a man dressed in gray drove up, and jumping out of his buggy, unlocked the box, and took out the letters.

Bobby stood up on tiptoe and tried to see in.

"I thought," he explained to the man, "maybe I'd have some groceries there. I put a list in."

"No," said the man, laughing, "this doesn't deliver groceries. But you climb in and I'll take you down to the grocery. Here's your list."

The grocery man let Bobby drive with him; and when Bobby saw his mother looking anxiously out of the door, he at once began to explain.

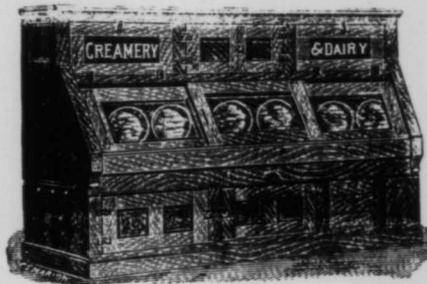
"I tried to ex-peppermint with a box, mother," he said. "But I was sorry; though it was tormentous long ways to the grocery man's, and, if they hadn' let me ride, I don't know how I'd managed. But I won't do it again, mother, truly."

"No, Bobby," said his mother, "experiments don't always turn out right; and it's better to go along the way your mother expects you."

"Yes, that's so," said Bobby. "I won't forget that."—Outlook.

"These here department stores, Mandy," said Uncle John, on his first visit to the city, "is frauds. Why, they hain't nuthin' more'n the gen'ral store Si Hawkins keeps up hum."—Philadelphia No. American.

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.



"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.



"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

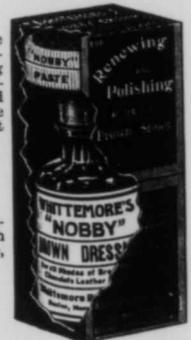
Package contains a 4-oz. bottle of Nobby Brown Dressing and a full-size box of Nobby Brown Polishing Paste for renovating all shades of Brown and Chocolate shoes. The brown dressing cleans and renews the surface of the leather, and the paste adds a brilliant, durable and water-proof polish. Retail at 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 2c.



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.

ENAMELLED MEASURES

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

GOVERNMENT STAMPED



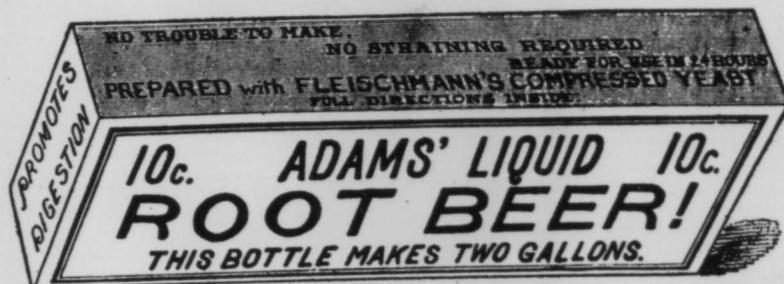
Superior

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.

ADAMS' GINGER BEER IS DELICIOUS.



YOUR CUSTOMERS ASK FOR ADAMS'. 10 AND 25c. SIZE.

THE CANADIAN SPECIALTY CO.

Dominion Agents.

38 Front St. E., Toronto, Ont.

ORDER NOW

SUGAR TRUST GRAB FOILED.

THE United States Government accepted a bid yesterday for 1,250,000 pounds of foreign standard granulated sugar, entirely ignoring offers made for supplying the home production because the American Sugar Refining Co. arbitrarily dictated the price at which dealers in its sugars should sell, while the importer had a free field, and, knowing the rate fixed by the sugar trust, cut under it sixteen one-hundredths of a cent a pound.

A notice posted yesterday at the Government Indian Bureau warehouse, at No. 77 Wooster street, reads: "Gustav A. Jahn, .04 1/4. Sugar." That means that the yearly supply of sugar for the Indian Bureau, costing \$53,125, will be purchased from Mr. Jahn, of No. 98 Wall street, who will supply the imported product.

This action on the part of the Department of the Interior is being severely criticised by dealers in American sugar, and the news was telegraphed at once to the Senate chamber in Washington, where it will likely develop a most lively discussion when the sugar schedule is reached, which will probably be this week.

The Indian Bureau is the largest single purchaser of sugar in the United States, and its offer for bids for the annual supply is always watched for with interest. They were opened last Tuesday, and it was found

that six had been filed—five from New York and one from Chicago. Five of these bids offered the sugar at four and forty-one hundredths of a cent a pound, while one bid offered it at four and one-quarter cents a pound.

Usually the award is made the day after the bids are opened, but when it was found that the lowest bid was for imported sugar there was a delay of three days, and a consultation in the Interior Department. Competitors in the bid communicated with Indian Commissioner W. A. Jones, protesting against the imported sugar being accepted, referring him to the precedent of last year, when there was a similar condition of affairs, and the Department ignored the foreign bid and divided the contract among the American bidders. But the protest was in vain, and yesterday, after consultation with Secretary Bliss, who was in New York looking after the affairs of the Indian Bureau, the lowest bid was accepted.

"I made the award on the merit of the sugar," said Commissioner Jones, when I asked about the matter. "The sample submitted by the importer came up to the required standard, and his being the lowest bid he gets the contract."

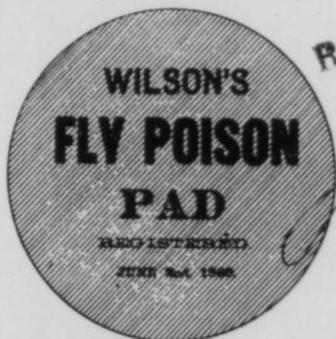
"This state of affairs has come about, not because American sugar could not have been offered at a profit as low as the foreign production, but because the Sugar Trust dictated the price at which we should offer it," said one of the bidders, when asked about the true inwardness of the case. "It would not be well for me if the trust knew I was complaining, but its arbitrary action is an

outrage, and the result in this case is that their own product is kept out of the Indian Bureau to the injury of dealers and all the workers in the industry. Even the sacks in which the sugar will be imported will be of foreign make.

"This is the effect of the 'factor' plan, which enforces an 'equality' price. That is, we, the factors, must sell at just the price the trust dictates. As it controls the American output, we are helpless. When the price changes we are notified, and are governed by the new figures. If we should depart from them the American Sugar Refining Co. would quote us a price on sugar that would be prohibitory and drive us out of the business. In this case many of us could have bid as low as the importer and made a profit, but we did not dare to.

"The price as made by the trust when we put in our bids was four and one-half cents, which, with the regular allowed discount could be brought down to four and forty-one hundredths cents; so we had to put all our bids at that figure. We were simply a lot of dummies acting for the trust. We had no right to say what we would do in our own business.

"The difference between our offer and the accepted price is only \$2,000; but the precedent will be most injurious to the trade, for it is striking at the home business. The action of the Department will give a prestige to the foreign manufacturer, who supplies the sugar, and he will use it to his best advantage and to our injury. The news will go all over the world that the American Government is buying foreign sugar and ignoring the great home industry that it talks so much about fostering."—N. Y. Herald, May 31.



Beware

of illegal and comparatively worthless imitations. Each 10 cent packet of genuine **Fly Pads**, manufactured by Archdale Wilson & Co., Hamilton, will kill more flies than 300 sheets of sticky paper.

Wilson's Fly Pads pay retailers 100 per cent. profit, and always give satisfaction.

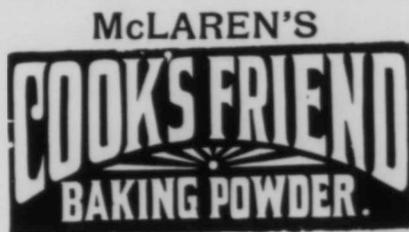
Dealers substituting other goods for **Fly Pads** or selling infringements on our **registered trade mark** render themselves liable to fine or imprisonment.

ARCHDALE WILSON & CO. Wholesale Druggists **Hamilton**

READ THIS

Dear Sir, St. Marys, Aug. 3rd 1892.
The following may be of use to you: "A customer of mine, who keeps a butcher shop in this town, bought a 10 cent package of your **Fly Pads** from me and in ten days killed over a **BUSHEL MEASURE OF FLIES!**" Yours truly,
F. G. SANDERSON.

FLY PADS are always round, and every **PAD** is printed as above. Take no imitations every Druggist should have the genuine **WILSON'S FLY PADS.**



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.

MANITOBA MARKETS.

WINNIPEG, June 3, 1897.

THE creameries and cheese factories are now all at work, and many are running at full capacity. As the quality of May creamery is more or less irregular and the market a falling one, dealers are handling chiefly on consignment and will continue doing so until the prices reach rock bottom, which will probably be a matter of a week or ten days yet. Business in all lines is fairly brisk, but prices show little, if any, change. Eggs have dropped again to a normal price and are now selling at 9c. The boom of two weeks ago was occasioned by a large demand from British Columbia, which is now apparently satisfied. Green fruit is plentiful and the demand good. Fresh lettuce, radish and asparagus are now being shown from Winnipeg market gardens and they are also coming in freely from the south.

GREEN FRUIT—Oranges, seedling, \$3 to \$3.50; Med. sweets, \$4 to \$4.50; St. Michaels, \$4.50 to \$5; lemons, \$3.50 to \$4.25; bananas, \$2 to \$2.50 and very plentiful; cocoanuts, \$1.25 per doz.; pines, \$3; cherries, \$2 per case of 10 lbs.; strawberries, \$3.50 per case of 24 quarts.

BUTTER—15 to 16c., with 17c. for choice lots.

EGGS—9c. per doz. and supply very fair.

DRIED FRUITS—Currants are now selling at 6¼c. per lb., and may go higher. Raisins, \$2.20 per box for Valencias; prime off-stalk, \$1.80 to \$1.90 per box.

CHEESE—Whole stock held by one house, which shows no disposition to sell under 10½c.

CURED MEATS—Market firm and demand good. Hams, assorted, 10½ to 11c.; breakfast bacon, bellies, 10½ to 11c.; do., backs, 9½ to 10c.; short spiced rolls, 7½ to 8c.; shoulders, 6½ to 7c.; long clear, 7½ to 8c.; shoulders, 5¾c.; boneless shoulders, 6½ to 7c.

LARD—20-lb. pails, \$1.70 to \$1.75; \$4.25 for 50-lb. pails.

VEGETABLES—Potatoes grow scarcer, and are quoted on the street at 40 to 50c. per bushel; carload lots, 40 to 45c.

COFFEE—Market for Rios is dull, with price down to 16½c.; Javas, 30 to 35c.; Mocha, 37c.

CANNED GOODS—Corn, \$1.60 to \$1.65 per case; tomatoes, \$1.90 per case. Peas remain unchanged, with prices firm and demand good, at \$1.65 to \$1.70; gallon apples, \$2.25 per doz.; standard, 3's, \$2 per case; preserved, 3's, \$3.20 per case.

VINEGAR—Pure white wine and malt, 35c. per gal.; XXX white wine, 25c. per gal.; XXX malt, 25c. per gal.; Crystal pickling, 25c. per gal.; pickles, White Star, mixed (new octagon bottles), \$1.80 per doz.; do.,

do. (old bottles), \$1.75; 1 gal. kegs, 65c.; 3 gal., do., \$1.65; 5 gal. do., \$2.50; 10 gal. do., \$5; half-bbls. cucumbers, \$10; chow chow, octagon bottles, \$1.90 per doz.; silver white onions, \$2.75.

BAKING POWDER—White Star, ½-lb. tins, 4 doz. in case, \$1.35 per doz.; 12-oz. tins, \$2 per doz.; 1-lb. tins, \$2.40 per doz.; 3-lb. tins, 1 and 2 doz. in case, \$6.50 per doz.; 5-lb., 1 doz. in case, \$10.20.

SPICES—Pure allspice, 18c. per lb.; pure cloves, 20 to 25c. per lb.; pure cassia, 20 to 25c. per lb.; pure cayenne, 25 to 30c. per lb.; ginger, Jamaica, 30c.; Cochin, 20 to 25c.; African, 15 to 18c.; pure mustard, 30c.; double superfine, 25c.; Durham mustard 18 to 20c. per lb.; pure black pepper, 12 to 15 per lb.; pure white pepper, 20 to 25c. per lb.; nutmegs, 75 to 90c. per lb.; mace, 75 to 90c. per lb.; cream of tartar, 25 to 30c.

THE ESCALONA FRUIT CARGO.

The fourth and last sale of the season of cargoes of fruit imported direct took place on Tuesday at the Montreal Fruit Auction Co.'s rooms. The cargo of lemons and oranges, ex steamship Escalona, was offered, which consisted of 1,250 boxes of Messina and Catania lemons, and 8,900 cases of Valencia oranges. Mr. T. J. Potter was the auctioneer, and disposed of the whole cargo satisfactorily to all concerned. The attendance of buyers was not by any means as large as those at the previous sales, owing to the fact that there were no American or western Ontario firms represented, which was probably on account of the cargo being only a small one, as compared with the others, and probably the latter buyers filled their wants at the previous sales. All the principal local buyers were present, and Messrs. John Barry & Sons, of Bonsecours market, were the largest purchasers of the day. The bidding was quite brisk at times, but the prices realized were only fair when the condition of the cargo is taken into consideration. Common sound Messina and Catania lemons sold at 90c. to \$1.20 per box and wasty goods at 30 to 50c. per box. Messina Oval oranges brought \$3.30 per box, and \$1.35 to \$1.45 per half box. Messina oranges, out of condition, sold at 65c. to \$1. Valencia oranges, 714 size, sold at \$4 to \$4.50 per case; ordinary, 420 size, at \$2.20 to \$3.50 per case, and large at \$3 to \$4.60 per case. The principal local buyers were: Messrs. Hart & Tuckwell, John Barry & Sons, O. & E. Hart, J. J. Vipond, J. T. McBride, Vipond & McBride, T. Vipond & Son, Vipond & Peterson, Louis Sylvester, George Laird and J. R. Clogg & Co.; Ottawa, H. A. Browse, J. A. Browse; Quebec, A. Lagare, L. Beauchamp, P. Reahume and Barden.

TEA IN A RUSSIAN MANNER.

One must not forget in speaking of Russian meats and drinks, the omnipresent, universal stakan chai—the goblet of weak tea, burning hot, and fragrant with mingled perfume of the Chinese leaf and golden lemon, which is served everywhere and at all times in Moscovite lands. The samover, an urn of brass or copper, is seen and heard everywhere boiling, and the Russians have the same good sense which the Japanese display in never allowing the infusion to become a decoction. Tea that has been standing for any length of time is justly looked upon by even the moujik as rank poison. Although, therefore, milk is seldom or never obtainable, this hot Russian tea in the goblet, which is a silver or enamelled cup, wins the gratitude of the traveler, who will oftentimes end by preferring it to a less scientific "dis of tea" of his native "five o'clock."—From a Russian Letter.

A SPECIES OF STEALING.

Several of the ministers of the city have, owing to the immorality bred by the craze for bargains, entered upon a crusade against the cause of the infatuation—the departmental stores.

Rev. Mr. Rowe, a Toronto clergyman, is of opinion it is a sin to want an article for less than you know it is worth. He classes the sin under the heading of stealing by defining stealing as the act of a man becoming rich at the expense of another. The craze for cheapness is degrading business integrity. Men and women seem to have forgotten that the people with whom they do business have to make a living as well as themselves, and that the heads of department stores are not so many philanthropists.

Those who rush after bargains are also encouraging, he declared, a system which is gradually and surely working to the demoralization of the clerks. "How can clerks fail to contract deceptive habits when they are forced to mark a \$3 pair of shoes down to \$1.50 before the ink in the three is dry?" he exclaimed.

ARTICLES FOR SALE.

FOR SALE—CHOICE EVAPORATED APPLES—nice bright fruit. J. R. Shield & Co., Board of Trade, Toronto. (23)

FOR SALE, UNDER PRICE, A NO. 79 CHEQUE Printing National Cash Register; in use but a very short time; will be sold on account of the former owner going out of business at \$75 less than the amount paid for it; guaranteed in perfect condition. Blanchard & Co., Windsor, N.S. (t.f.)

IF YOU WANT TO

ADVERTISE anything, ANYWHERE

in Canada, we can do it for you.

MacLEAN PUBLISHING CO. Ltd.

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ANTIGUA MOLASSES...

Ex Bque. "GOLD SEEKER"

NOW IN PORT.

393 Puncheons of Finest Quality "ANTIGUA" Molasses.
Sold at Special Prices for delivery ex-wharf. Write at once for
quotations and samples.

LAPORTE, MARTIN & CIE.

Wholesale Grocers,

...Montreal

NEW TEAS

Landed from "Empress of India" and just coming into store,
111 packages of the choicest and finest New Japan Teas.

Owl Chop	packed by	Hellyer & Co.
Beaver Chop	"	Mourilyan, Heimann & Co.
Otter Chop	"	Smith, Baker & Co.

Get our samples,
they will please you.

Our teas are fancy,
but not our prices.

L. CHAPUT, FILS & CIE. - MONTREAL

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ODORIFEROUS LOBSTER.

THERE is a grocer up in the west side of this city who in the future will be more careful when he sells lobster to an Irishman.

Three or four days ago one James O'Brien thought that a lobster salad would be the proper caper for his evening collation, and accordingly he set out to secure the necessary ingredients.

As O'Brien did not know a whole lot about the anatomy of a lobster, he thought it the better policy to secure a canned crustacean, and went into a small German grocery shop to get it.

There were all sorts of canned lobsters set high upon the dusty shelves, from the modest 11-center to the one at 18c. a can.

"Which will you?" asked the proprietor.

"Give me the best you have," said O'Brien; "nothing's too good for the Irish," and the proprietor, with a bland smile, wrapped him up the 18c. one.

About a half hour later O'Brien returned to the shop holding his nose between his fingers and the can of lobster in his outstretched arm.

"Sure, this lobster is no good, and as I'm not fond of antiques, I want my money back," said O'Brien.

"Never mind," said the proprietor, "that lobster may, as you have hinted, know some valuable points about the construction of Noah's ark, but here's another can that I'll bet is good," and with that he tenderly passed him another tin imprisoned lobster. Within 20 minutes in came O'Brien again with the second lobster.

"See here," he said, "What sort of a game is this anyhow? This lobster evidently died without medical attendance and I want my money back."

The German was somewhat of a connoisseur on the subject of lobster, and remarked:

"That lobster was not sick, but merely a little nervous. I can't give you your money back, but I'll give you another can of lobster."

O'Brien objected to this arrangement, but his German friend refused to return the money, and accordingly off went Jim with the third can.

No return trip was made to the grocer's that evening, but two days later an express package was delivered at the grocer's shop on which the bill was for collection of \$1.75.

As the grocer expected some articles for his wife that day he cheerfully paid the bill, but when he opened the package he found only the following note and an odoriferous can of lobster:

My Dear Friend,—I have learned more about lobsters in the past two days than I ever knew before. You will remember I bought the enclosed can of you the other

night under compulsion. What worries me is, don't you think it would be a big improvement if you put a small quantity of chloride of lime in those you sell hereafter?

Respectfully,
JAMES O'BRIEN.

As the grocer let part of his lobster stock fall in the sawdust, he was heard to remark: "And still they say you can't fool the Dutch."—Retail Grocer's Advocate.

HALIFAX TRADE GOSSIP.

THE holiday last week interfered with business to a considerable extent. When Monday is taken away from business the rest of the week does not seem to be of much use.

The weather in Nova Scotia has not been so backward for years. Rains have fallen almost constantly during May, and the farmer is going to have very little time to do his planting. A continuation of the rains for another fortnight would make the outlook serious.

Reports from Prince Edward Island are to the effect that the shipment of oats to the Old Country has about ceased. The price at Charlottetown is 24c. The demand for Island oats in this market is fair, the jobbing price being 31 to 32c. Canadian mixed are 1c. lower.

P. E. Island potatoes are jobbing here at 40c. for a fairly good article. There will be very few cargoes from the Island this spring on account of the shortage there. Turnips sell at 85c. per barrel.

Molasses is dull and neglected. The demand is poor. A small cargo of Porto Rico was received here a few days ago, but sent to another port without being handled. Fancy Demerara is quoted at 37c.: choice do., 30 to 32c.; fancy Porto Rico, 29 to 30c.; choice, 27 to 28c.; common grades, 22 to 24c.

Fresh mackerel are on the market and retail at 15c. each. The catch so far has not been large. There is a large fleet of American seiners on the western coast, but they are being closely watched by the cutters. Grocery cod is bringing from \$3.75 to \$4. Fat herrings are scarce.

Jobbers' stocks of dried fruits are about depleted owing to the good demand. Evaporated apples are worth 4½c. Currants are worth 5c., and in some cases 5¼ to 5½c. Off-stalk Valencia layer raisins are quoted at 6c., and fine off-stalk, 6¼c. California raisins are in good demand at 6½ to 6¾c. for No. 2 and 3-crown brands. Malaga layers are quoted at \$2 to \$2.25.

Green fruits are now in abundant supply, the semi-weekly steamers from Boston keeping dealers well supplied. Valencia oranges are worth \$6 per case and \$7.50 repacked, 420 count. Lemons are quoted at \$3.50 to \$4 per case, 300 count. Strawberries are in fair supply, but the demand for this fruit is not heavy. Stocks are offering at 10c.,

and retail at 15 and 20c. Native rhubarb is offering at 1 to 1½c. per lb. Bananas are worth \$2.50. Pineapples are quoted at \$1.25 to \$1.75 per dozen, with fair demand.

Egyptian onions are selling at 5c. There are no Bermudas in the market and none are expected this season.

American cabbage is selling at about \$2.25 per crate.

There is no change in the sugar market. The refinery is holding on to prices, which stiffens the hands of jobbers and prevents unnecessary cutting. Jobbers' quotations are 4½c. for granulated and 3¾ to 3⅝c. for yellows.

Spring lambs hold their strength on the market, owing to the light supply. They bring from \$3 to \$4.25 each. Veal is lower, selling down to 3¾ and 4c. Beef and cattle are not too plentiful for the demand.

What few chickens are coming in bring 75 to 80c. per pair. Fowls are worth 60 to 75c. per pair, and turkeys are scarce at 12½c.

The flour market remains quiet. Quotations in leaders this week are: Ogilvie's Hungarian patent and Five Roses, \$4.75 to \$4.85; Goldie's People's, Walzen and equal grades, \$4.60; Tillson's Obelisk, Sunbeam, Kent and Beaver, \$4.35; 90 p.c. patents, \$4.25; straight grades, \$4.15.

Stocks of canned goods have been considerably lowered on account of the brisk demand experienced during the past few weeks. Plums are worth \$1.50 to \$2. Raspberries and strawberries are not the best sellers just now. They are quoted at \$2.25 for 2's. Log Cabin beans, 2's, are worth 90 to 95c.; peas and corn, 75 to 80c.; tomatoes, 90c. for 3's; lobsters, 1's, \$2.25; American beef, 2's, \$2.60; do, 1's, \$1.50; ox tongue, 1½ lbs., \$7.50; do, 2's, \$8.25; lunch tongues, \$3 per dozen for 1's; gallon apples, \$1.75; pineapples, 2's, \$2.25; B.C. salmon, \$5.75 per case; N.B. clams, \$1.25.

P. E. Island mess pork is in fair demand at \$12.25 to \$12.50; Chicago mess, \$13.50, and Chicago clear, \$14.50. The market is bare of P.E.I. clear pork. Canadian plate beef is quoted at \$10.50.

New cheese remains at about 11½c., and will likely see 11c. before the end of the week.

Canadian dairy butter is in fair supply at 17c., with moderate demand. There is no native dairy in tubs on the market worth speaking about. Creamery prints are worth 20c.

An important business change was made this week, which amalgamates two of the leading flour and feed houses. I. B. Shaffner has purchased the flour and feed business of J. A. Chipman & Co. Mr. Shaffner was formerly a partner with Mr. Chipman, but a couple of years ago went in business for himself, working up quite a large trade.

**JUBILEE
BAKING
POWDER**

♦♦
25 OUNCES
25 CENTS

♦♦
**Absolutely Pure
and Wholesome**

SOMETHING NEW!

—And it is going with a rush. Orders are coming in just about as fast as we can fill them, and the trade find they have a good thing in . . .

Jubilee Baking Powder

It is guaranteed perfectly pure, and sells at a popular price.

25 Ounces - 25 Cents

2 DOZEN IN CASE.

SEND FOR TRIAL ORDER.

THE TORONTO COFFEE & SPICE CO. LTD.

H. H. SUYDAM. PRES.

J. D. ROBERTS. VICE PRES.

J. A. WATSON. SEC.

A HINT TO WHOLESALERS.

Editor CANADIAN GROCER,—I think the wholesale trade of this country are doing a great injustice to the merchants of honor who pay 100 cents on the dollar. Men are allowed to cut prices and even sell below cost. At last they fall through. Then a meeting of creditors is held and they make a compromise at 50 or 75 cents on the dollar, thus giving them the opportunity to make further cuts. Now they should in all justice make the same reduction to the honest men who pay the full price. Every man who comes to grief through cutting ought to be closed out entirely, for he is not fit to be in business. The above remark would not apply to a man who had been burned out or had had some other misfortune.

The time is come for some solid action to be taken by the retailers of this country. The wholesalers have their guild and fix terms and prices. Why not the retailers? Notice how we are fixed in the matter of railroad rates. The cartage from the wholesale house to the station is all charged to the retailer. Then when the goods arrive at the retailer's station he has to pay the cartage to his store. So we have to pay cartage at both ends. The shipping cartage is collected by adding 1/4 on each bill. This rate is charged on all bills even though the railroad has the goods delivered at the

station free. Retailers should take this matter up at once and either get the railroad to reduce this amount or make the wholesaler deliver free, as paying cartage at both ends is monstrous.

In the matter of insolvency, I am satisfied that every man in business knows if he is running behind and should close out his business, pay up his creditors and not allow the serious loss to come to the wholesaler which eventually is charged up to loss account and comes on the honest dealer in the end. Wholesalers are generally aware how business is being run by the retailer and should in every case purge this country of these unprincipled dealers. Close them up and divide the stock amongst those who are paying the full quota. Let us hear from some of our brother retailers.

Yours, etc.,

Stratford, May 27, 1897. RETAILER.

THE BLESSING OF EMPLOYMENT.

When morn the task dispenser passes by,
Some take their burdens up with sweet elation,
Taught by a kindly past that jewels lie
'Mid stony wastes of routine occupation;
Others subvert the golden hours that hasten,
Despite the past's accusing looks that chasten.

Most blest is he who the essential path
Of happiness in labor is pursuing,

Who heeds time's opulence by day, and hath
The prize of sleep allotting night's soft wooing,

Who will permit no rust on its tools shining,
Or dust in chambers of his mind's refining.

The climbing rose that toils that it may twine
Without the casement its rare bower of beauty,

Mingles its perfume with this truth divine,
Blessings succeed to effort, grace to duty;
So hands employed give impetus to thinking,
And purpose finds its goal through work unshrinking.

No faithful labor ever comes to naught,
Feet that are shod with care insure swift running;

With toil and pain cool evening's rest is bought,

And stalwart Labor conquers latent Cunning;

His mind is rayless where no plan is growing,

While he who looks afar keeps his face glowing.

—Arthur Howard Hall, in Salem Gazette.

"This butter seems strong," said the young husband, at their first breakfast at home.

"Yes," she answered; "I talked to the marketman about that, and he said it was economy in the end never to buy weak butter. He said that even though this might cost a little more, people could get along with less of it, and it would last longer."—Washington Star.

WE ASK YOU



for the first order. You'll ask us for the second.

PEOPLE WHO GIVE

Appleton's Teas

a fair trial, form a strong attachment for them and want them always. Thus their trade steadily increases. If you are not handling these teas drop us a card and we will send samples and quotations. We want one good representative in every town in Canada. Are you open for business?

Canadian Agents

{ Thompson & Thompson, Front St. East, Toronto
Frank Magor & Co., St. John St., Montreal

GILLARD & CO.,

Manufacturers
Of

London, Eng.



Gillard's New Pickle

Packed 2 dozen in case.

Single case lots, \$3.40.
5 case lots, \$3.30.

Gillard's New Sauce

A most delicious relish, prepared only from the finest Eastern and English vegetables and spices.

Single dozen lots, \$1.90.

Barrel lots of 12 dozen, \$1.75.

The highest-class goods of their kind, without the shadow of a doubt.

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

CEYLON
and INDIAN
Teas

The attention of the tea-drinking world is turned towards India and Ceylon.

Everybody is asking for CEYLON and INDIA Teas---what everybody asks for pays you to handle.

If you have never used INDIA or CEYLON Teas in your Trade

TRY THEM NOW
IT WILL PAY YOU 

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

W W. PARK & CO., manufacturers of confectionery, Toronto, have been partially sold out by the bailiff.

George Taylor, a baker of Weston, Ont., is offering to compromise.

Maria MacKenzie, grocer, Picton, has assigned to J. D. Gilbert.

J. E. Douglas, general storekeeper, Cacouna, Que., has assigned.

Rupert E. Sweet, general storekeeper, Country Harbor, has assigned.

John Branscombe, grocer, St. John, N.B., has compromised at 25c. on the dollar.

An assignment has been demanded of Joseph Elisee, general merchant, Cacouna Que.

R. Higginbottom, produce merchant, Victoria, B.C., has been closed up by creditors.

C. McIlhargy, dealer in groceries and crockery, Stratford, is offering to compromise at 75c. on the dollar.

The grocery, flour and feed stock of James Proctor, Niagara Falls, Ont., has been seized under chattel mortgage.

PARTNERSHIPS FORMED AND DISSOLVED.

Barber, Watson & Co. have started a general business in Listowel, Ont.

F. L. Young & Co., general merchants, Hereford, Que., have dissolved.

Grace Bros. & Co., of Kazabazua and Gracefield, Que., have dissolved. Thomas Grace continues.

Hector Begin has been registered proprietor of the grocery firm of L. H. Begin & Co., Levis, Que.

Black & Barnard, who have been running an oatmeal mill in Wroxeter, Ont., have dissolved partnership.

Dawdy & Adley, general merchants, Welland, Ont., have dissolved partnership; Frank Adley continues.

A partnership under the style of Chitty & Thompson, has commenced doing business as commission agents in Ottawa.

Niven & Bell, who have been running a general store at Whitewater, B. C., have dissolved. F. C. Niven continues.

Zephrim Coutu and Alexis Coutu are registered proprietors of the general store of Chambly, Que., doing business under the style of Z. Coutu, Fils & Co.

The firm of Grace Bros. & Co., general merchants, Bouchette and Maniwaki, have dissolved partnership; John and Wm. P. Grace continue together.

Michael R. Roach, liquor merchant and grocer, Little Grace Bay, N.S., has admitted Neil J. Gillis as a partner. Business will now be run under the style of Roach & Gillis.

Jos. A. Bancroft, W. B. Sealy, W. N.

**TO THE TRADE**

Try a case of

CLARK'S TOMATO SOUP

It will please your customers.

SOLD BY ALL WHOLESALERS**W. CLARK, Montreal****THE ARCTIC REFRIGERATOR**

All sizes; sweetest, driest, coldest, with least amount of ice. Send for catalogue.

John Hillock & Co. 165 Queen St. E. Toronto

Winchester and Geo. Armstrong have registered a co-partnership to do a general trade in Roundhill, N.S., under the style of S. E. Bancroft & Co.

CHANGES.

E. E. Ayer, grocer, Moncton, N.B., has sold out to J. S. Macgee.

R. S. Wellwood is opening out a general store in Plumas, N.W.T.

Nathan Cornfoot has started a grocery business in Halifax, N.S.

Caster & Co., Bolton, have sold out their general store to Jos. Calhoun.

W. N. McLachlan has opened out a grocery store at Chatham, N.B.

Joseph Forest has commenced a grocery and liquor business in Montreal.

Angus Tobin is commencing a business in teas and crockery in Montreal.

John O'Neil, Montreal, Que., is commencing a grocery and liquor business.

Jas. N. Macdonald has opened out a general business at Westville, N.S.

S. Desormeau is commencing a beer-bottling business at St. Jerome, Que.

The St. Hyacinthe Vinegar Co. are about to start business at St. Hyacinthe, Que.

Telford & Co., general merchants, Leduc, have been succeeded by R. E. Douglas.

James N. Davidson, of Aikenside, Man., has sold his general stock to C. A. Wagoner.

T. J. Gallagher, of St. Catharines, Ont., has sold out his tobacco stock to McIlwain & Timmons.

A grocery and confectionery business has been opened in Halifax, N.S., with F. M. Eckersley as proprietor.

Marie E. Demers, wife of Philip Gareau, has been registered proprietress of the stock of P. Gareau & Co., grocery firm of Montreal, Que.

SALES MADE AND PENDING.

The grocery stock of Oscar Tessier, Montreal, Que., has been sold.

Albert Forest, Montreal, has sold out his grocery and liquor business.

The general stock of Wm. Jamieson, of Hillsdale, N.B., has been sold by auction.

The assets of David Walters, grocer, Quebec, are advertised for sale on the 4th inst.

The assets of the estate of Thomas Strong, Lachine, Que., are to be sold by auction on the 8th prox.

The assets of the estate of Bernard Taylor, grocer, Montreal, Que., are to be sold by auction on the 8th prox.

W. Cousins, who has been keeping a general store in Medicine Hat is selling out and moving to Slocan City, B.C.

DEATHS.

John Stapleton, liquor merchant, Port Hawkesbury, N.S., is dead.

J. A. A. Audet, who has been running a general store in St. Anselme, Que., is dead.

WINDOW CARDS.

A new business has sprung up—window card writing. The general competition in the improvement of advertising is responsible for this. Retailers in most large cities contest strongly for first position in the attractiveness of their windows and general advertising display. It is almost impossible for the average retailer to make window cards that are neat and attractive; and their efforts usually result in only a badly written, poorly punctuated, clumsily painted sign. It was the full realization of this which suggested the painting of signs to the ambitious youth, whose ideas have since been followed in almost every large city in the country. The card writer goes from store to store. He studies the stock, talks with the proprietor, finds out what he wants to advertise, and gets all the general information he can secure. Then, in his own bright and breezy way, he tells the story attractively and in a few words. Bright card writers make several thousand dollars a year; and so well does the work repay the retailer that the price he pays for it is never begrudged.—Commercial Enquirer.

The Hilliard House, Rat Portage

The favorite Summer Resort of the West. Strictly First-Class. Special Rates to Tourist Parties. LOUIS HILLIARD, Proprietor.

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 QUEEN CITY OIL CO. LTD.
SAMUEL ROGERS, President, TORONTO.

Sales Agents for the Standard Oil Co.'s Oils and SPECIALTY GOODS.

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

Use **PEERLESS OIL** for Machinery.



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

GRIMBLE'S English Malt
Six GOLD Medals VINEGAR

GRIMBLE & CO., Ltd., LONDON, N.W. ENG.

Ask for
Prices

WHEN YOU WANT

SALT

FOR ANY PURPOSE

Glad to

Send Samples

VERRET, STEWART & CO., Montreal - Quebec.



AN AUTOMATIC SELLING MACHINE...

To sell —

**Adams'
Tutti Frutti**

For full particulars, apply...

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

PUREST AND BEST

WINDSOR SALT

TABLE SALT
BUTTER SALT

CHEESE SALT
ORDINARY FINE SALT

Our capacity is large enough to enable us to ship all orders without the slightest delay.

WINDSOR SALT CO. Ltd., Windsor, Ont.

EPPS'S COCOA

The most nutritious Cocoa
 1/4 lb. Tins. 14 lb. Boxes

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

A light, refreshing beverage.
 1/4 lb. Tins. 6 lb. Boxes.

Special Agent, **C. E. COLSON, 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**

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.**

STONEWARE

QUALITY THE BEST.
 PRICES RIGHT.
 TRY US.



HART BROS. & LAZIER
 Belleville, Ont.

Send for price list. Mention GROCER.

Stencil Brands

CORPORATE SEALS . . .
 RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS

Hamilton, Ont.

"Minute Tapioca"

Is not rivaled by any other brand of Tapioca. This is the universal testimony of consumers, dealers and jobbers, and accounts for the increased sales each year.

"Minute Gelatine"

Requires no soaking, being always ready for use. Makes two quarts of clear, firm jelly.

Ask your wholesaler for these goods. If he does not keep them let us send you a sample order.

Manufactured and guaranteed by

WHITMAN GROCERY CO.

Manufacturers Grocery Specialties

Samples Free.

Orange, Mass.

COWAN'S

Hygienic and Perfection
 and Cocoa Essence

Queen's Dessert
 Royal Navy and Perfection

Chocolate
 Pink
 White
 Lemon Color

Cocoas
Chocolates

Icings
 A child can ice a cake in three minutes.

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

THE COWAN CO. LTD. - TORONTO



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

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
Caraccas, 1/4's-6 and 12 lbs....	0 35
Premium, 1/2's-6 and 12 lbs....	0 30
Sante, 1/4's-6 and 12 lbs....	0 26
Diamond, 1/4's-6 and 12 lbs....	0 22
Sticks, gross boxes, each.....	1 00
Cocoa—	
Homeopathic, 1/4's, 8 and 14 lbs..	0 30
Pearl, " " " " " " " " " " " "	0 25
London Pearl, 12 and 18 " " " "	0 22
Rock, " " " " " " " " " " " "	0 30
Bulk, in boxes.....	0 18
Royal Cocoa Essence, ackages.....	per doz 1 40

CHOCOLAT MENIER.	
Vanilla—	per lb.
Yellow wrapper, 8 0 32	8 0 34
Unsweetened—	
Blue Premium	6 35 0 37 0 39
Pastilles—	
Yellow wrapper, 108 bxs. to the case.....	\$21 00 0 20
Croquettes—	
Yellow wrapper, 9 bxs. of 12 packages.....	\$20 00 0 20
(A. P. Tippet & Co., Agents.)	
Chocolate—	per lb.
Caraccas, 1/4's, 6-lb. boxes.....	0 42
Vanilla, 1/4's.....	0 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs	0 29
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
" " 1/2's, " " " " " " " " " "	0
" " 1 lb. " " " " " " " " " "	4 5
Homeopathic, 1/4's, 14 lb. boxes..	0 24
" " 1/2 lbs. 12 lb. boxes	3 3

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 Caraccas 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 Liqueurs. 0 19	0 30
COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/4 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... 0 46	

CANADIAN COCOANUT CO.	
Baker's Vanilla in boxes, 12 lbs. each.	50
Caraccas 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 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, 1/2 lb., tins.	0 50
SCHEPP'S	
Improved in packages—	per lb
1 lb. package, 15 and 30 lb. cases....	0 27
1/2 lb. package, 15 and 30 lb. cases....	0 25
1/4 lb. " " " " " " " " " " " "	0 29
5c. package, 4 doz. in case, per doz....	

There are reasons for it.

FOR WHAT?

For the steadily increasing sales of Brantford Starch throughout the Dominion, from Halifax in the East to Vancouver in the West.

WHAT ARE THE REASONS ?

1. We look after the quality closely.
2. We put up our Starch in very attractive packages.
3. We ship promptly immediately on receipt of order.

THE BRANTFORD STARCH CO. Ltd. - BRANTFORD

For puddings, custards, etc.

ONTARIO } 38-lb. to 45-lb. boxes, STARCH } 6 bundles	0 06
STARCH IN } Silver Glose	0 07½
BARRELS } Pure	0 06½

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—

Canada Laundry, boxes of 40 lbs.	0 04½
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs.	0 05¼
Bbls., 175 lbs.	0 04¾
Kegs, 100 lbs.	0 04¾
Lily White Glose—	
Kegs, extralarge crystals, 100 lbs.	0 06¼
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07
Brantford Glose—	
1 lb. fancy boxes, cases 36 lbs.	0 07¼
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 05½
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06½

SUGAR. per lb.

Granulated—

Redpath and St. Lawrence, single barrels	0 04 7-16
Redpath and St. Lawrence, 5-barrels	0 04 3-8
Acadia, single barrels	0 04 3-8
" " " "	0 04 5-16
Paris Lump, bbls. and 100-lb. boxes	0 05¼ 0 25¼
" " in 50 lb. boxes	0 05¼ 0 05¼
Extra Ground, bbls. Icing	0 05¼ 0 05¼
Powdered, bbls	0 05 0 05¼
Very bright refined	0 03¾ 0 04¼
Bright Yellow	0 00 0 03¾
Dark Yellow	0 00 0 03¾
Demerara	0 03¾ 0 00

SYRUPS AND MOLASSES.

Dark	0 23	0 25
Medium	0 28	0 35
Bright	0 32	0 42
Honey (com)	0 40	
" 2 gal. pails	1 00	
" 3 gal. pails	1 35	1 40

MOLASSES.

Barrels	0 23	0 35
Half-barrels	0 25	0 37

SOAP.

Babbitt's "1776" Soap Powder	\$3 50
------------------------------	--------



Box Lot	4 20
Box Lot	4 10
Freight prepaid on 5 box lots.	

BRANTFORD SOAP WORKS CO.



Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.

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

TEAS.

RAM LALS (lead packages)		
Cases, each 60 1-lbs.	0 35	
" " 60 ½-lbs.	0 35	
" " 30 1-lbs.	0 35	
" " 120 ½-lbs.	0 36	
BLACK.		
Congou—		
Half Chests Kaisow, Mon- ing, Paking	0 12	0 60
Caddies, Paking, Kaisow	0 18	0 50
INDIAN.		
Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25
CEYLON.		
Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 35

CHINA GREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38
Young Hyson—		
Cases, sifted, extra firsts	0 42	0 50
Cases, small leaf, firsts	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
" " " " seconds	0 17	0 19
" " " " thirds	0 15	0 17
" " " " common	0 13	0 14
Young Hyson—		
Half Chests, firsts	0 28	0 32
" " " " seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
" " " " seconds	0 16	0 19

JAPAN.

Half Chests—		
Finest May pickings	0 38	0 40
Choice	0 32	0 36
Finest	0 28	0 30
Fine	0 25	0 27
Good medium	0 22	0 24
Medium	0 19	0 20
Good common	0 16	0 18
Common	0 13½	0 15
Nagasaki, ½ chests Pekoe	0 16	0 22
" " Oolong	0 14	0 15
" " Gunpowder	0 16	0 19
" " Siftings	0 07½	0 11

LIPTON'S TEAS.

No. 1 Ceylon, retailed at	0 50	0 35
No. 2 " "	0 40	0 28
No. 3 " "	0 30	0 22

All the above can be had mixed with Green Tea at same prices.

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c.	0 20
Brown Label, ½ lbs. retailed at 26c.	0 21

Green label, retailed at

30c.	0 22
Blue label, retailed at	
40c.	0 30
Red label, retailed at	
50c.	0 36
Gold label, retailed at 60c.	0 44

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and ½-lb. lead packets.		
Blue Label, retail at 30c.	0 22	
Green Label " 40c.	0 28	
Red Label " 50c.	0 35	

Orange Label, retail at 60c.	0 42
Gold Label, " 80c.	0 58
Terms, 3 per cent. off 30 days.	

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 73
Ingots, rough and ready, 8's	0 71
Laurel, 8's	0 83
Brier, 7's	0 61
Index, 7's	0 58
Honeysuckle, 8's	0 70
Napoleon, 8's	0 64
Victoria, 12's	0 61
Brunette, 12's	0 58
Prince of Wales, in caddies	0 62
" " in 40-lb. boxes	0 62

WASHING POWDER.

"SILVER DUST"		
Case, 72 1-lb. cartoons	5 00	
Half case, 36 1-lb. "	2 50	
Case, 24 3-lb. "	4 25	
Half case, 12 3-lb. "	2 12	
Case, 100 5-cent packages	3 50	
Half case, 50 5-cent packages	1 80	

WOODENWARE.

Pails, 2 hoop, clear, No. 1	per doz \$ 1 45
" " " " " 2	1 60
" " " " " 3	1 40
" " " " " 4	1 55
" " " " " 5	1 40
" " " " " 6	8 00
" " " " " 7	6 50
" " " " " 8	5 50
" " " " " 9	4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" " " " " XX	1 40
" " " " " X	1 25
" " " " " Special Globe	1 50
Matches—	
5-Case Lots, Single Cas	\$3 70
Telephone	3 30
½ gro. bxs	3 70
Parlor	1 40
Red Parlor	1 45
Safety	4 00
Flamers	2 25
Tiger	3 15

BRYANT & MAY.

Robert Greig & Co., Agents.	
No. 9 Safety, per gross	\$ 2 00
" 10 " "	1 10
" 2 Tiger, "	5 00
" 4 " "	2 00

Young & Smylie's

Newest...
Specialty

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