

# THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, AUGUST 21, 1896.

No. 34

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 & 88




THE ONLY TEN CENT CIGAR

## Fresh Herrings

The recognized leading Brand in all the markets of the world.



- Kippered Herrings
- Herrings in Tomato Sauce
- Herrings in Shrimp Sauce
- Herrings in Anchovy Sauce
- Herrings a-la-Sardine
- Preserved Bloaters, etc.

**SALT HERRINGS IN KEGS. "CROWN" BRAND.**

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

**MARSHALL & CO.**  
Spring Garden Works, ABERDEEN, SCOTLAND.

**Walter R. Wonham & Sons**  
Sole Agents for Canada, MONTREAL.

VARSAITY CIGAR 5c. THE BEST IN THE MARKET

ALL THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCOS

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

## Deviled and Potted Meats



(Ham and Tongue) put up under the Helmet Brand are indispensable for luncheons, picnics, fishing parties and outing generally. These meats are well seasoned, perfect in taste, correct in color and consistency, very appetizing. At present prices they are attractive leaders for pushing grocers who cater to discriminating trade. The Helmet trade mark on any can of meat is a guarantee of superior excellence.

Manufacturers' Agents,  
**JAMES HAYWOOD**  
 Toronto  
**J. L. WATT & SCOTT**  
 Montreal  
**J. HUNTER WHITE**  
 St. John, N.B.

**Armour Packing Co. . .**

Kansas City,  
 U.S.A.

## SPECIAL IN DINNER SETS

Our own I.X.L. Shape  
 In Brown or Dove Colors

**97 PIECES, - \$4.50**

(Packing, 25 cents)

Or in crate lots—15 sets in crate—  
 5 per cent. discount.

Assorted packages in **White Granite**  
 Seconds a specialty.

The **CANADA GROCERY IMPORTING CO. Ltd.**

181 to 185 McGill Street

**MONTREAL**

For the Whitest, Lightest and  
 Sweetest Cakes

USE

**Ocean Wave**  
**Baking Powder**



Manufactured by the

**HAMILTON COFFEE AND SPICE CO.**

HAMILTON, ONT.

**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



# Standard Goods THE Best to Handle

FOR  
**PURITY**

## Bi-Carbonate OF Soda

FOR  
**STRENGTH**



TRADE MARK

This brand is always reliable.

Highest test 98.50% pure.

Made only  
by

The UNITED ALKALI CO., Ltd., Liverpool.

"New Process" Soda, finest on the market.



You do not want any more hot campaign speeches, but

# STOWER'S



*Map 2/98  
T.M.A.*

Lime Juice Cordial, Pure Lime Juice, "Double Refined" Lemon Syrup and Clarified Lemon Squash. They are cooling, delicious, healthy and refreshing, the best articles of the kind manufactured, absolutely free from spirit, musty flavor, or any impurities.



## "THISTLE" HADDIES

The reliable Standard Brand and finest flavored Haddies put up. Every can guaranteed and only Real Haddies packed.  
The Motto of the "Thistle" Co. being, "The Best, First, Last and Always."

The above lines to be had of the Leading Wholesale Grocers throughout the Dominion.

AGENTS

A. P. TIPPET & CO.  
MONTREAL and TORONTO

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

*Taken by  
Jm Tippet August 25, 1896.*

# 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 :

**99<sup>99</sup>/<sub>100</sub>** 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.

CRESCENT BRAND



**BRUNNER, MOND & CO., Ltd,**  
NORTHWICH, ENGLAND

MANUFACTURERS OF

## BICARBONATE of SODA

REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.

### SODA CRYSTALS

Of the Finest Quality.  
In Barrels and Drums  
Orders for direct importation from  
the Wholesale Trade only.

WINN &amp; HOLLAND

MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA

OTHER SPECIALTIES.

NOUGAT  
RAHAT LAKUHM  
ALMOND ROCK  
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, W.C.

MEDALS AND DIPLOMAS.

PARIS  
SYDNEY  
MELBOURNE

ROSE &amp; LAFLAMME, Montreal.





for  
dainty  
lunches

For all the countless uses  
which women find for fancy bis-  
cuits, they find after one trial,

**CARR & CO'S BISCUITS**

are the best. They were the first  
fancy biscuits made, and years  
of making have now produced  
the finest biscuit on the market.  
Give a trial order—for "Cafe  
Noir" for instance.

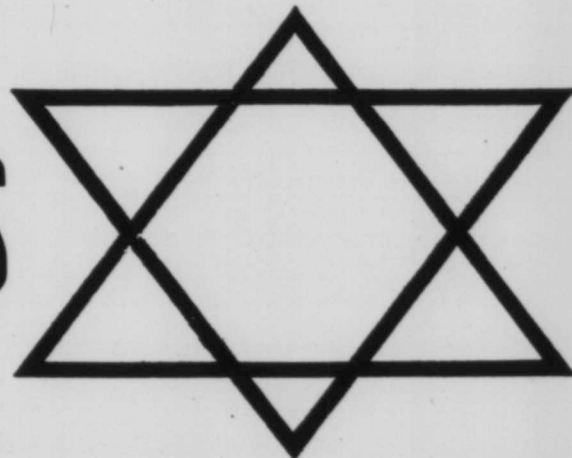
Sole Canadian Agents,

**ROBERT GREIG & Co.**

MONTREAL.

NOTHING  
XLs —

BATGER'S



PEELS...



# Experience . . .

has shown many grocers that it is wiser to let "the other fellow" experiment on his cash paying customer with articles of unknown and inferior makes.

This refers especially to matches.

---

**E. B. EDDY'S MATCHES** have long since passed the experimental stage. A half century's test has demonstrated that you can safely recommend and sell them to your most particular customers.

---

## The E. B. EDDY CO. Limited

### HULL, CANADA

318 St. James St. - - MONTREAL  
38 Front St. West - - TORONTO

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





## Are You Satisfied

With the Lard you are selling? If not, try a sample of **ROSE BRAND** Lard, and be convinced of its superiority. Then you will always use it.

Packed in 1, 2, 3, 5, 10, 20 and 50 lb. pails for family trade.

The **GEO. MATTHEWS CO.** Ltd.,

OTTAWA AND  
PETERBOROUGH

## No Sulphur Match on Earth

... CAN BEAT OUR ...

**SOVEREIGN BRAND**

We guarantee them to be A1.  
Freight charges allowed on 5-case lots.

**H. A. NELSON & SONS**

- -

**TORONTO**

## SHOOTING PARTIES

USE

### “REINDEER” BRAND

CONDENSED COFFEE  
CONDENSED COCOA  
CONDENSED MILK  
EVAPORATED CREAM

At this season, you should never be without them.

Your own customers should be supplied by **you**, not by your neighbors.

·BUY IN SMALL LOTS AND OFTEN



# Value Extraordinary

## NEW SEASON'S JAPAN TEAS

**For 25 Cts.** you can give customers something really fine—and leave a good profit. While these teas are particularly handsome in style, they have been specially selected with a view to securing the highest possible quality for the money. Only from a sample can you form a correct idea of the bargains we have.

**They are the Best Values in Canada**

**W. H. Gillard & Co.**

Wholesalers Only

**Hamilton**

JOHN MOUAT, Northwestern Representative, WINNIPEG.

## **BOULTERS' ARE WINNERS**

It is not their pretty appearance on your shelf that places the **PEERLESS "Lion"** Brand head and shoulders above their best competitors, but the very fact people want canned goods that they know are **ABSOLUTELY PURE**. That's precisely why their sales are enormous. Retailers, **order now**—don't delay. We want your custom.

Watch our "ads."; we have a great surprise for you.

WORKS:

Picton, Toronto and Demorestville, Ont.



## Look out

for our exhibit at the Toronto Industrial Fair. I will be pleased to have you visit my demonstration table and sample my mince meat made up in pie and pudding.

**J. H. WETHEY - ST. CATHARINES, ONT.**



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. X. (Published Weekly)

MONTREAL AND TORONTO, AUGUST 21, 1896

(\$2.00 per Year) No. 34

## DROPS FROM THE EDITOR'S PEN.

A rusty business, like a rusty leaf, denotes decay.

Business built upon fake methods will soon dissipate.

Free silver is the shadow of business demoralization.

Remember that a well-dressed window is a constant trade winner.

Many a man's objects are laudable, but their impracticability kills them.

Competition may be the life of trade, but advertising is a great deal more so.

Cutting prices is a dangerous thing: Many a cutter has been his own executioner.

The trouble with a great many theories is that they are "flighty" and take wings.

System saves sweat drops, economizes time, and avoids a multitude of heart aches.

The man who wakes up some morning to find himself famous is the man who works hard.

Some merchants are experiencing hard times because their business methods are hard.

The launch of a bright business idea means the floating of a money-making scheme.

A business cannot breathe without credit any more than can a man live without breath.

Merchants who are loose in their habits have not generally a tight hold upon their business.

A number of contemporaries "drop on" to these "drops" and drop them into their columns, but they seldom "drop on" to

their duty of crediting them to THE CANADIAN GROCER.

If you must fail, by all means fail honestly; if you cannot fail honestly, do not fail at all.

Where integrity is wanting, credit should not be given. The one is the foundation of the other.

Confidence, after all, is more to be desired than the gold we hear so much about these days.

If you cannot remain in business by telling the truth, it is certain you cannot by telling a lie.

Because a firm is old it should not be taken as an indication that disintegration is near at hand.

Ambition is a good thing, but overmuch of it draggeth a man down rather than lifteth him up.

He is a mistaken man who imagines that questionable sharp methods will bring him success in life.

When a man offers you a "sure thing," ten to one he will get the "sure thing" and you the nothing.

The price of rolled oats in the United States has rolled up about 50 per cent. within a few weeks.

It is because merchants keep their heads so far apart from each other that so many businesses go to smash.

When a merchant is retrenching he should be careful that he does not cut into the foundations of his business.

Silver advocates who put gold clauses in their contracts evidently do not want to be paid back in their own coin.

The greater a man's bank account is the greater are his responsibilities; but the most

of us are quite willing to increase our bank account, notwithstanding.

It is usually the laziest man who complains most about hard work, and the slowest merchants about hard times.

The consumer is the storekeeper's judge, and whether or no the latter shall remain in business depends upon his verdict.

Account every man honest until you prove him otherwise; but check over your goods when you receive them nevertheless.

It is well for a merchant to sometimes imagine himself in the place of his customers. He then gets a partial glimpse of himself as others see him.

The young man who will do the great things in the world is he who condescends first to do the little things. Children have to walk before they can run.

Most of us value object lessons, but few of us relish being made the object of lessons, especially when it is our weaknesses that are the subjects exhibited.

There is many an intelligent young man who is steering for Nobodyism who would be established in Somebodyism were it not that he had mistaken his calling.

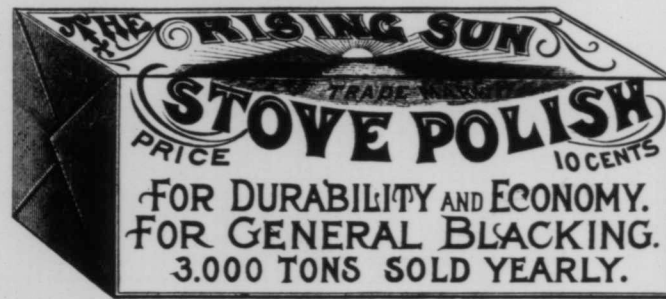
The looser a merchant is in giving credit the more unfair is he to his creditor. If a reservoir is allowed to leak, it is to be expected that there will be no water in it some day when the water is wanted.

Every member of a business men's association ought to be sufficiently interested in the organization to not only attend the regular meetings but to do his best to build up the membership. The greater its membership the fewer will be the evils with which the trade will have to contend.

## THE RISING SUN STOVE POLISH

AND

## THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.



AGENTS: LYMAN SONS &amp; CO., 382 ST. PAUL STREET, MONTREAL

## PEANUT CROP OF 1896.

As usual with us at this season of the year, says The Norfolk, Va., Journal of Commerce, we have prepared a report on the growing crop of peanuts in Virginia and North Carolina, and present below the result of investigations. We do not claim these reports to be perfect, but give out the best information obtainable from reliable sources in response to numerous enquiries sent through the sections that raise peanuts. The answers to our questions cover the period between the 10th and 25th of July.

The first enquiry was, "How does the acreage planted in peanuts in your vicinity compare with that of last year?"

The answers to this question, when tabulated and averaged, show that 44 per cent. give an increased acreage of 20 per cent. over last year, 44 per cent. say the acreage is about the same and 12 per cent. report a decrease.

The second inquiry—"How is the stand?"

Thirty-four per cent. report the stand poor to very poor; 45 per cent. only fair; 15 per cent. good, and 5 per cent. very good.

The third question—"Have there been excessive rains, and if so, what effect have they had on the planting and subsequent growth of the vine?"

There is great uniformity in the replies to this inquiry. In almost every case excessive rains are reported retarding the growth, rendering the vines very small and grassy, and precluding working the plant. In a number of cases fields have been abandoned, a few under water. Stiff lands have not suffered much, but on light lands the vines are small, grassy and in poor condition. Ten per cent. of the replies, however, say that the rains have been beneficial.

The fourth question was: "From present condition of crop is it expected that with favorable seasons it will be a full one?"

Seventy-five per cent. report that a full crop cannot be made, a large proportion of

them giving it as an opinion that not over a half crop can be expected. Twenty-five per cent. report that an average to a full crop will be made if seasons are favorable from now on.

A resume of the above leads us to the conclusion that there is an increase of acreage over last year of possibly 12 to 15 per cent., induced by good prices obtained through the past season; the stand is under average, being only fair; the excessive rains have proved a serious drawback, though not an unmitigated evil in many cases, and the almost unanimous opinion is that a full crop cannot be made. The reports indicate about two-thirds of a crop for the coming season.

We find that in dividing the replies from Virginia from those of North Carolina that the condition of the crop is more favorable in the latter state. The increase of acreage is slightly greater in Virginia than in North Carolina. The rains have done less damage in North Carolina, because of the fact that they were not so general, the tier of northern counties suffering mostly.

We hear from Tennessee that the crop there is in good condition.

The peanut is a hardy plant and will live under discouraging conditions. It is extremely difficult in the face of a present poor or only fair stand to foretell what effect possible future perfect weather conditions will have on the crop. Our experience teaches us that it is often underestimated.

The present peanut season, which will soon close, has been rather a remarkable one. Early in the new crop the cleaners became convinced that there would be a shortage, and this feeling strengthening, culminated in the month of January in the highest price paid for several seasons, a few lots going as high as 4c. per pound.

The large amount of money invested in stocking up on peanuts by reason of the price being nearly double that of the previous year, and the exceeding slowness of the jobbing trade to take them, caused a com-

plete congestion of the market for farmers' goods early in February. For four months there was practically no market, buyers not even caring to look at offerings, and only within the past month or six weeks has there been any disposition to purchase. Buying is not yet general, and figures are reduced to 2½c. to 3c.

On the whole, the past season has been a fortunate one for the producers, the large bulk of the crop having been moved at remunerative figures. Owing to the crop having been short of an average, there has been no excess of peanuts offered within the past few months; the cleaners are gradually reducing their stocks, and the likelihood is that prices will be maintained until new crop nuts put in an appearance.

With fair trade it is expected that nearly all, if not all, of the old stock of peanuts now on hand will be bought up and sold by the time new ones can be used, and were all other conditions favorable we might expect good prices, when the market opens, for new nuts. There is so much uncertainty in financial circles as to what is to be the policy of the Government that it promotes timidity among the jobbing trade, and the policy which has prevailed so long among them of buying from hand to mouth is likely to be kept up for some time longer. Presidential years are ever years of more or less stagnation in trade, and this will prove no exception to the rule.

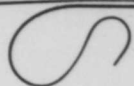
## DEATH OF W. M. MILLIGAN.

W. M. Milligan, who for many years carried on business in Toronto as a retail grocer, died at his residence, 195 College street, on Friday morning. The deceased was 45 years of age, and had been in ill-health for some time. Pneumonia was the cause of death. The funeral took place on Saturday morning at 9 o'clock.

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



**THE BEST....**



# COFFEES, SPICES, EXTRACTS

Are branded L. S. & B.

**IF YOU HAVE NOT TRIED THEM, DO SO.**

**LUCAS, STEELE & BRISTOL** WHOLESALE GROCERS **Hamilton**

## Golden Age. . .

We have now completed our list of leaders by adding the Golden Age package tea, packed in cases containing 60 lbs. each.

No. 1, 60 lbs. all black.

No. 2, 30 lbs. black and 30 lbs. mixed.

No. 3, 60 lbs. all mixed.

OUR LIST NOW IS . . .

**Ram Lal's Pure Indian Tea** Fine, Extra and Choice qualities.

**Golden Age Blend of Teas** All black or black and green in 1 lb. lead packages or 100 lb. tins.

**Mascot Blend of Teas** All black or black and green in 1 lb. lead packages or 100 lb. tins.

**Rangnugger Indian Blend** In 100 lb. tins only.

MECCA COFFEE,

DAMASCUS COFFEE,

BENS DORP'S COCOA.

**JAMES TURNER & CO. - HAMILTON, Ont.**

**New English Sifted Peas**

**New Strawberries**

Now in Stock. Best Packs.

Also NEW JAPAN TEAS to retail at 25c. and 50c.

Orders Solicited. Prompt Shipment.

April Pickings—splendid values.

**BALFOUR & CO.**

**HAMILTON.**

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special  
Canada  
or wire  
NADIAN

You take no chances when selling

# "LUDELLA" CEYLON TEA

It's a trade maker and a trade holder.

H. P. ECKARDT & CO.

Wholesale Agents

TORONTO

### ONE MAN'S SUCCESS.

A BRIGHT young man, just from the country, entered one of the large city stores as a salesman, and showed his capacity for business by quickly acquiring a large personal trade, says Grocery World. He rapidly passed older and more experienced salesmen, and incurred no little disfavor with some of his envious fellow clerks. It provoked their jealousy to have good customers make special request to have this young man wait on them. When they found out the secret of his popularity, many of them also found they had formed habits of working that almost entirely deprived them of the ability to become as good a salesman as this young country man, whose experience, previous to entering the larger field, had been confined to the little village store owned by his father.

He, with his fresh, receptive mind, discovered, very soon, the secret of the success of the best salesmen in the big store. The other clerks were satisfied to ascribe success to ability to pull the wool over the "old man's" eyes, or to some accident or relationship. The young man from the country at once saw that success was the result of the ability to sell goods. He was satisfied that the "old man" (he never thought or spoke of the proprietor in such terms, however), was only looking for real business ability. He felt himself able, but his great study was how to show his capacity in the shortest possible time. He discovered there were more good customers than the really good salesmen could handle, and that many new people came to the store every day. He also observed that the average salesmen were practically indifferent as to whether they pleased the customer or not, and that they attempted to judge customers by this or that standard, and their indifference was usually gauged by the probable importance of the person they were waiting on. Only a very few seemed to have a personal trade. He was

convinced that if he could make people ask for him, his success and advancement were assured. He accordingly set about to make acquaintances. His appearance attracted very few to him. He was evidently a new clerk, and people at least expect those with experience to be best able to serve them. The young man, being the latest addition to the force in his department, was obliged to follow the custom and take such customers as the other clerks did not want. However, he kept his eyes and ears open, and improved every opportunity to do some ever so slight a favor for a customer. He made himself perfectly familiar with the stock, and often made suggestions, politely, which pleased the customer. Often he would see a customer leave the counter, having failed to get suited. The shrewd young man would have in mind just such goods as he felt she would want, and would politely stop her before she left the store, and show her the goods which the other clerk was too careless to look for. He would also manage to learn the customers' names, and also to have them learn his. In many ways he added one after another to those who would insist upon having him wait upon them, until the proprietor was forced to recognize his value, and advancement followed rapidly. This young man became a very successful merchant afterwards, in one of the smaller towns, where he preferred to live, rather than in the city. While he might have been more prominent had he remained in the larger sphere, he was satisfied with less money, less honor, perhaps, with less worry, less anxiety, and more real comfort and enjoyment than is the lot of the very "successful" merchant in the large cities. He also enjoyed the consciousness of having earned his success by diligent use of the talents with which nature had endowed him. As this story was gotten from the gentleman's own lips, we trust the good example he set his fellow clerks years ago may live on, doing good to those who read it.

### LARGE RUN OF SALMON.

The run of salmon in the St. John river, in the neighborhood of Springhill, during the present season has been the greatest for many years past. Fishermen residing between this city and Long's Creek, have recently been making some splendid hauls, some of them capturing as many as eight or ten in a single night. Mr. Wilmot Guion, who handles probably about two-thirds of the catch between his store at Springhill and Long's Creek, reports that during the past three weeks he has purchased from fishermen, on an average, not less than 200 pounds of salmon a day, or about 3,600 pounds during the three weeks. Fishermen who operate between this city and Springhill and quite a number residing above the latter place, bring their salmon direct to this city, and no account is kept of the number taken. The average price paid to fishermen just now is from eight to ten cents per pound, so it will readily be seen that the big run of salmon is an important item to residents along the river.

A gentleman who has resided at Springhill off and on for nearly half a century, informed The Herald that in all his experience he never knew salmon and grilse to be as plentiful in his locality as they are at the present time. The season for salmon fishing with nets closed on Saturday, August 15th.—Halifax Herald.

Scott & Millman, grocers, Guelph, have sent THE CANADIAN GROCER a sample of a paper bag for putting up tea in. The outside has the appearance of red leather, while lead paper covers the inside. The firm's name and brand of tea is well brought out in letters of gold, black, red and green. It is a handsome as well as an useful bag.

Peek Bros. & Winch, Ltd., the well-known tea merchants, of London, Eng., have opened a branch at Colombo, Ceylon. Mr. Halford, the firm's Toronto representative, informs THE CANADIAN GROCER that the firm will pay special attention to the Canadian trade, shipping direct to this market.



# IN STOCK

- Canned Lobster, 1/2's
- " Clams, "talls"
- " Fresh Herring, "talls"
- " Kippered " "oval"
- " Herring in Tomato, "oval"



**NEW  
PACK**

The **DAVIDSON & HAY, Ltd.** WHOLESALE GROCERS **Toronto**

## The greatest Net Profits

come to you when your stock is turned over often. Pan-Dried Rolled Oats (registered) won't stay about so long that your profit will be eaten up when a sale is made.

Even as little a thing as Pan-Dried Rolled Oats may establish your reputation for quality if you're about starting in business. It has helped us to sell other cereals, for quality counts.

From Manufacturer to  
Retailer Direct.

**THE TILLSON COMPANY, Ltd.**  
Tilsonburg, Ont.

**DO YOU KEEP**

# Pilkington's Powdered Perfumed Lye

Perfectly Pure.

**"BELL BRAND"**

Superior to all  
Other Brands.

IF NOT ASK YOUR WHOLESALE GROCER FOR IT  
THE BEST AND THE CHEAPEST IN THE MARKET

Sole Agents in Canada

## Bellhouse, Dillon & Co.

47 Wellington Street East

.... TORONTO

30 St. Francois Xavier Street

.... MONTREAL

### THE CREDIT QUESTION.

THE following is an extract from an address delivered by J. G. Cannon, vice-president of the Fourth National Bank, New York, before the National Association of Credit Men at Toledo:

Modern commercial firms cannot exist without borrowing; and if their financial condition and their balances at bank warrant them in asking for funds, they are entitled, as a matter of commercial custom, to the money, and the whole matter of borrowing is thus placed upon a business basis and depends not merely upon favoritism.

When a statement is received it should be carefully analyzed. It is especially desirable to investigate the personal record and character of the would be debtor, for, after all, everything depends upon his honesty. The psalmist says: "The righteous is ever merciful and lendeth: the ungodly borroweth and payeth not again," and the truth of this verse of Scripture is fully exemplified in this day and generation. The sacred writer also says, "The borrower is servant to the lender:" but sometimes it seems as if this was reversed, as many borrowers assume a position where they believe themselves masters of those from whom they secure credit.

In investigating the honesty of an applicant for credit it is always well to find out in an indirect way his idea as to what constitutes honesty. Another point which should receive attention is the man's ability; also the circumstances under which he started business life—whether he made his money by his own efforts, or it came to him through the assistance of his friends or relatives, or he inherited it.

A statement should show how much stock a concern carries, what its indebtedness is, on what terms it sells its goods and whether its credits are settled by note. One should also ascertain what are the firm's running expenses and what amount is withdrawn by its members for living expenses; what accommodation it receives at its bank, and whether it is out of debt once or twice a year.

One of the principal points for investigation is the manner in which a concern buys its goods, and whether the buyer has a proper idea of what he buys, and buys in accordance with his requirements. Injudicious buying and the piling up of undesirable stock will seriously impair the resources of any concern and place it in a position where it will be difficult to turn its merchandise profitably. The old adage runs: "Goods well bought are half sold."

All statements should be analyzed with liquidation in view.

There are, generally speaking, two classes of people who make failures; first, those who will not talk at all; second, those who will tell all that anybody wants to know and a considerable more besides. A credit man should beware of both under ordinary circumstances.

Many credit men make bad debts because they do not pay enough attention to little things; in other words, they do not appreciate the force of the saying that "straws indicate the way the wind blows." To illustrate: A friend of mine some time since cited an instance where he had turned a

party down because of information received by a member of his family from their dressmaker, to the effect that this party was not paying the dressmaker's bills promptly. He also told me of a livery stable keeper who had given him valuable information which caused him to refuse credit to a man who had become dilatory in paying his livery bills and who, a little later on, failed. Many credit men hear and know things about those to whom they are granting credit, that they do not at the time regard as significant; but when the concern fails they are reminded that they heard so and so a few years before. If they had followed up these leads, they would probably have escaped loss.

It is especially desirable also to investigate each firm closely and frequently. A great many losses are incurred because credit-men consider a man good for the reason that he has been good in the past. Each case ought to be carefully investigated about every time it comes up, in order to ascertain if the party is holding his own, making advancement, or running behind.

An excellent idea can be gained regarding the credit of concerns by ascertaining the class of firms from whom they buy their goods. A poor credit risk may do business with one or two first-class houses; but it will be difficult to do business with a dozen or more houses of high standing, as houses that pay close attention to credits are not likely to sell a party of doubtful reputation. In other words, if a dozen good credit-men whose business it is to investigate a man's good standing and character, look him up thoroughly and are ready to sell him, it hardly stands to reason that all of them will be led astray; consequently, if you find a man dealing with a number of first-class houses, you can sell him more freely than you otherwise would.

The manner in which a firm pays its bills is an important subject for enquiry, for if a concern borrows money in the open market and also allows its bills to run to maturity, it plainly indicates that something is wrong, as it is virtually burning the candle at both ends.

The sales, capital and terms on which a house sell its goods should be carefully considered and compared. There is a proper relation between them, and a mathematical calculation will prove the truth or falsity of the statement. If we have data covering these points, together with a detailed statement, we can form a good judgment of the credit of a concern. These facts will also serve to bring to light any dead or doubtful assets, and they will frequently show whether a concern has the capital it claims. I therefore consider this information of great importance, and it should be the aim of every credit-man to obtain it.

A man's personal habits should be closely enquired into, for if he is loose in these he cannot be expected so to change his life that he will be straight in his business affairs. This leads me to say that I hope this association will give its closest attention to the punishment of those people who make false representations of their condition and thus obtain credit when their financial affairs do not warrant its extension. Another thing of which I am firmly convinced is, that where a concern fails and pays a dividend of only twenty-five per cent. or less, when it goes into business again it should not be

accorded the same terms and privileges as a firm in the same town that has paid one hundred cents on the dollar for its stock; in other words, a man who has compromised his credit should not be placed upon a plane of equality with a man who is strictly honest and honorable and has paid dollar for dollar. Too frequently the trade are anxious to commence selling to a man immediately after his failure and compromise, which only serves to encourage dishonest practices.

Dishonesty and fraudulent failures are attracting too little notice, and the parties are too often allowed to escape unscathed; whereas, if they were held to a strict accountability for their crimes, it would clear the business atmosphere and the result would be of great value to the mercantile community. Its moral influence would be excellent, and it would be plainly indicative to other dishonest debtors that they must expect the same fate. I sometimes feel that banks and mercantile creditors are in a measure responsible for allowing guilty parties to escape merited punishment. When a dishonest failure occurs, creditors are often too anxious to secure whatever dividends may be coming to them, and this encourages the swindler in carrying out his nefarious practices.

The head of one of the largest mercantile houses in this country told me some time ago that he had caused the imprisonment of a man for deceiving him as to his financial affairs, with the result that had been surprising; and since that time, in a number of cases, parties on the verge of making an assignment had come to him and squared up their accounts simply because they were fearful lest he should push them if they failed while owing him.

There is no good reason, to my mind, why parties who are guilty of making fraudulent failures should not be punished to the fullest extent, for there is little difference, if any, between a man who robs you of your purse and one who, by a successfully constructed network of falsehoods, has obtained money or its equivalent in merchandise from an institution or firm. Dishonesty and deceit are at the bottom of these failures, and men with propensities in that line are certainly better behind the bars, where they are restrained from doing further evil.

I am thoroughly convinced there should be erected a bar of public opinion beyond which these dishonest parties cannot pass. They should be ostracised from the society of all honest and upright business men, and should be made to pay the full penalty of their acts.

### SEND FOR SAMPLE.

In their advertisements the Ireland National Food Co. have asked the retailers of Canada to send for sample package of "Farinosa," the new cereal food. Have you complied with their request? New goods are always profitable to have in stock. If you have not already done so send for sample at once.

E. W. Stewart, alias G. W. Clay, is wanted in Chatham, Ont., where he is alleged to have swindled a number of merchants. He represented himself as the agent of a New York publishing house.



HAVING PURCHASED

# The Stock of Smith & Keighley

at considerable under cost, I am closing it out at

*Prices Unheard of in the Trade.*

JAMES ADAMS, - 9 FRONT ST. EAST, TORONTO

## TETLEY'S

INDIAN AND  
CEYLON TEAS

are selected by experts of many years experience. If you have not tried them, send for a sample order. Retail at 50c., 60c., 70c., \$1.00.

BLACK AND GREEN, 40 CENTS.

JOS. TETLEY & CO., 14 Lemolne Street, MONTREAL.

T. KINNEAR & CO.,

49 Front St. East, TORONTO.

THE HUDSON BAY CO.,

WINNIPEG.

## Some Assurances to the Trade

### No Weak Imitation. . .

#### THE MITCHELL'S SCOTCH WHISKEY

We sell in Canada—the kind so many have learned to use—is the very same kind which won the two gold medals at the Glasgow Exhibition. The same old smooth whiskey—no adulteration—no cheaper stock.

LAPORTE, MARTIN & CIE.

Wholesale Grocers,

### The Very Same Brandy

#### THE P. RICHARD'S BRANDY

Which is so rapidly increasing its popularity in Canada is exactly the same as the sample submitted to the chemist, and which was declared "absolutely pure." You couldn't sell a better brandy.

72-78 St. Peter St.

Montreal.

## HINTS TO BUYERS.

**H.** P. ECKARDT & CO. have a big shipment of their "Victor" brand Japan tea arriving. The tea is early picked and of good quality.

T. A. Lytle & Co. report heavy sales of vinegar in all parts of Ontario.

Only a trial order to convince they're leaders. Boulter's "Lion" brand.

The best houses in Toronto sell Boulter's canned goods. Do you sell them?

Northrup & Co. report a steady increase in sales of "Instantaneous" tapioca.

Not cheap, but good. Sell Boulter's peerless "Lion" brand canned goods.

John Sloan & Co. are offering a line of tomato catsup to retail at 10c. per bottle.

The sale at this season for Marshall & Co.'s Scotch fish delicacies is always large.

John Sloan & Co. are in receipt of a shipment of Japan teas which are showing good value.

James Turner & Co. this week are advertising their "Golden Age" tea in lead packages.

F. W. Fearman, Hamilton, is advertising a fine line of cooked meats, very desirable for hot weather.

Marshall & Co.'s Scotch fish delicacies are great sellers, and give a good profit to the retailer as well.

The Eby, Blain Co. have in stock this season's pack "Quail on Toast" codfish, 1 and 2 lb. blocks.

Perkins, Ince & Co. have due in about two weeks a shipment of their well-known brands of Japan teas.

Beardsley's shredded codfish and Acme sliced beef, 1 lb. and ½ lb., are in stock with the Eby, Blain Co.

T. Kinnear & Co. have in stock a carload of West India molasses, fine quality, which they are offering at reasonable prices.

Buyers should note the price at which W. H. Gillard & Co. offer two high-class packs of salmon—"Flag Ship" and "Ice Castle."

The Eby, Blain Co., Ltd., received a large shipment of fine Filiatra and Casalina currants in cases and half-cases.

As the season for salt herrings in kegs is close at hand, the agents for Marshall & Co., Aberdeen, report having booked some good orders for their "Crown" brand.

An enormous quantity of the "Rising Sun" stove polish is now being exported to Great Britain. Sixty-five thousand cases were sold through the English agency in London last year.

W. H. Gillard & Co. report an extremely large sale for Gillard's new pickle and Gillard's new sauce, several hundred cases

having been shipped out this month to their retail friends.

Walter R. Wonham & Sons, agents for Marshall & Co.'s canned fish delicacies, report having taken some large orders in the west for these popular goods.

W. H. Gillard & Co. are offering some splendid values in selected Valencia raisins. Buyers would do well to drop them a line.

James Turner & Co.'s ad. in this issue has a string of leaders of which they are controllers and packers. They say they are ready to back them all, as they are each winners in their class.

The Eby, Blain Co., Ltd., are offering vacuum pan process salt in car lots at specially low prices, delivered at any railway station in Canada. They are anxious to get an enquiry from every salt handler in Canada for quotations.

The Eby, Blain Co., Ltd., are offering this week a new cheap pickle, "Roberoy" brand, which they claim to be of the finest quality and most attractive package on the market—20-oz. bottles; bbls., 6 doz.; cases, 3 doz.

The new "Sun" stove polish, made by the proprietors of the "Rising Sun" stove polish, is put up in the most attractive sort of packages possible, and dealers appreciate goods which make a fine appearance on the shelves.

W. H. Gillard & Co. report the arrival of the finest values in Japan teas to retail at 25c. that they have had since being in business. They are magnificent in style and of fine liquor and well worthy the attention of all readers of THE GROCER.

The Laing Packing and Provision Co., Montreal, have just issued their new wholesale price list, which went into force on August 12. Buyers generally and readers of THE CANADIAN GROCER can have it mailed by addressing the company, 839 St. Catherine street, Montreal.

Morse Bros. received orders one day last week for immediate shipments of "Rising Sun" stove polish and "Sun" paste stove polish, amounting to eleven carloads of fifteen tons each. At this season of the year such a day's sales of stove polish is phenomenal, and attests the popularity of these goods.

Hon. Elijah A. Morse, M.C., who is the sole proprietor of the firm of Morse Brothers, Canton, Mass., has served in the National House of Representatives, eight years as a representative of one of the most historic districts in the old Bay State. He still continues in the active management of the business, and the popularity of the "Rising Sun" stove polish well illustrates the force of his business methods.

## COLD STORAGE TRANSPORTATION.

**T**HE question of cold storage transportation of dairy produce across the Atlantic was fully discussed at Montreal last week.

The Premier, the Minister of Agriculture and the Minister of Trade and Commerce met by appointment deputations of the Montreal Butter and Cheese Association and the different Dairymen's Boards of Trade there. Spokesmen from each had their say, and the representatives of the Government gave their assurance that the matter would have immediate attention.

Perhaps the most practical information pertaining to the problem was imparted by Jno. McKergow, of Ayer & Co. That gentleman pointed out that the railways already provided a certain amount of cold storage accommodation on land. All that was wanting was the ocean facilities. Both he and President Grant gave plenty of reasons why the matter should receive immediate attention. Denmark, a smaller country than Canada, sent last year \$29,000,000 worth of butter to Great Britain. New Zealand also contributed a large amount. Both the Danish and New Zealand butter commanded higher prices in England than Canadian. This was due to the fact that both were landed in better condition in England, because they were carried in cold storage compartments.

This being so, Canada should certainly not be behind-hand, and THE CANADIAN GROCER unites with others in requesting that the Government will announce its decision with as little delay as possible.

It may be pointed out that in a modified sense the experiment of cold storage has been tried with direct practical benefit from Montreal. The Elder-Dempster boats, which sail between Montreal and Bristol, are provided with a limited quantity of cold storage space. This space has been filled every trip, and no later than last week the Hon. Sydney Fisher, Minister of Agriculture, entered into an arrangement with them to extend this space.

The increase in the exports of butter to Bristol in 1895, and this year since this company made the departure, show that it has only to be universally adopted to quadruple our butter exports. Bristol this year so far has trebled her imports of Canadian butter, having taken fully three-quarters of the total Canadian exports so far this year. This is mainly due to the above fact.

Canadian creamery butter is as fine as any in the world, and consumers in Bristol who get it in proper shape acknowledge the fact by increasing their orders. Why should this port be the exception?



# IT ISN'T EASY

For a grocer to run either a big store or a little store without having some complaints.

No goods are subject to a more careful test than his—the test of the family table.

You are often not to blame—you buy from others, and representations may be false.

There's no need, though, to have dissatisfied customers along the lines we sell you.

We never took hold of a poor article—never tried to sell one—don't want to begin the experience now.

These goods are the best in their class. Their makers' names are their best guarantee. Just a word to prove it.

## CROWN BRAND FLAVORING EXTRACTS

These we ourselves make. We make them in forty different flavors. We allow nothing to adulterate their purity—nothing to weaken their strength. They're the purest and best extracts on the market to-day.

## BEST BRANDS OF PURE OILS

Pure **Salad Oil** and **Olive Oil**, put up by Jonas Hanart, Bordin and Dandicolle & Gaudin. Care in their preparation and their purity has made them popular. Olive Oil, pure cold drawn, in stock in all sizes.

## FRENCH MUSTARD

Our new packages, Sugar Bowl, Cream Jug and Caddy are ready sellers.

## KEOPFF'S FAMILY GELATINE

Put up in 1-oz. packages. In sheets, silver or gold label.

## LORIMIER'S WORCESTER SAUCE

A good stock with the stamp of brand newness just at hand.

## TRYPHOSA

A new jelly powder already flavored and sweetened. Only add boiling water to make a delicious dessert.

SOLE AGENTS FOR CANADA

# ROBERT GREIG & CO.

MONTREAL

# Extracts You want the best.



We desire to furnish you with the **VERY BEST.**

## Seely's



ALL SIZES.  
EVERY FLAVOR.

FINEST QUALITY  
OF GOODS.

ELEGANTLY PUT UP.  
SIGHT SELLERS.

The most attractive Extracts on the market.  
Profit to the trade as handsome as the goods.

Selling Agents

Turner, Mackeand & Co.

WHOLESALE  
GROGERS

Winnipeg

# Snow Drift . . Baking Powder

Always Pure

Always Reliable

Always Best



The Snow Drift Co., - Brantford.



# The Sydenham Glass Co. Ltd.

Manufacturers of

WALLACEBURG, ONT.

## FRUIT JARS

BRANDS: The Winner, The Best, The Beaver

All kinds of Bottles, Flasks and Insulators, in amber, green and flint.  
Write for prices. Prompt attention to orders and inquiries.

REPRESENTATIVES:

Manitoba and N.W.T., **Tees & Persse, Winnipeg.**  
British Columbia, **Martin & Robertson, Vancouver and Victoria.**

OFFICE AND  
WORKS **Wallaceburg, Ont.**



# THE CANADIAN GROCER

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

## The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS  
and  
TRADE JOURNAL PUBLISHERS.

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MONTREAL: - Board of Trade Building.  
Telephone 1255

EUROPEAN BRANCH:  
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 TRADE SITUATION.

THE trade outlook in Canada may not be roseate; neither is it gloomy. Our prospects naturally depend a great deal upon the crops. In Ontario we have more of everything in the way of cereals except beans than we had in 1895. In horned cattle there is a slight increase, but in other descriptions of live stock a small decrease is to be noted. The shortage experienced last year in fodder is, no doubt, responsible for the decrease in live stock. It is gratifying to know that there is not any probability of a shortage in feed during the next winter and spring, the crop of hay being something like 400,000 tons larger than a year ago, while such supplementary fodder as corn and straw is abundant.

The magnitude of the fruit crop, of course, everyone is conversant with, and the bounty of Nature in this particular is not confined to any one province.

Manitoba has one-third less wheat than in 1895, but a twenty-million-bushel yield is no insignificant crop. Barley and oats are good crops in the province, while dairying and stock raising there are rapidly developing.

Although mining in Canada is only fractionally what it might or will be, yet never in the history of the country has there been as much interest taken in the industry nor has the development of the mines been so extensive.

In Ontario gold mines of unusual richness are being worked. British Columbia has become the Mecca of gold-hunting speculators; and in that province large quantities of silver, lead and copper are being mined as well. Gold-mining operations are also

being vigorously pushed in Nova Scotia, while coal mining there is enjoying unusual activity and the prospects are for its continuance.

Turning to the commercial institutions, we find the conditions fairly healthy. For some time all classes of dealers have been buying with a great deal of caution, with the result that continuous buying is necessary in order to keep stocks assorted.

Hand-to-mouth buying is not always the most satisfactory for the manufacturer or the jobber, but it is the best and consequently the healthiest way in which to do business when trade is quiet and confidence in it inclined to be weak.

A natural concomitant of cautious buying is light liabilities. And country merchants' liabilities to the wholesaler and manufacturer are not only light, but, what is more, they are being well met as they mature. Of course, the manufacturer, the wholesaler and the retailer are all scrutinizing their accounts more carefully than formerly, and to this is no doubt in part due the fact that payments are not bad in spite of the quiet times that we hear so much about. But whatever may be the cause, payments are, on the whole, fairly satisfactory.

Another favorable condition is the earnings of the railways, these still showing increases over both 1895 and 1894. The monthly bank statements are also on the whole favorable. Here are then at least two business barometers whose readings are encouraging.

The most disturbing element in the situation is the currency question in the United States. It decidedly threatens to demoralize trade there; and the commercial conditions there are not without their influence on this country, relatively small as that influence may be. Then there is our own promised tariff reform. That undoubtedly is not without its influence upon the trade of to-day. But the Government has promised that there shall be no radical change, and that whatever changes may be made will only be made after the different interests concerned have been conferred with.

But we are of opinion that the deterring influence of the tariff upon trade is not as great as some imagine. People have been buying from hand to mouth for a long time, and, tariff reform or no tariff reform, they are likely to do so for some time to come. What they need they will buy; and that is about all they have been doing for a year or more.

As far as Canada is concerned, there is nothing in evidence to cause alarm. There is, however, a great deal that is food for confidence if the merchants of the country choose to digest it.

### A QUESTION OF BUSINESS, NOT POLITICS.

IT does not necessarily follow that, in the adoption of preferential trade within the British Empire, free traders shall sink their free trade doctrines, or protectionists their protectionist doctrines.

Although expansive oceans separate the different members of the British Empire one from the other, yet we are none the less one nation, just as much as are the different states composing the German Empire, or the different states which make up the republic to the south of us.

He would be a narrow man indeed who would to-day aver that, in the consummation of the schemes which created these countries as they now are, there had been any sacrifice of principles, either free trade or protection.

Great Britain is asked to place a small import tax on goods produced without the empire, not because free trade has proved a failure in Great Britain. Nor are Canada and the other protectionist colonies asked to lower their tariff against imports from the Motherland because protection has proved a failure. The object sought is the upbuilding of trade within the Empire. And the method suggested is conceived to be the best for attaining it.

But even granting that the preferential trade idea means the paring of a principle here and there in order to create a wide enough passage-way for its consummation, it is certainly not sufficiently unrighteous to cause any sharp pricks of conscience.

Nations, as well as individuals, have to give and take continually. It is only right that they should. And, in order to the furtherance of a scheme of such importance, free traders on the one hand and protectionists on the other should not think at least more than twice before lending their aid to the movement.

To look at the question from either a protectionist's or a free trader's standpoint will be fatal to it. We need to look at it primarily from a business standpoint. That means looking at it in a practical way. The other would mean a theoretical way. And theories are never of any use till they are reduced to practice.

Preferential trade is worth being obtained. Its attainment would mean increased financial interest in each part of the British Empire with the other. And following this would come a tightening of the strings of nationalism. It was the snapping of the commercial strings that caused the severance a century and a quarter ago of the national strings that held the North American colonies to the British Crown.

The cause responsible for that event will never be a factor again; but neglect may.

Great Britain cannot afford to ignore her colonies, Canada particularly.

Britain's trade with foreign countries is not monopolized as it was. Other nations are learning the arts of peace, and they are becoming proficient in it, as the Motherland is realizing. Even from a financial aspect it seems that Great Britain's wisest policy is to look after her colonies. And the best way in sight at the moment for doing this is by promoting preferential trade with her children.

#### VALENCIA RAISIN OUTLOOK.

**T**HE first of the early shipments of new season's Valencia raisins, according to a cable despatch, left Denia on Monday.

Last season, it will be remembered, Valencia raisins were not much of a factor in the United States market on account of the figure cut by raisins of California growth. This campaign the influence of the latter is not likely to be so great, the crop being smaller and prices higher.

In Spain, on the other hand, the crop is larger than it was a year ago, while prices are expected to rule about the same as they did in 1895. What might have otherwise been lower prices is due to the fact that the consignments of Valencia raisins for England are so large that only about the same quantity as usual will be left for other consuming centres.

As intimated by a letter received in Toronto this week, raisin firms in Denia are already building their hopes upon an increased trade with the United States, and steps have been taken by them whereby they may be promptly advised of every turn the market may take.

#### SHORT INDIAN TEA CROP.

The Indian tea market has assumed a much stronger position lately. The cause is the likelihood of a greatly reduced yield.

The weather this season in some of the tea-growing districts has been very unfavorable. The particular trouble, according to private advices received in Toronto this week, has been the want of rain, while the weather has been very hot, and leaf prospects are disheartening. In one district, the Jalpiguri, there has been fifteen inches less rain than usual. The celebrated Assam district is among the sufferers, the gardens there losing their green appearance, and very little leaf is showing on the plants.

The statistical position is much stronger in consequence and prices are higher in sympathy.

#### RICHARD FLACK, ABSCONDER.

**L**ONG years of acquaintanceship does not always enable one to gauge rightly the character of a man.

For several years Richard Flack carried on a grocery business at Gerrard and Sword streets, Toronto. He was industrious, and because of his geniality, popular. His wife, too, was politeness personified. Unlike most grocers, Mr. Flack's grocery was the only one within two or three blocks. He kept good goods and did a good trade, and until about two years ago was looked upon as being a prosperous grocer.

Honesty was supposed to be his most predominating characteristic. But whatever it once was, it now appears to be one of his predominating shortcomings.

Richard Flack is to-day an absconder.

About two years ago he began to get slow in his payments. Instead of getting better he began to get worse, until at last most of the wholesalers with whom he dealt sent out goods to him marked "C.O.D." Sometimes when a bill of goods was wanted very badly and the money could not be scraped together Mrs. Flack would appear before the wholesaler or manufacturer who averred that if there was no money no goods would be forthcoming, and weep so copiously that the goods were frequently delivered.

There are a number of grocers in Toronto who close their places of business at 1 p.m. Wednesdays. Until Wednesday, the 12th inst., Mr. Flack was not one of them. On that afternoon, however, he closed, and the store remained closed until the bailiff, a day or two later, opened it.

Shortly after Mr. and Mrs. Flack closed their store on Wednesday they turned their backs on the city of Toronto. At any rate they were not in evidence Thursday morning, nor have they been since. Where they are no one can tell. On Wednesday morning Mrs. Flack is said to have borrowed a valise from a friend, stating that she was going over to Niagara and wanted to bring some things back with her. Perhaps the "things" will be depreciated American silver dollars to liquidate her husband's liabilities.

The worst feature of the circumstance is not Mr. Flack's merely going away. Nor is it the money which he owes. The worst feature is the methods which he is alleged to have adopted to raise money.

For some time he has been industriously borrowing money from his friends and relatives. Some endorsed for him. His poor old father, a man of 84, chiefly did this latter office for him. And when his father was not conveniently accessible and he wanted his parent's signature he sometimes affixed it himself. The consequence is that

wholesalers and others who are holding notes endorsed by father and son are wondering if they have the genuine endorsement.

Mr. Flack, sen., was also Mr. Richard Flack's landlord, and it is alleged that for two years he has received no rent. The bailiff is in possession at the father's instigation. As a result of his son's defalcations he is ruined financially, and will have to spend his latter days with another son. It would have been better for himself and for all concerned if Richard Flack had died at his birth.

#### NEW CROP CALIFORNIA FRUIT.

**S**OME definite and interesting information was received in Montreal this week regarding new crop California dried fruit.

The raisin crop is estimated at about 70 per cent. of last year's, and there will be only a limited quantity shipped during September. No prices have been made on leading brands for September shipment, but they are anticipated to be high. Any sales so far made are for October shipment, a new feature being the almost complete absence of consignments this year; the great bulk of the October arrivals will be goods sold f.o.b. Coast. For this reason it is anticipated that the consigned goods this year will be of diminished volume and much later than last season. Another feature of the situation is the diminished quantity of bunch stock. As a rule lower prices are not looked for, as there is great risk of the second crop not being cured to its full capacity.

Forward sales of leading brands so far made for October shipment, will cost 5½c. for 3-crown and 6½c. for 4-crown, laid down in Montreal.

New crop apricots promise to be phenomenally low, while peaches are expected to average about the same as last year. The former are offered about 2c. less than last year, and the latter about ¼ to ½c. higher.

Prunes will run chiefly to the smaller sizes, and 40's and 50's are going to be scarce. Prices so far spoken of appear reasonable.

#### A CALIFORNIA MAN IN TOWN.

Mr. A. G. Griffin, of the Griffin & Skelley Co., San Francisco, was in Toronto last week. He is taking a trip through the United States and Canada. When he left Toronto it was for Maine, his native state. Referring to business matters, he said it was his opinion that the markets of the United States were so bare of raisins at the end of last season that there will be no difficulty in maintaining present prices for some time to come. He was convinced that last year's low prices would not be touched this year.



**ENCOURAGING BUTTER MARKET.**

CREAMERY butter recorded a sharp jump during the past fortnight. Two weeks ago the very best price that a seller could realize on the Montreal market was 16½c. To-day buyers are free bidders at 18c., and have taken all the way from 9,000 to 10,000 packages at the advance, which means the nice little difference of \$9,400 odd more to the farmer. In fact, the butter situation has been the one encouraging feature for producers of dairy stock this season. That they have realized this the large increase in production fully proves.

The output has been increased fully 50 per cent. this year, for the total receipts to date at Montreal are 119,420, against 66,086 for the same period in 1895. The improvement in the export business is equally marked, shipments from Montreal to Great Britain being fully double what they were last year, viz., 28,590 packages for 1896, against 12,151 for 1895.

The prices this year also have averaged fully as high as those realized last year, viz., about \$12 per tub of 70 pounds, or \$197,268 more into the pockets of the farmer than for the same period last year.

They certainly need it badly, for the results from cheese have not been very encouraging.

Bristol is taking the great bulk of the Canadian butter exports, and from all accounts seems likely to do so.

Whether present prices will be maintained is difficult to say. Recent advices from Great Britain state that prices there have advanced fully 4s. 6d. per cwt. lately owing chiefly to remarkable drought, which has greatly decreased the domestic English output.

It is worthy of note, however, that in addition to our own Canadian shipments being greater, New York lately has been sending from 10,000 to 12,000 packages weekly across the ocean.

Whether the English consumption will be sufficient to absorb all this great quantity, with what it is receiving from Denmark and other points, is unlikely, and for this reason the advance may be checked.

At 18c. the factorymen ought to make money, and it would be unwise for them to hold out for higher prices, judging from previous experience.

**THE ALMOND CROP.**

Mr. E. Fielding, of Toronto, representing Oliver & Co., of Denia, has been advised as follows: "We think those requiring almonds are very unwise not to order them now, for we could engage with growers at beginning of season and obtain lower prices. Later on our market will be very much

higher, for the French demand enhances prices. The crop progresses well, but it is rather behind, and we do not expect first shipments before August 20. There is a demand from the United States, and we should not wonder if prices were to be high directly after the opening of the market."

**FICKLE ROMEO.**

About two years ago an Italian possessing the romantic name of Romeo pitched his tent in the Italian settlement of Toronto. There are sundry wholesale fruit dealers in Toronto who wish that he had remained in sunny Italy.

Like a great many Italians who settle in Toronto, Mr. Romeo took to the fruit trade; now he has taken to his heels, carrying with him money that rightfully belongs to half a dozen or more wholesale fruit dealers in the "Queen City." Up to Saturday last he was a free buyer, and it is said his defalcations amount to something like \$3,000.

"O, Romeo, wherefore art thou, Romeo."

**CHINA TEA EXPORTS.**

The exports of China tea from Shanghai to Great Britain, up to July 23rd, showed 1,036,659 pounds more of black, and 96,664 pounds less of green, tea. Exports to the United States and Canada showed a decrease of 1,509,049 pounds in black tea and 4,118,407 pounds of green, a total of 5,627,456 pounds. The decrease of exports of black teas to Odessa was no less than 8,071,048 pounds.

**THE SALMON PACK.**

THE B.C. Commercial Journal, Victoria, August 11th, says: Reports received Monday place the approximate total pack of the northern rivers at 234,000 cases. Some of the canneries were still in operation when the steamer sailed, but it is believed that the run in the north is over and final figures are not expected to show a material difference from those to hand.

The Fraser River canneries have had a big week, and estimates place the pack for 31 canneries at 201,535 cases. Twenty-three on the main river packed 174,350 cases, and eight on the North Arm 27,185 cases. The total pack so far reported totals 435,535 cases, with two canneries on the west coast of Vancouver Island to hear from. The average for the Fraser River is now about 6,500 cases, compared with 3,225 a week ago.

Last season the northern canneries put up 166,027 cases, and the Fraser River 400,368 cases; total, 566,395. In 1894 the total for British Columbia was 495,371 cases.

The following is an approximate estimate

of the packs of the B. C. canneries up to August 8th inclusive:

Fraser River— Cannery	No. of cases
Atlas Cannery.....	2,550
Malcolm, Windsor & Co.....	13,900
Star Cannery.....	10,300
Federation Cannery.....	9,000
Brunswick Cannery.....	9,875
Short & Squire.....	9,800
J. A. Hume & Co., Ltd.....	3,250
Phoenix-Britannia Cannery.....	12,750
Pacific Coast Packing Co.....	7,950
Beaver Cannery.....	9,150
Canadian Pacific Packing Co.....	9,235
Westham Island Packing Co.....	2,575
Anglo American Canning Co.....	2,675
British American Cannery.....	13,200
Wellington Packing Co.....	3,150
Harlock Packing Co.....	3,275
Fishermans Canning Co.....	9,280
Wadham's Cannery.....	16,500
Delta Cannery.....	3,650
Ewen & Co.....	6,725
British Columbia Packing Co.....	5,750
Boutillier & Co.....	7,250
Westminster Packing Co.....	2,760
North Arm—	
Alliance Cannery.....	1,500
Sea Island Cannery.....	12,675
Richmond Cannery.....	2,600
Terra Nova Cannery.....	2,375
Provincial Canning Co.....	1,800
Densmore Island Canning Co.....	2,100
McPherson & Hickey.....	1,935
Fraser River Packing Co.....	2,200
Total.....	201,535
Skeena River—	
Carlisle.....	14,000
Cunningham.....	12,000
Inverness.....	11,500
North Pacific.....	11,500
Ben Accord.....	11,000
Claxton.....	10,500
Standard.....	10,500
Balmoral.....	10,500
Aberdeen.....	10,000
River's Inlet—	
River's Inlet Co.....	38,000
Good Hope.....	30,000
Wannock.....	21,000
Brunswick.....	18,000
Naas River—	
Mill Bay.....	5,500
Naas Harbor.....	7,000
Other northern points—	
Lowe Inlet.....	9,000
Namu.....	3,000
Alert Bay.....	1,000
Total.....	234,000
Grand total.....	435,535

**THE SIZE OF THE WINDOW.**

Many a man neglects window dressing because he is not able to afford the elaborate displays of some of his competitors. It is a poor reason. It is little better than none at all. Size certainly makes a difference. A large window is more striking than a small one, provided that one is as skilfully draped as the other. But a window is by no means twice as striking as one half the size. Choose a subject in keeping with the size of your window. A large window partly draped is about as attractive as a house partly built. That kind of a window doesn't sell goods. Neither does a window with too much draping. Perfection is always attractive. A small thing can be perfect as well as a large one. Make your window as perfect as possible.

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## For One Dollar and Thirty Cents a Dozen

You can buy two of the highest class packs of SALMON on the market, viz :

# Flag Ship and Ice Castle

In 5-Case Lots, from

**W. H. GILLARD & CO. Hamilton**

We sell GILLARD'S NEW PICKLE and GILLARD'S NEW SAUCE.



## In a Pickle

People want something good. It is not a staple article of food, but a dainty morsel to whet the appetite and give zest to the meal.

### Gillard's New Pickle

Fills the bill exactly. Put up 2 dozen in a case ; single case lots, \$3.40 per dozen ; 5-case lots, \$3.30 per dozen.

### Gillard's New Sauce

Put up in 1/2-pint bottles : Single dozen lots, \$1.75 per dozen ; 12-dozen lots, \$1.60 per dozen.

The ingredients of this sauce are selected with the greatest possible care and compounded in such a manner that it has a world-wide reputation.

SOLD BY ALL WHOLESALE GROCERS.

**GILLARD & CO. Makers London, Eng.**



# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

### GROCERIES.

**B**USINESS does not exhibit much that is interesting. Some houses report being fairly active, but others again have a different tale to tell. It is evident that business is not, on the whole, as active as it was a week ago. Another spell of weakness has attacked the outside sugar markets, but so far the only effect it has had upon the Canadian market is to weaken confidence. Canned salmon is firm and higher prices are being quoted this week by some of the houses. The position in teas continues strong, those of Indian and Japan growths being particularly so. Currants are in good demand with prices firm. Other kinds of foreign dried fruits are quiet. Payments are fair.

### CANNED GOODS.

The salmon position continues strong, and some of the local wholesale men have this week advanced prices five cents per dozen. Some are of the opinion that there is not enough of the cheaper grades on the market to last until the new pack arrives. Lobster is also held five cents per dozen higher. It is understood that \$1 per dozen more than wholesalers in Canada will pay is being obtained in England. Canned vegetables are in light demand, and there is little or nothing being done in fruits. We quote: Tomatoes, 80 to 90c.; corn, 55 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 95c.; extra sifted, \$1.45 to \$1.50; beans, 70c. up; peaches, \$2.50 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 80 to 90c.; gallons, \$1.90 to \$2.25; salmon, "Horse-shoe," \$1.50 to \$1.55; "Maple Leaf," \$1.40 to \$1.45; Lowe Inlet, \$1.30 to \$1.35, in tall tins; cohoes, \$1.20 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.10 to \$2.30 for tall tins; flats, \$2.60 to \$2.65; half tins, \$1.55 to \$1.60; Canadian canned beef, 1's, \$1.25 to \$1.30; 2's, \$2.25 to \$2.35; 6's, \$7 to \$8; 14's, \$14.50 to \$15.50.

### COFFEE.

The situation is unchanged, the demand being small and stocks of high-grade Rios light. We quote green in bags: Rio, 15½ to 17c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 25 to 35c.; Mocha, 27½ to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

### SYRUPS.

Quiet and unchanged. We quote: Dark, 28 to 31c.; medium, 33 to 35c.; bright, 40 to 42c.; corn syrup, 3 to 3¼c. per lb.

### MOLASSES.

Trade is fair at unchanged prices. We quote: New Orleans, barrels, 28 to 30c.;

half-barrels, 30 to 35c.; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

### SUGAR.

The past week has witnessed a return of the easier feeling in the outside sugar markets. London led on Friday with a decline of 3d. for fair refining, and 1½d. on beet. New York followed on Monday with a decline of ⅛ to 3-16c. in both raw and refined sugar, and The N.Y. Journal of Commerce of Tuesday reported that buying was light on account of the belief that values would go lower. London was again easier on Tuesday. In Canada prices are as before. There is still a great deal of sugar going out, but the market lacks life, the buying still being of a hand-to-mouth character. The idea as to wholesale price is 4.35c. for granulated and 3.35c. up for yellows.

### SPICES.

The demand for pickling spices is being well maintained. There is no change in prices. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do, best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for B-tavia.

### RICE, ETC.

Business remains much as before. We quote: Standard "B," 3½ to 3¾c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

### NUTS.

Business quiet and prices as before. We quote: Brazil nuts, 11 to 12c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 12 to 13½c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 to 12½c.; Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

### TEAS.

The position of the Indian tea market is much stronger, unfavorable weather having caused a substantial decrease in the crop. Japan teas also continue to gather strength, and the lowest quotable tea in Japan to-day would cost 15c. laid down on this market. Shippers' agents report that local wholesalers are buying a good many Japan teas, principally medium grades. Ruling prices on the Toronto market to retailers are: Young Hyson, 12 to 18c. 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.

### DRIED FRUITS.

Mail advices from Patras regarding currants state that the weather continues

favorable, and that the quality of the fruit continues to be good. "It is too early to speak positively of the opening prices," says the writer. Locally the demand for currants continues good. We still quote: Provincials, 3¼ to 4¼c. in bbls.; fine Filiatras, in bbls., 4¼ to 4½c.; do., half-bbls., 4¼ to 4¾c.; ditto, half-cases, 4¾ to 5c.; Patras, 4¼ to 4½c.; Casalinas, cases, 5 to 5¼c.; Vostizzas, cases, 6 to 6½c.; do., half-cases, 6½ to 6¾c.; do., extra fine, 6¾ to 7¼c.; do., half-cases, 7¼ to 7½c.; Panaretas, in cases, 9c.

A cable advice to P. L. Mason & Co. announces that the early shipment of Valencia raisins was effected on Monday, the 17th inst. According to this same cable, quotations for August are moderate. The demand locally is quiet and prices unchanged. Quotations for new crop California raisins reached Toronto this week. They are higher than last year. We quote as follows: Valencia raisins, off-stalk, 4½ to 4¾c.; fine off-stalk, 5¼ to 5½c.; selected, 6¼ to 6½c., and layers, 6½ to 6¾c. California raisins, 3-crown, 6c., 4-crown, 6¾ to 7c.; Sultana raisins, 6 to 7½c., according to quality.

Quotations just received on new crop Bosnia prunes indicate that much lower values will rule than last year. The crop prospects are good. Locally there is very little doing in prunes. We quote as follows: Bosnias, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7¾c.; "U," 102 to lb., 6 to 6½c.; California prunes, 30-40, 11 to 12c.; 40-50, 9 to 10c. per lb.; 50-60, 8½ to 9½c. per lb.; 60-70, 8 to 9c.; 70-80, 8 to 8½c. per lb.; 80-90, 7¼ to 7½c.; 90-100, 6½ to 7c.; 110-120, 5½ to 6c.; Bohemian, 3½ to 4c.; French, 5½ to 6½c.

## You Are Invited . .

TO SEND US BACK EVERY  
POUND OF

# "SALADA"

CEYLON TEA

You have in stock, if it is not giving you **better satisfaction** than any tea you ever handled.

**We Challenge** any other house pushing any kind of tea, loose or packet, to insert a similar advertisement to grocers.

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

25 Front St. East,

TORONTO

and  
318 St. Paul St., MONTREAL



## Recommend

# SURPRISE SOAP

For **WASHING TOWELS**

Linen or cotton or any kind. **Towels** in use in factories, mills, stores, mines, become very much soiled. It's economy to use first-class soap to cleanse them.

Recommend **SURPRISE SOAP** for this purpose to your customers.

#### BRANCHES—

MONTREAL: 17 St. Nicholas St.  
TORONTO: Wright & Copp, 51 Colborne St.  
WINNIPEG: E. W. Ashley.

### THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

Quotations received in Toronto this week on new crop California evaporated fruit show that peaches will be about the same as last year, while apricots will be a little lower than a year ago. We quote as follows: Apricots, 8 to 14c.; peaches, 5 $\frac{3}{4}$  to 8 $\frac{1}{2}$ c., in bags, and  $\frac{1}{2}$ c. per lb. more in boxes; pears, 8 to 10c.; plums, 6 $\frac{1}{2}$ c. for unpitted and 9 $\frac{1}{2}$  to 10 $\frac{1}{2}$ c. pitted; nectarines, 9 $\frac{1}{2}$  to 10 $\frac{1}{2}$ c.

Dates, quiet at 4 $\frac{1}{2}$  to 5 $\frac{1}{2}$ c. First quotations on new crop were received this week.

#### GREEN FRUIT.

Further appreciation is shown in the orange and lemon market. Rodis are the only oranges on the market, and they are quoted as high as \$6.50. The demand is light. Stocks of lemons are getting into still smaller compass, while the demand is being well maintained. Watermelons are in fair demand. Receipts of domestic fruit continue large. We quote: Lemons—Messina, \$5.50 to \$6. Oranges—Rodis, \$6 to \$6.50 per box. Bananas, \$1.25 to \$1.65; coconuts, \$4 to \$4.25 a sack and 60c. per doz; Egyptian onions, \$2 per bag; cucumbers, 10c. per dozen; tomatoes, Canadian, 10 to 15c. per basket; watermelons, 25 to 30c. each; apples, Canadian, 5 to 10c. per basket, and 50c. to \$1 per bbl.; pears, 40 to 50c. per basket; Lawton berries, 4 to 5c.; peaches, 50c. to \$1 per basket; plums, 35 to 60c.; grapes, 25 to 50c. per 10 lb. basket; musk melons, \$1.50 crate.

#### BUTTER AND CHEESE.

**BUTTER**—Good butter is wanted, but it is scarce. Transactions are largely confined to creamery pound prints, the price of which

is dearer; in fact, all good butter is quoted higher. There is a great deal of medium and low-grade butter, and this naturally tends to keep down the price of the choice article, although, as we have already stated, there has been an appreciation in values. We quote: Dairy butter—Tubs, 13 to 15c.; for good to choice; low grade to medium, 7 to 9c.; pails and crocks, 12 to 13c.; pound prints, 15 to 16c. Creamery—Tubs, 17 to 18c. 1-lb. blocks, 19 to 20c., according to make.

**CHEESE**—There has been a marked advance in the Old Country markets, and prices are a good deal higher here in consequence. It is said that as high as 8 $\frac{3}{8}$ c. has been paid on the board. The idea with wholesalers is 8 to 8 $\frac{1}{2}$ c.

#### COUNTRY PRODUCE.

**BEANS**—Dull at 65 to 75c. per bushel.

**DRIED APPLES**—Dull and unchanged at 2 $\frac{3}{4}$  to 3 $\frac{1}{2}$ c.

**EVAPORATED APPLES**—Inactive at 5 $\frac{1}{2}$  to 6c.

**EGGS**—Shipments are still arriving in bad condition. The demand is light, with 8 to 8 $\frac{1}{2}$ c. as the ruling price.

**HONEY**—Quiet at \$1.75 per dozen for comb, and 9c. per lb. for strained in 10 and 50-lb. tins.

**POTATOES**—Are in fair demand at 30 to 35c. per bag.

#### PROVISIONS.

There is no change, the demand for smoked meats continuing good at quotations.

**DRY SALTED MEATS**—Long clear bacon,

5 to 5 $\frac{1}{2}$ c. for carload lots, and 5 $\frac{1}{2}$  to 5 $\frac{3}{4}$ c. for small lots; backs, 7 to 7 $\frac{1}{2}$ c.

**SMOKED MEATS**—Breakfast bacon, 9 $\frac{1}{2}$  to 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 8 $\frac{1}{2}$  to 9c.; medium, 15 to 20 lbs., 10 to 10 $\frac{1}{2}$ c.; small hams, 10 $\frac{1}{2}$ c.; backs, 9 $\frac{1}{2}$  to 10c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

**LARD**—Pure Canadian, tierces, 6 $\frac{3}{4}$ c.; tubs, 7c.; pails, 7 $\frac{1}{4}$ c.

**BARREL PORK**—Canadian heavy mess, \$12 to \$12.50; Canadian short-cut, \$12.50 to \$13; clear shoulder mess, \$10 to \$10.50.

#### FISH.

There is not much doing, and prices are much as before. We quote as follows: Lake Erie herring, 2 $\frac{1}{2}$  to 3c. per lb.; blue back herring, \$1.25 per 100; pike, 4 $\frac{1}{2}$  to 5c. per lb.; Restigouche salmon, 12 $\frac{1}{2}$  to 18c.; steak cod, 6 $\frac{1}{2}$  to 7c.; haddock, 5c.; Lake Erie white fish, 7 $\frac{1}{2}$  to 8c.; Lake Winnipeg white fish, 6 to 6 $\frac{1}{2}$ c.; salmon trout, 6 $\frac{1}{2}$  to 7c.; eels, 5 to 6c. per lb.

#### SALT.

The local trade is good and the demand for carload lots keeps up well. In carload lots is beginning to pick up again. We quote at Toronto: In carload lots, \$1 per barrel and 60c. per sack; in less than carload lots, \$1.05 per barrel 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.

#### PETROLEUM.

Trade, if anything, is a little more active than it was, and prices are un-



**Wm. H. Dunn**  
 Manufacturers' Agent and Grocery  
 Commission Merchant  
 394 St. Paul  
 Street . . MONTREAL

Special Facilities for introducing new lines with  
 the Wholesale and Retail Grocery Trade.

**Bright & Johnston**

Wholesale Fruit Importers and Commission  
 Merchants.

Consignments 140 Princess St.  
 Solicited. . . Market Square  
**WINNIPEG**

Ask the Wholesale Houses for

**Rossiter's Household Brushes**

THE BEST.

GEO. ROSSITER - TORONTO  
 10 to 14 Pape Avenue.

Every up-to-date Grocer  
 should keep

**COWAN'S**

HYGIENIC COCOA  
 ROYAL NAVY CHOCOLATE  
 and FAMOUS BLEND COFFEE

Send your orders to

**THE COWAN CO., Ltd.**

470 King St. East, Toronto

YOU DESIRE TO INCREASE  
 YOUR TRADE . . .

The most certain way to do so is to handle

**J. F. ROGERS'**

JUSTLY CELEBRATED

Breakfast Bacon, Hams and  
 Choice Backs.

OUR LARD absolutely Pure and kettle rendered  
 solely from **LEAF LARD**

Consignments of Butter and Eggs solicited. Unrivalled  
 facilities for selling these at highest prices.  
 Correspondence invited.

**J. F. ROGERS**

16, 18 and 20 FRANCIS STREET **TORONTO**

YOUR CONSIGNMENTS

**FRUITS**

CAREFULLY HANDLED BY

**CLEMES BROS.**

Wholesale Fruit and  
 Commission Merchants

51 Front St. East, **TORONTO**

changed. We quote in 1 to 10 bbl. lots,  
 imperial gallon, Toronto: Canadian, 15½c.;  
 carbon, safety, 17c.; Canadian water white,  
 17c.; American water white, 19½c.; Pratt's  
 astral, 19½c. in bulk.

**GRAIN, FLOUR, FEED, ETC.**

GRAIN—Deliveries are fairly liberal. We  
 quote: White wheat, 65c. for new; red,  
 63c. for new; goose, 52c.; oats, 22½ to  
 23½c.; peas, 51c.

FLOUR—Business continues quiet. Straight  
 roller is quoted at \$3, Toronto freights, and  
 at \$2.90 west. There is a fair demand for  
 Manitoba flour at \$3.85 to \$3.90 for patents,  
 and \$3.40 for strong bakers.

BALED HAY—There is an enquiry for No.  
 1 at \$11 to \$11.25.

BREAKFAST FOODS—Trade is much as  
 before. We quote: Standard oatmeal and  
 rolled oats, \$2.70 to \$2.80; rolled wheat,  
 \$2.10 to \$2.25; cornmeal, \$2.45 to \$2.50;  
 split peas, \$3.25 to \$3.50; pot barley, \$3.25  
 to \$3.50.

**HIDES, SKINS, WOOL AND TALLOW.**

HIDES—Are unchanged, with cured  
 quoted at 6¾ to 7c. Dealers pay 6½c.  
 for No. 1, 5½c. for No. 2, and 4½c. for  
 No. 3.

CALFSKINS—Market is dull at 6c. for  
 No. 1 and 4c. for No. 2. Lambskins are  
 firm at 40c. and pelts at 25c.

WOOL—Receipts are fair and prices un-  
 changed. Fleece brings 18 to 19c.; rejec-  
 tions, 15c., and unwashed, 11c. Pulled  
 supers are 20 to 20½c., and extras, 21 to  
 21½c.

TALLOW—Unchanged at 3¼ to 4c. for  
 rendered and 1¼ for rough.

**MARKET NOTES**

Both oranges and lemons are dearer lo-  
 cally.

Cheese is dearer both at home and  
 abroad.

Indian teas are dearer on account of a  
 short crop.

Canned salmon and lobster are dearer on  
 the Toronto market.

Contrary to expectations, the glucose  
 market in Chicago rules low.

According to present indications there  
 will be a large pack of peaches and pears  
 in California.

A cable from J. D. Arguimbau states that  
 the early shipment of new season's Valen-  
 cia raisins was effected on Monday.

Quotations on Bosnia prunes received in  
 Toronto this week indicate that much lower  
 values will rule this season than a year ago.

**The Hilliard House, Rat Portage**

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

**DON'T FORGET . . .**

to give us a trial when shipping produce.  
 We can assure you of highest prices and  
 prompt returns.

**Graham, McLean & Co.**  
 Produce Commission Merchants  
 77 Golborne St. TORONTO.

**HOME-GROWN TOMATOES**

Peaches, Pears,  
 Apples, Lawton Berries.  
 WRITE FOR OUR PRICES.

**Titterington & Co.** St. Catharines, Ont.  
 Growers and Dealers.

Telephone No. 471. Established 1870.

**JOHN HAWLEY**

Provision and Commission Merchant

Butter Lard Cheese  
 Eggs Apples Etc.

Raspberry Jam in 1, 5 and 30 lb. Pkgs.

88 Front Street East, Toronto

**MORROW & EWING**

General Commission Merchants

13 John St., MONTREAL

Teas, Coffees, Molasses, Sugars and  
 General Grocery Supplies

Wholesale supplied only. Foreign correspondence solicited.  
 Special attention given to consignments.

Cable Address, "MORROW."

ESTABLISHED 1892.

**Butter and Eggs**

**WANTED NOW!**

**Rutherford, Marshall & Co.**

General Produce and  
 Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Egg Cases supplied on application.

Correspondence Solicited.

**FANCY**

PATNA  
 JAPAN  
 JAVA  
 BURMAH

"MOUNT  
 ROYAL  
 MILLS"

**RICES**

D. W. ROSS CO., Agents, MONTREAL

**4TH Brand HAMS, BACON, LARD**

All finest quality.

**T. R. F. CASE, SEAFORTH, ONT.**

**CRISP SODAS**

Put up in 3-lb. Tins, always fresh : quality is perfect.

Their increasing sale is rapidly proving it.

**Jas. McLauchlan & Sons** Biscuit Manufacturers **Owen Sound, Ont.****QUEBEC MARKETS.**

MONTREAL, Aug. 20, 1896.

**GROCERIES.**

**T**HERE has been no important change in the situation of the sugar market since our last. The feeling has been about steady at last week's reduction in prices. The demand is only fair and the market on the whole is quiet, sales being confined principally to small lots at  $4\frac{3}{8}$ c.; yellows range from  $3\frac{1}{8}$  to  $3\frac{3}{4}$ c., as to quality, at the factory.

**SYRUPS.**

Business in syrups continues quiet, and the market is without any new feature to note. The stock in refiners' hands is fair, for which the demand is slow, but prices rule steady at  $1\frac{1}{2}$  to  $2\frac{3}{4}$ c. per lb., as to quality, at the factory.

**MOLASSES.**

During the past week the demand for molasses has been of a limited character, and few sales of importance have been made on account of the fact that wholesale grocers have ample stocks on hand, and until such are reduced, importers and brokers do not look forward to much activity. The tone of the market is easier and round lots of Barbadoes are offering at  $27\frac{1}{2}$  to  $28$ c., car lots at  $30$ c., and smaller quantities at  $31$ c.

**RICE.**

An active business continues to be done in rice, the demand being good from local and country buyers, and as advices from abroad are very firm, prices here are fully maintained. We quote: Crystal Japan, \$4.75 to \$5; standard B., \$3.45; polished Patna, \$4.75 to \$5; Carolina, \$6.50 to \$7.50, and Java, \$3.75 to \$4.

**SPICES.**

As usual at this season of the year the demand for spices is limited, and the market is quiet with no change in values to note. We quote as follows: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 20 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

**COFFEE.**

There has been no improvement in the coffee market. The demand is slow and

holders would no doubt shade present prices in order to place a round lot. We quote: Rio,  $16\frac{1}{2}$  to  $17\frac{1}{2}$ c.; Maracaibo,  $17\frac{1}{2}$  to  $18$ c.; Java, 24 to 27c., and Mocha, 23 to 28c.

**TEAS.**

A fair amount of business has been transacted in teas between houses, but the demand is principally for small lots to fill actual wants, and the market, on the whole, is quiet. Some fair-sized sales of new crop Japans are reported at 15 to 17c., and common blacks at 11 to 13c. We quote as follows: Young Hysons, 10 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous,  $11\frac{1}{2}$  to 18c. for mediums, and 25 to 55c. for high grade; Japans, 12 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

**DRIED FRUIT.**

This market is without any new feature to note. Business is quiet in California stock owing to the fact that buyers generally are holding off for the first arrivals of the new crop, which are not expected for some little time yet. Prices are unchanged at  $4\frac{1}{2}$ c. to 5c. for 2-crown;  $5\frac{3}{4}$ c. to 6c. for 3-crown; and 7c. to  $7\frac{1}{2}$ c. for 4-crown.

The feeling in Valencia raisins is firm and as stocks are small business is of a jobbing character. We quote: Off-stalk ordinary,  $4\frac{1}{4}$  to  $4\frac{1}{2}$ c.; fine, 5c., and selected,  $5\frac{1}{2}$  to 6c.

The market for currants rules quiet and prices steady at  $3\frac{1}{2}$  to  $3\frac{3}{4}$ c. barrels, 4 to  $4\frac{1}{4}$ c., half-barrels, and 5c. in cases.

There is a fair enquiry for French prunes and further sales have been made for forward delivery, shipment in August. On spot prices rule steady at 5 to  $5\frac{1}{4}$ c. for French and 6c. for Austrian.

**NUTS.**

The demand for all kinds of nuts is limited and the market is quiet and steady with only a jobbing business doing. We quote: Grenoble walnuts, 11 to  $11\frac{1}{2}$ c.; Brazils, 11c.; almonds, 10 $\frac{1}{2}$  to 11c.; filberts, 7 to  $7\frac{1}{2}$ c.; peanuts 7 to 9c., and cocoanuts, \$4 to \$4.50 per 100.

**CANNED GOODS.**

There has been no important change in the canned goods market, except that the feeling in all lines of fruit is easier, and, although no actual decline in prices has taken

place, holders are disposed to make concessions for round lots. Lobsters rule firm, while salmon is dull, there not being a single sale of the pack made yet in this market. Agents are offering ordinary brands freely at \$4.50 f.o.b. Coast, and selected quality, "Clover Leaf" brands, at \$5.50 to \$6, delivered here. We quote as follows: Tomatoes, 75 to 85c.; corn, 65c.; peas, \$1 to \$1.10 for ordinary; sifted select, \$1.25 to \$1.35; extra sifted, \$1.45 to \$1.50; beans, 70c. up; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.90 to \$2.25; 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, \$1.27 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.15 to \$1.20; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$8.25 to \$9 per case.

**GREEN FRUIT.**

The receipts of apples continue very liberal, and the market at present is glutted with stock. There is very little demand, and holders in some cases state that it is almost impossible to get a bid from buyers, consequently the market has been weaker and prices rule lower, recent sales of Canadian Duchess having been made at 75c. to \$1.25 per bbl. An active business has been done in lemons, and the large stocks that were held here have been considerably reduced, and the feeling is very firm at the recent advance in prices. Sales of sound fruit in its original condition have taken place at \$4 to \$4.50, repacked at \$3 to \$3.50 and inferior at \$2 to \$2.50 per box. Bananas are in light supply and prices are higher at 75c. to \$1.50 per bunch. Canadian peaches are firmer on account of lighter receipts, while pears are lower owing to heavy receipts. We quote: Peaches, 45 to 55c. per box; pears, 30 to 40c.; plums, 70c.; Canadian apples, 75c. to \$1.25; tomatoes in crates, 60c. to  $77\frac{1}{2}$ c.; dried apples, 3 to  $3\frac{1}{2}$ c.; evaporated,  $5\frac{1}{2}$  to 6c.; bananas, 75c. to \$1.50; pineapples,  $6\frac{1}{4}$  to 10c.; lemons, \$2 to \$4.50; oranges, \$2 to \$3.25, according to brand and package.

**COUNTRY PRODUCE.**

EGGS—There has been no change in eggs. The demand is limited and the market is

THAT ARE ALIKE { .. TENDER ..  
DELICIOUS FLAVOR.

**2 PEAS** **STRATHROY** **FRENCH**  
**PEAS** **AND** **PEAS**  
**NEW-PROCESS**



# Salt = Salt = Salt

EVERY ONE OF YOU handles a car or two of Salt between now and Nov. 1st.

**WOULD IT NOT PAY YOU** to have a car laid down at your station?

We have the **VACUUM PAN PROCESS** equally fit for all purposes—Butter, Cheese, Table, Etc., freshly packed in new bright cooperage.

We have special **FREIGHT RATES** and can lay down at your station a carload aggregating 100 barrels, including any proportion you wish of Table Salt in various sized bags **AT THE LOWEST POSSIBLE FIGURE.**

**Let Us Quote You**



## Make no mistake

Our "Globe" and "Beaver" brand

# Crushed

Java and Mocha Coffee (XTR)

is a good thing and will pay you to handle it.

It is unquestionably the best value in Coffee in Canada.

Put up in Tins, 25 and 50-lb.

Price, crushed, 22c.

Crushed and ground, 22½c.

Write for large sample and test it yourself.

**It Will Pay You** to get samples of our Mixed Pickling Spice at 12, 15 and 20 cents,

**AND DON'T FORGET OUR BICYCLE SCHEME**

# THE EBY, BLAIN COMPANY LTD.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO - CANADA

quiet at 8½ to 9c. for choice candled stock and at 7c. for culls per dozen.

**BEANS**—The demand is exceedingly slow and holders find it difficult to make sales even at the low prices ruling, viz., 70 to 75c., in car lots, and 80 to 90c. in a jobbing way.

**TALLOW**—Demand slow. Prices steady at 4c.

**HOPS**—The market rules quiet and steady at 5c. to 7c., as to quality.

**HONEY**—Several lots of new honey have been received and sold at 10 to 12c.

**BALED HAY**—This market has been weaker, and prices have declined fully 50c. to \$1 per ton. The demand is fair for old hay, and sales are reported at \$12 to \$12.50 for No. 1, and at \$10 to \$10.50 for No. 2 in car lots on track.

#### PROVISIONS.

During the past week another decline of 50c. per barrel in the price of pork has taken place, and one or two fair-sized lots of mess have been placed at \$10.50. Hams and bacon are in good demand, and the feeling is firmer. We quote as follows: Canadian short cut, clear, \$10 to \$10.50; Canadian short cut, mess, \$10.50 to \$11; hams, city cured, per lb., 7½ to 9½c.; lard, Canadian, in pails, 7 to 7½c.; bacon, per lb., 8½ to 9½c.; lard, com., refined, per lb., 5 to 5½c.

#### FLOUR, MEAL AND FEED.

A stronger feeling has prevailed in the flour market for Manitoba grades and prices have advanced 10 to 25c. per barrel. This action on the part of millers has been principally due to the high prices which they are paying the Manitoba farmer for their wheat, viz., 50c. per bushel at country points. The market for Ontario grades is firm in tone, but no actual change in values has taken place. We quote: Winter wheat, \$3.60 to \$3.80; spring wheat, patents, \$3.75 to \$3.90; straight roller, \$3.40 to \$3.50; straight roller, bags, \$1.60 to \$1.65; extra bags, \$1.30 to \$1.35; Manitoba strong bakers', \$3.25 to \$3.50.

The demand for oatmeal does not improve any, and the market is dull and easy. We quote: Standard, bbls, \$2.80 to \$2.90; granulated, bbls, \$2.90 to \$3; rolled oats, bbls, \$2.60 to \$2.70.

An active trade continues to be done in feed and prices rule firm. We quote: Bran, \$11 to \$12; shorts, \$11 to \$13; mouillie, \$15 to \$17.

#### CHEESE AND BUTTER.

The excitement in the cheese market noted last week was continued, and a further advance of fully ½c. has been scored in prices. On Monday 4,000 boxes arrived by boat and rail from the French districts, and after a protracted negotiation they were all disposed of at 8 to 8¼c., while holders of finest western are asking 8¾ to 8½c.

There has been an active enquiry for finest creamery butter from shippers, who bid 18c., but the difficulty of finding such stock has limited business to small quantities.

#### ASHES.

The market for ashes has been strong for first sorts, and prices have advanced 15 to 20c. owing to smaller receipts and the improved demand from abroad. We quote: Firsts, \$3.50 to \$3.55; seconds, \$3.05, and pearls, \$4.55 to \$4.60 per 100 lbs.

#### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Aug. 20, 1896.

**T**HE week has not been a very active one. The particular feature, perhaps, has been an enquiry for beans, for though there is a large stock held here, when it was found prices were likely to go higher there were a number of buyers. Western people, however, were not sellers, and not much was done. In shipping, which is such a large interest here, owners, particularly of small vessels such as run to American ports, find business so dull that they are laying vessels up. Merchants complain somewhat this month that collections are hard to make, and that paper is not very well met, and what makes it more unpleasant is that the country merchant often fails to send any word of the fact that he will not meet his obligation. It is a most surprising thing, and something that ought not to be, that people who continue to do this are still able to get all the credit they want.

**OIL**—There is little of importance to report. Cod oil continues to come in in fair quantities and seal oil is higher. In burning oil there is no change, but lower prices are looked for. We quote: American burning oil, 22½c.; best Canadian, 20½c.; prime, 17 to 18c.; no charge for barrels.

**SALT**—The stocks are still light, and there is a fair demand. Supplies which come from Boston cost higher than merchants care to pay. As yet none is reported afloat from Liverpool, but some may be expected as soon as it can be shipped at a fair rate of freight. A fair demand is noticed for Canadian fine in 200 lb. bags. We quote: Coarse, 50 to 52c.; factory-filled, 90c. to \$1; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.75 to \$3; 20-lb. wood boxes, 20c; 10-lb. boxes, 12c.; cartoons, \$2 per case of 2 doz.; butter and cheese salt, bulk, \$2.60 to \$2.65 per bbl.

**CANNED GOODS**—With the exception of peas and strawberries no new goods have yet been received. Another car of old tomatoes arrived this week. Prices on new goods quoted by dealers are very low, and fair sales are reported. Local demand for haddies continues low. A good sale is, however, noted on western account. Here we live too near the salt water, and get the fresh fish and fresh smoked. Lobsters are very hard to get. Stocks of peaches held here are very small. In pears but limited quantities are quoted by Canadian packers. Stock of salmon here is held at firm prices. New, to arrive, is likely to be quoted higher than last season, as Coast prices were higher this year. We quote as follows: Corn, 70 to 75c.; peas, 75 to 80c.; tomatoes, 75 to 90c.; gallon apples, \$2 to \$2.25; 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 \$2.25; 1's, \$1.35 to \$1.50; peaches, 3's, Canadian, \$2.85 to \$3.10; 2's, \$1.90 to \$2; pineapple, \$2.25 to \$2.75; salmon, \$1.35 to \$1.40; haddies, \$1.25 to \$1.30; clams, \$5 or 4 doz; chowder, \$2.75 for 2 doz.; scal-



# IN DUTY BOUND



Any man or woman who has any responsibility in life or anyone dependent on him or her, for whom provision cannot otherwise be made, is in duty bound to see that such dependent is not left destitute by his or her death.

By a policy of insurance in the CONFEDERATION LIFE ASSOCIATION on the Unconditional Accumulative Plan, complete and unquestionable protection is immediately secured.

The policy has but one condition, viz., that the premium shall be paid.

It is absolutely free from restrictions as to residence, travel or occupation, the insured being at perfect liberty to travel or reside in any part of the world.

Rates and other information desired will be sent on application to the Head Office, Toronto, or to any of the Association's agents.

## Confederation Life Association.

Head Office: Toronto.



**BEARDSLEY'S SHREDDED CODFISH**

TRADE MARK

Ready for the table in 10 minutes.  
No Soaking. No Boiling. No Odor.

SELLING AGENTS: { J. Harley Brown, London; R. Thomson, Hamilton Chambers, 17 St. John St., Montreal; J. E. Huxley, Winnipeg  
Hunter White, St. John, N.B.; W. H. C. BURNETT, General Western Manager, 509 Masonic Temple,  
Chicago, Ill. **J. W. BEARDSLEY'S SONS, New York, U.S.A.**

**Trade Development**

Bird seed is but a small item in your business, but bird keepers are more plentiful than you are aware, and in many cases buy of seedsmen or bird fanciers. A little attention will result in a surprising development of the bird seed trade of any grocer.

Professional skill in preparation is one of the features of Cottams Bird Seed. You may recommend it to your customers, feeling that their birds will fare as well as under the care of an experienced bird fancier. Sold by all wholesalers.

**Dawson & Co.**

**FRUIT PRODUCE and COMMISSION MERCHANTS**

**32 WEST MARKET STREET**

Consignments Solicited **TORONTO.**

GEORGE McWILLIAM. FRANK EVERIST.

TELEPHONE 645.

**McWILLIAM & EVERIST**

GENERAL... **FRUIT Commission Merchants**

**25 and 27 Church street, TORONTO, ONT.**

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

**COOKED MEATS**

We are putting up a very fine line of Cooked Pigs' Feet and Cooked Pigs' Tongues in jars. Cooked Pigs' Tongues, Cooked Ox Tongues, English Brawn and Cooked Boneless Hams for slicing on the counter. If you have not handled these lines send us a small sample order and we know you will want more.

**F. W. Fearman**

HAMILTON

Fancy California Washington Navel and Seedling

**ORANGES**

lops, \$5.50 to \$5.75 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

**GREEN FRUIT**—Movement continues very large. The quality of Delaware peaches to hand is much better than earlier in the season. California peaches and pears now coming forward are very fine. Peaches especially are better than usual. Quite large quantities of plums are selling, but very few apricots. The few Canadian plums coming found little or no sale. In berries, raspberries have had a good season, but are about over. Blueberries will be in the market for a few weeks yet. Very large quantities of these berries are daily shipped to Boston. Apples are now of good quality and move freely. Bananas are a very large sale. Lemons are quoted much higher and have a good sale. Movement in oranges is light. We quote: Lemons, \$5 to \$5.50; Valencia oranges, \$9 to \$9.50; bananas, \$1 to \$2; California peaches, \$1.50 to \$1.75; plums, \$1.50 to \$1.75; melons, 35 to 40c.; Delaware peaches, \$1.75 to \$2; apples, \$1.50 to \$3; California pears, \$2.50 to \$2.75; Bartletts, bbl., \$7 to \$8.

**DRIED FRUIT**—There is still but a light movement. New evaporated apples are quoted low for early shipment. Currants for direct shipment are being bought. During the week some small shipments of old arrived. There is fair, steady demand. In dried apples there is quite a quantity of old held here and they would be sold low, but there is no demand. In raisins, though a few are bought for early shipment, not much has yet been done. In California raisins 4-crown loose muscatels are reported scarce and prices are very firm. California prunes, it is said, will run low for the small sizes, but the larger sizes will be scarce. Raisins are a very small stock here, there being no Californias. Sale for prunes and dates is very light. American onions are now arriving quite freely. We quote as follows: Valencias, 4½ to 5c.; layers, 5½ to 6c.; California L. M. 3-crown, 6½ to 7c.; London layers, \$2 to \$2.25; currants, cases, 4 to 4¼c.; cartoons, cleaned, 6¾ to 7½c.; bulk, cleaned, 5½ to 6½c.; prunes, boxes, 6 to 7c.; dates, 4½c.; dried apples, 4 to 5c.; evaporated apples, 6½ to 7c.; Egyptian onions, 1½ to 2c.; American onions, \$3 per bbl.; coconuts, \$4 to \$4.50 per 100 lbs.; figs, 9 to 10c.; Sultana raisins 6½ to 7c.

**DAIRY PRODUCE**—Demand for best butter is rather better and the price obtainable is also better, but poor to fair is still dull at low figures. In cheese, owing to advances reported west, the market is firmer, but no change is noted in price here. June cheese moves slowly. Eggs show no change, but

**MOULTING SEASON**

being now here your customers' canaries will require the most nourishing food, which is



**BROCK'S BIRD SEED**

All wholesalers...

**NICHOLSON & BROCK - TORONTO**

**Choice Butter**

Tubs, Pails, Crocks and Pound Rolls in brisk demand. Now is the time to ship, while the market is clear of good stock. We solicit your Consignments. Prompt returns and highest prices.

Reference—Bradstreet's Mercantile Agency.

**H. P. Gould & Co.**

Wholesale Produce and Commission Merchants,  
80 Colborne St., TORONTO

**HAMS**

**BREAKFAST BACON**

**LARD**

OUR WELL KNOWN BRAND

Write for prices.

**WM. RYAN**

70 and 72 Front St., East,  
TORONTO

**S. K. MOYER,**

COMMISSION MERCHANT

Wholesale Dealer in...

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

**76 COLBORNE ST., TORONTO, ONT.**

**BREAKFAST BACON, HAMS**

The Famous MAPLE LEAF Brand

We are offering special inducements in above brand of Smoked Meats and Pure Lard. You may as well derive the benefit of this. Write us.

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

Pork Packers, Toronto, Ont.

Choice and Strictly Fancy Lemons **PRICES**  
Finest Bananas **RIGHT**

Arriving Weekly

**HUGH WALKER & SON, Guelph, Ont.**

price is well maintained. We quote: Dairy butter, 14 to 15c.; creamery, rolls, 19 to 20c.; do., tubs, 17 to 18c. Eggs are steady at 9 to 9½c. Cheese, 8½c.

**SUGAR**—Little new can be said. While market is firm there is no advance nor any particular demand. Dark yellows have very little sale here. We quote: Granulated, 4½ to 4¾c.; yellows, 3½ to 4c.; Paris lump, 6c.; powdered, 5¾ to 6c.

**MOLASSES**—The first New Orleans for some time arrived this week. Demand has been very quiet owing to the quantity of new West India to hand. The New Orleans has, however, made itself a good reputation here. The 40-gallon package makes a very handy package. Color of these goods arriving here is bright and value good. In Porto Rico there is quite a range in price; owing to difference in quality, and holders of best, which cost high, find themselves at a disadvantage, as it is all Porto Rico. We quote: Barbadoes, 26 to 28c.; Porto Rico, 30 to 34c.; New Orleans, bbls., 30 to 34c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; St. Croix, 25 to 26c.

**FISH**—Dry cod arrive slowly, the weather being too hot to cure; prices are quite firm. In pollock there is but a small demand. Sale of this grade is very much lighter than it used to be. Pickled herring are still light arrivals, but prices keep low. A few Canso (new) and shad find a fair market. In smoked herring, dealers say they are selling the boxes and giving the fish away, prices are so low. In fresh salmon a few still arrive. Shad as yet are a very light catch. Shipments of fresh haddock are being sent west. We quote: Large cod, \$3.25 to \$3.50; medium, \$3 to \$3.10; pollock, \$1.20 to \$1.25; bay herring, \$1.20 to \$1.25 per half-bbl.; smoked, 4 to 5c.; shad, half-bbl, \$4.50; Shelburne, \$2.75 bbl.; \$1.65 half-bbl.; boneless, 2½ to 8c.; salmon, fresh, 16 to 18c.; fresh shad, 10 to 15c.; Canso herring, \$4 per bbl.

**PROVISIONS**—There has been somewhat of an advance in beef, but pork shows little change. Some small quantities of Canadian plate continue to arrive on this market. In lard the stock continues large and prices low. American is quoted well under Canadian. Hams have a fair sale and the market is firmer. We quote: Clear pork, \$13 to \$13.50; mess, \$12.75 to \$13; plate beef, \$12.50 to \$13; hams, 10 to 11c.; rolls, 7½ to 8c.; pure lard, 7½ to 8c.; compound, 6½ to 7c.

**FLOUR, FEED AND MEAL**—Although outside markets report flour higher, there is little or no change in prices here. It, however, makes market firm. Oatmeal shows no change this week, though oats are rather higher. Cornmeal is also a little higher, though still low and moving freely. There is quite an excitement in beans. Though stocks are large when it was known there was quite an advance a number wanted to buy. There is little change in the spot price, however. In feed the demand is very light. Hay is turning out a fair crop, but price is held firm. We quote as follows: Manitoba flour, \$4.40 to \$4.50; best Ontario, \$4.00 to \$4.20; medium, \$3.95 to \$4.10; oatmeal, \$2.90 to \$3.10; cornmeal, \$2; middlings, car lots, in bulk, \$15 to \$16; bran, do do, \$14 to \$15; hand-picked beans, 90c. to \$1; prime, 80 to 90c.; oats, 31 to 33c.; hay, \$13 to \$14; barley,

\$3.50; round peas, \$1.15; split peas, \$3.30 to \$3.50; yellow eye beans, \$1.75.

#### ST. JOHN NOTES.

Arrivals of new teas this week amount to upward of ten thousand packages.

New potatoes are low here, selling at one dollar a barrel. Quality is good.

The Canning Co., at Charlottetown is meeting with every success. They have now twenty employees at work on peas alone.

It is considered a small business, but some St. John banks are charging postage on bills discounted beside the usual discount and commission.

Quite large shipments of fresh haddock are being made to Montreal by express. Also smoked haddies from Digby are beginning to go forward.

The grocers' picnic held this week was a great success. The grocers, both wholesale and retail, attended in large numbers. Fuller particulars next week.

Connor Bros., whose large fish canning factory was burned down a short time ago, had the sills for the new one laid that same evening, and expect soon to be in it.

The Maritime Board of Trade will meet in St. John, about September 25. Already outside Boards are electing delegates. The meeting will be an important one.

C. H. Clerk, St. Stephen, has so far received two consignments of tea from China, the first via Northern Pacific, the other via the Canadian Pacific. The first left on June 8th and the latter the 29th. He received them together.

Another car of Lytle's pickles and jams was received here this week. These goods are meeting an almost unprecedented demand. For some time in keg pickles one Canadian firm has had the trade here, but many kegs of Lytle's are now seen.

THE CANADIAN GROCER is pleased to learn that the fact regretted by it a few weeks ago, namely that American roads were getting freight that should come by Canadian has been changed and the Canadian roads, having lowered their rates, are carrying the goods. The despatch is found to be much better.

The berry business continues to increase from year to year. In raspberries a car arrives every morning for the Boston market. The berries are in kegs of 100 lbs. each. They are sent forward by steamer. The season is about over. In blueberries, which season will yet last for some time, upward of 300 crates arrive each morning containing 30 quarts each for shipment in the same way. Large quantities of blueberries are canned here in two pound and gallon tins. The money brought into the province is very large and is distributed

## Joseph Carman

Mercantile Broker and  
Manufacturers' Agent,

Correspondence Solicited.  
References—  
All wholesale Grocers.

WINNIPEG, MAN.

"NEVER TURN A WHEEL" WITHOUT IT  
CAN'T YOU SELL?

PEERLESS  
MACHINE

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

SAMUEL ROGERS & CO

Sole proprietors, Toronto, Ont.

## ALBERT PAIN . . .

36 Merrick St.,  
HAMILTON, ONT.

PRODUCE AND COMMISSION MERCHANT

Strawberries and spring vegetables are now in. All orders promptly attended to.

TELEPHONE 1211.

## E. T. STURDEE

Mercantile Broker,  
Manufacturers' Agent,

ST. JOHN, N.B. ETC., ETC.

Wholesale trade only.

## EPPS'S COCOA

1-4 lb. Packets. 14 lb. Boxes  
secured in tin.

Special Agent for the Dominion

C. E. COLSON - MONTREAL

## VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW  
SCOTT & CO.

79 and 81  
JARVIS ST.  
TORONTO.

## THE GOODS

Which pay best to push are those  
which you can recommend.

## "GOLDEN" HADDIES

ARE THE LEADERS

Once tried always used.  
Every can guaranteed.

Every can full weight,  
1 lb. smoked Haddies.

Sold by your wholesaler.

NORTHRUP & CO.

Canners' Agents.

St. John, N.B.





# Jersey Cream Baking Powder

We don't need to say anything about it if you will only give it a trial with your customers.

**Lumsden Bros., Hamilton, Ontario**

## Our Reputation

For always manufacturing and selling the best goods makes the sale of

**"KENT"**

canned goods easy and safe. They never fail in quality.

THE . . .

**"KENT" CANNING AND PICKLING CO.**  
CHATHAM, ONT.

## THIS IS PICKLING TIME

Are you prepared to supply your customers with

# VINEGAR

of standard strength and guaranteed purity? There's none better than we make.

**T. A. LYTLE & CO.**

Vinegar Manufacturers

TORONTO

# Tea

BASKET-FIRED  
JAPAN . . .

We have a few half-chests of the finest quality in stock.

**JOHN SLOAN & CO.**

45 Front Street E.

Wholesale Grocers

TORONTO

# DRIED FRUITS

VALENCIAS  
CURRANTS  
PRUNES

Special quotations for round lots.

**WARREN BROS. & CO.**

35 and 37 Front St. East, Toronto.

# Dried Fruits

SPHINX PRUNES "U"  
FRENCH PRUNES  
CALIFORNIA AND OREGON  
HALLOWEE DATES

At low prices.

**T. KINNEAR & CO.**

49 Front St. East, TORONTO

# SOUPS

TO THE TRADE.

I beg to call your attention to a very fine line of soups, in pints and quarts.

**Second to None  
in the Market**

In hermetically sealed cans, in cases of 4-doz. pints, or 2-doz. quarts. Sold by all wholesalers.

**W. CLARK, MONTREAL**

See prices current for quotations.

# JAPAN TEA

Our Brands

"MOON"  
"CRESCENT"  
"TEA HOUSE"  
"SAILOR BOY"

Large shipment arriving.

**PERKINS, INCE & Co.**

TORONTO.

# Piquant Pickles

One of the best known combinations of Whole Spices for Pickling Purposes is

## East India Pickle Spice

In largest 5 and 10-cent packets or bulk. Thoroughly tested and guaranteed.

**Todhunter, Mitchell & Co.**

TORONTO

*Laurentian  
Spring Water*

Bottled by the

LAURENTIAN SPRING WATER CO.

90 Beaudry Street

— MONTREAL

IS . . .

FINER THAN ANY IMPORTED WATER

And comes within the reach of all.

ASK FOR SAMPLE AND PRICE.

## THE CYCLIST

with a supply of

## JAMIESON'S BISCUITS

may wheel any distance, scoring hotels. They are sustaining, refreshing, always crisp and tasteful.

None better—scarcely so good, in fact.

ALL GROCERS KEEP THEM

Manufactured by

R. E. JAMIESON - OTTAWA

among a large number, thus making the industry an important one.

Cold storage is again a live question. We have two companies asking for incorporation. One is composed of D. J. McLaughlin, John Sealy, W. Frank Hatheway, Thos. Gorman, and A. L. Goodwin, all St. John merchants; name of company, Maritime Cold Storage Co. Ltd., capital \$90,000, in \$50 shares. The other is composed of William Johnson, Montreal; Geo. McAvity, St. John; J. D. Chipman, St. Stephen; F. P. Thompson, Fredericton; J. T. Dibblee, Woodstock; and J. Peters, Moncton; name of company, New Brunswick Cold Storage Co., Ltd.; head office, St. John; capital \$300,000, in \$100 shares; half stock to be ordinary, half preferred. Fredericton City Council has voted seven years exemption from taxes to any company putting a warehouse there. Woodstock offers exemption from taxes for 21 years and water at 10c. per 1000 gallons, with an appropriation towards land and dynamo. The Quoddy Fish Co., Ltd., of Grand Manan, have their warehouse about completed. It is sixty feet long, forty feet wide, and three storeys high; capacity six hundred hogsheads of large herring.

The stock of beet in the United Kingdom is 163,000 tons, against 127,000 tons same time last year.

### HALIFAX TRADE GOSSIP.

WE are enjoying a fair measure of trade for the season. Complaints are not very numerous, and this in itself is a good sign.

Large shipments of fish continue to go forward, principally to the West India markets.

The local sugar market is unchanged, granulated being quoted at 4¼c. and yellows 3 7-16c. to 3¼c. The Acadia refinery received a cable on Monday from London, stating that settlements there for the first half of August were most satisfactory, which had restored confidence, and that an improvement in values was expected. The fact that large contracts expired on that date had a depressing effect on the market last week and beet sugar fell in consequence to 9s. 7½d. f.o.b.

The cheese market has taken a turn for the better. There is a splendid demand. Quotations are 8½ to 9c., which is an advance of 1c. since last report.

In butter, there is an advance in creamery, for which the demand is good. Prints are worth 19½c. and tubs 19c. Dairy sells from 17 to 18c.

Eggs have advanced ½c. since last report. P. E. Island stocks are now quoted

at 10½c., and country at 11c. The demand is good.

Green fruit continues in good demand, but the stocks arriving are not of the best. Blueberries seem to be a drug on the market. Large shipments are being made from Yarmouth to Boston, but none from this port. The quotation to-day was 1½c. per quart.

Produce is dull. New potatoes are already a drug on the market. Last week they were quoted at 40c., and this week they are being offered at 25c. P.E.I. oats are worth 25 to 26c., and Canadian, 26 to 27c.

Poultry continues in good demand. Chickens are worth 40 to 45c. per pair, and fowls, 45 to 50c. There is no enquiry for turkeys. What little are selling are quoted at \$1 to \$1.25 each.

The flour trade, on the whole, is possibly a fair average volume for this season of the year, but margins of profits must be very small. There is a slightly easier feeling, as opinions conflict in regard to the results of the harvest and the future tendency of the markets. Quotations are: Hungarian patent, Manitoban, \$3.25 to \$3.35; Manitoba strong bakers', \$4 to \$4.05; Canadian pastry, \$3.85 to \$4; 75 per cent. roller patents, \$3.70 to \$3.75; 80 per cent. do.



There are 20 different spices in **PURE GOLD Pickling Spice** and they are all the best quality obtainable. The flavor of each can be distinctly tasted in the pickles.

Put these packages on your counter, and they will sell themselves

5 AND 10 CENT PAPER BAGS.

These whole spices are combined from an old English recipe in use in England for over fifty years.

RETURNED

Oct. 16.

**PURE GOLD M'FG. CO.** 31 & 33 FRONT ST. EAST. TORONTO.

\$3.65 to \$3.70; 90 per cent. do., \$3.60 to \$3.65.

No sales of molasses of any consequence have been made. Stocks are large and dealers are offering in Montreal. Quotations are: St. Croix, 28c.; Porto Rico, 32c.; Trinidad, 27c.; Barbadoes, 32c.; Demerara, M.R. brand, 39c.; Demerara, N. brand, none; St. Kitts, 28c.

Provisions continue quiet. P. E. Island mess pork is quoted at \$13.50 and thin mess at \$12.50, while American clear pork is quoted at \$16 and mess at \$14.

Salmon are firm. Alewives are in good demand yet at \$3. New grocery herrings are coming along, and enjoy good demand at the low prices they are now obtainable at ex vessel. Late reports just to hand from Labrador are not very encouraging. At some places there have been large catches, while at others the voyage has not turned out an average one. Several vessels have arrived the past few days with cargoes, but they were out much longer to get them. At Grand Bank and Quero fish were exceedingly abundant, and every vessel hails with a full load. The voyages on the whole will be fully up to last season's. Quotations are: Shore cod, dry, tol quol, prime, \$2.50 to \$3.50; small bank do., \$2 to \$2.25; large

do., \$3 to \$3.25; bay do., \$2 to \$2.25; Labrador, \$2; Cape Breton haddock, \$1.50 to \$1.75; hake, \$1.25 to \$1.50; pollock, \$1.50; split herrings, No. 1, \$1; shore do., large fat, \$3 to \$3.50; alewives, \$3; mackerel, No. 3, large, \$7 to \$7.50; salmon, No. 1, \$12; No. 2, \$10.50; No. 1, small, \$9.

**PERSONAL MENTION.**

Mr. Theo. Leonard, of Detroit, representing Kingsford's Oswego starch, is in Toronto this week on his usual monthly tour.

Mr. Frank Magor, of Frank Magor & Co., Montreal, representing Keen's mustard, was in Toronto on Monday on his way home from the Pacific Coast.

Mr. J. C. Rose, of Rose & Laflamme, Montreal, is looking up business in Toronto this week.

Amongst those who attended the Odd-fellows' excursion to Seattle on Saturday was W. Boulter, Esq., of Picton, Ont. Mr. Boulter is the senior member of W. Boulter & Sons, of Picton and Toronto, the pioneer firm of the canned goods industry in Canada. He is an old and enthusiastic Oddfellow, and, although out here on business, joined the excursion for the purpose of having a pleasant day with the Pacific Coast brethren. He is much pleased with

the courtesy extended to him, and also much impressed with the rising and progressive city of Seattle, this having been his first visit to Puget Sound.—Times, Victoria, B.C.

**LONDON RETAIL GROCERS.**

The annual meeting of the above association was held on the 11th inst. The evening being extremely warm, any business that could be laid over until the next meeting was shelved, and the election of officers proceeded with, resulting as follows:

- President ..... Mr. F. Harley.
- Vice-president..... R. A. Jones.
- Treasurer ..... W. H. Branton.
- Secretary..... E. Sutton.
- Guard..... W. J. McComb.

The committee that had charge of the excursion reported it a success, and a balance in cash after all expenses were paid. The auditors were requested to audit the books and report at next meeting. A communication from the Elgin Mercantile Association was read, having reference to petitioning the Ontario Government at its next session, to amend the Act relating to transient traders, etc. A committee was appointed to obtain further information, and report at the next meeting. The secretary was voted \$15 for extra services in connection with the excursion, and the meeting adjourned at 9:30.

# 155 Inquiries

From 155 Grocers is the result of our last advertisement, announcing to the trade that by sending us a Post Card we would send by return mail samples and full particulars of our new product

## FARINOSA Breakfast Food

(Registered)

A Delicious, Healthful,  
Nourishing Cereal Food.

We invite 155 more grocers to ask for samples and particulars. Only necessary to send a Post Card to

The Ireland National Food Co. Ltd.,

MILLERS AND MANUFACTURERS OF  
Pure Cereal Food Products

OPERATING one of the largest and most complete Breakfast Cereal Food Mills in the Dominion

TORONTO, CAN.

### BUSINESS-PAPER ADVANTAGES.

By NATH'L C. FOWLER, JR.

THE representative trade paper is of composite contents. It contains every form and style of matter, from the technical article to the story, and from news to humorous items.

The trade paper is at once a newspaper, a lesson book, a magazine of entertainment, and a catalogue of business.

The advertising pages of the good trade paper are virtually mirrors of success, reflecting ways and means of doing business and of increasing business.

They not only suggest commercial needs but they are guides to the reaching of those necessities.

Every reader of a trade paper reads the advertisements, for in them is the concentrated essence of business information, and the fact that they are written in the interest

of the advertiser, does not remove one particle of their value to the reader.

The trade paper advertisement, if good for anything, is of mutual benefit quality, as valuable to the one who reads it as to the one who writes it.

The custom of using several trade paper pages for the reproduction of catalogue and circular matter, either printed from original plates or set by the paper, is rapidly receiving recognition, and is considered to furnish a unique and economical way of increasing the circulation and value of the catalogue.

The expense is not great, and the impression this method creates is sometimes worth more than the cost.

The fact that some manufacturers can afford to use a half a dozen or a dozen pages, or more pages, in any one issue of a trade paper, indicates that they have confidence in their goods, and that business is good, or will be good, with them.

It is positive evidence of prosperity, and everybody prefers to buy of the successful

house, for the successful house can better attend to the wants of the customer.

It has been considered that the partial, or entire, reproduction of the catalogue in the trade paper, pays four distinct ways.

First, it is direct advertising.

Second, it is progressive advertising.

Third, it is impressive advertising.

Fourth, it is economical advertising.

It is impossible for this class of advertising to remain unseen, and even if it is not read it does its work, for the very impressiveness of it may be worth more than its cost.

The trade paper is a natural harmonizer and vender of business cordiality.

It reaches the inside of the trade, and is recognized by everyone interested in its line of business.

The wrapper may never be torn from the catalogue, and the circular may not be unfolded, but the trade paper is opened, read and filed, simply because it contains matter of profit.

## There's not much difference . . .



in price, but a wonderful difference in quality, between reliable goods such as ours and the unreliable product of unknown canners. There's another difference to be considered, too—the difference between satisfied and dissatisfied customers. Put our goods to any test you please. They will stand it.

DELHI CANNING CO., DELHI, ONT.





We carry a full line  
in stock...

HUDSON'S BAY CO.

Get our  
Quotations

Winnipeg

Sole Agents for Manitoba and N.W. Territories.



# East India Pickles

Good Sellers  
Good Profit

Are preserved with a dressing of the finest and best selected spices and condiments gathered from all parts of the world, but more especially from the East Indias. Try them and you will use no other.

Large bottles—  
1 dozen in a case.  
Small bottles—  
2 dozen in a case.

A. E. Richards & Co. Canadian Agents Hamilton.

## Eggs are Cheap Now



And there is no better time to pack than the present, although September eggs are the best to lay down for Winter Trade. You need not fear being overstocked. Eggs will not spoil on your hands if you use

## KNOX'S EGG PRESERVER

Eggs "preserved" now will sell well in the fall. Try a small lot and prove what we say.

Send for little book on eggs to C. B. Knox, Johnstown, N.Y.

A. E. Richards & Co.

Canadian Agents . . . . Hamilton

### DISEASE IN CLOVE AND NUTMEG TREES.

THE Agricultural Bulletin of the Malay Peninsula No. 5, contains a report by Mr. H. N. Ridley, Director of Gardens and Forests, Straits Settlements, upon the causes of injury to clove and nutmeg trees which have come under his notice, and of which report the following is an abstract: The most serious cause of injury to nutmeg trees is a small beetle, belonging to the group of Hylesini (Scolytidae). It is about one-eighth of an inch long, deep blackish-brown in color, cylindrical in outline and quite blunt at both ends. This beetle deposits its eggs under the bark of the tree, and the grubs hatched therefrom feed on the cambium layer, eventually causing the bark to flake off. It also burrows into the twigs at their bases, causing the leaves to die, so that when the leaves on the lower branches hang dead while those on the upper ones are still alive, this beetle may be looked for with confidence. Further still, it attacks the underground portion of the stem and the strong tap root, and then works upwards. From this stage the course of the disease is very rapid, as other kinds of beetles begin to feed on those portions of the tree which are already dead.

Mr. Ridley considers that it was this beetle which, in 1860, nearly destroyed the nutmeg plantations in Penang and Singapore. He insists upon the importance of burning all dead branches and dying trees in order to check the spread of the disease. As a means of prevention, it is recommended that the base of the stems should be tarred, or that the trees should be surrounded with a hedge of cocoanut fibre, tarred and firmly pressed into the ground; also that notices in Chinese should be circulated, explaining the cause of the disease and its remedy. None of the well-known insecticides have been tried as yet, so their use cannot be advocated. Another source of danger is known as the mango-borer. This is a caterpillar which burrows into the branches of the mango tree, and if this fails it often attacks nutmeg trees. As the fruit of the mango is comparatively worthless, the destruction of such trees growing near nutmeg plantations is recommended. Various kinds of mistletoe (*Loranthus*) are also prejudicial. The branches afflicted should be cut off below the parasitic portion. The Chinese are in the habit of removing the plant, but often leave the roots in the tree, so that it eventually sprouts again. Less important enemies are the common blight (*a Coccus*), a leaf-mining caterpillar, a beautiful silvery spangle-like scale, and gall-insects. Burning the infected leaves would probably keep these pests under.

Mr. Ridley also points out that the

production of white nutmegs is probably due to insufficient fertilization. In these, the mace is white or slightly tinted, the seed is soft and useless, and the shell is pale or brown in color. The nutmeg tree is usually unisexual, but some trees have both male and female flowers. The cultivators in Penang and Province Wellesley destroy all non-bearing trees, so that the males are systematically cut down. The process of fertilization is thus entirely dependent on the male flowers in hermaphrodite trees, for which purpose their number is quite inadequate. Certain spots which occur on the husks of white nutmegs are probably only an external mould, and in no way connected with the production of white nutmegs.

In Penang, a number of clove-trees were observed to be dying from the attacks of a boring caterpillar, about an inch-and-a-half long, which is black-bodied with yellow rings, and covered with rather sparse long hairs. Its habit of boring a straight tunnel renders possible its destruction by spearing it with a thin wire. This course is more desirable than excision from the tree, but small boughs which are affected should be cut off and burnt.

### A CHAT ON WINDOW DRESSING.

“WE’VE seen all this before, dozens of times.” Of course you have. Like most good things the suggestions here are not new by any means. But still the fact remains that too many of our stores are remiss as regards attractive display in their windows. Especially in the hot months of the year, when even spending money is too great an exertion, it is necessary for the merchant to make his store attractive outside and in. First of all, the display outside must be attractive in order to get people inside; then the interior must be pleasing to retain their custom. In walking down the street of your town notice the places which pay attention to this line. Are they not the best houses in the town, and do they not carry on a large business? Are they not, as a rule, among the most wealthy of the men in the trade.

Many say it costs money and time, and that they cannot afford it. What, not afford to increase your business! It is rather the other way. The large merchant cannot afford to do without it. It pays him. He is not spending money for fun, as the expression is. He has built up his business in this way. Then, why not follow in his footsteps? What he has done you also can do if you only believe so and apply yourself towards that end.

To be effective, a window display must not remain too long unchanged. People

get tired of seeing the same thing in the same place, and are apt to think that you have no other goods to display. Change frequently. It is not necessary to make a complete change of the material, as a limit would soon be reached, but alter the arrangement, make another color more prominent, or some such change, so as to give the whole a different appearance.

Another point worth noticing is not to put too much in a window at once. No one demands of you to put your whole stock on exhibition. There is, of course, a danger in having too little, but the most common error is in having too much. There is a happy medium which a little thought, together with ordinary common sense, will enable each merchant to find out for himself.—Dry Goods Review.



## EUREKA

The very best made

SEE IT AT  
EXHIBITION

Also get our  
Catalogue free.

Eureka Refrigerator Co.  
54 Noble Street,  
TORONTO.



## Siamese Twins

are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension.

Bond policy and rates are away down.

**MANUFACTURERS' LIFE  
INSURANCE COMPANY**

HEAD OFFICE, Toronto, Can.



**QUESTIONS REGARDING CREDIT.**

The dealer who refuses to answer every question relating to his credit and business cannot blame the jobber if his ability to pay is questioned, says Inter-State Grocer. The men who grant credit nowadays have no confidence in the men who are afraid to answer questions about themselves and their business.

The tradesman who attaches no importance to his commercial standing either possesses no business acumen, or is entirely devoid of commercial probity. In short, the merchant who does not care for himself has no right to ask creditors to take care of him.

Energy is capital as well as cash, and honesty counts for as much as real estate in our business system. To ignore these facts is to argue that the tradesman is incompetent or ignorant.

Alot which means that intelligence counts for as much as money in our modern trade transactions. Hence, the only merchant who can afford to disregard personal integrity is the tradesman who is so rich that he need not depend upon the profits of his business, or the one who places no value upon his records. The conscientious tradesman is so jealous of his reputation that he will defend it by open statements. The

ambitious merchant will save his credit at the cost of pride. Is it any wonder, therefore, that integrity is measured by frankness, and that frankness often determines the worth and extent of credit ?

**A TRIVIAL DETAIL.**

Perhaps none of the details of the grocery business can properly be termed trivial, for success sometimes depends upon very small matters, but the custom of draping the store in musquito netting, as a protection against flies, seems trivial enough, remarks Merchants' Review. Yet a little thing like that is often a sufficient indication to the observant mind which of two or more competing grocers is destined to make the most money.

The writer was passing through a town in the interior of this state one summer day and took occasion to visit the grocers there. Of all their places of business only one looked cool and attractive, owing to having been draped with gauze, not that it was any cooler than the other stores, but it looked so ; in the other stores the flies held high revels and left their signs upon stock and fixtures indiscriminately. Before leaving the town we made enquiries regarding the comparative wealth of the competing grocers, and learned that the owner of the well-kept store had the best trade and the reputation of having the most money, although

not the oldest grocer. Of course, we expected that answer ; little things tell volumes as to character and business skill, and we felt positive that the one dealer who knew enough to make his store look as presentable as possible, also knew enough to beat out all of his rivals in the course of time.

**CULTIVATION OF OYSTERS.**

The world owes the first attempt at the systematic cultivation of oysters to Sergius Orata, who, as Pliny tells us, established oyster beds at Baia, says London Caterer. Like a practical oyster-lover, Sergius built a palace just on the bank of his great oyster farm, and there held high revel with his friends, opening and eating the delicious mollusc all day long. There are unpleasant stories still extant apropos of the gluttonous orgies indulged in by Sergius and his fellow-enthusiasts, and perhaps one ought to be shocked and slightly revolted at these stories. But with oysters at their present prohibitive price, one is denied the privilege of experimenting with them in a sufficiently liberal manner, and so attaining a knowledge of where sufficiency ends and surfeit begins. Vitellius himself could alone speak as to moral and physical results of a feast of a thousand oysters. Such extended investigations are only permitted to purses of a truly imperial length.

One ton of honey was shipped the other day to Scotland by Mr. C. Brown, of Drumquin, Ont.

SPECIAL  
SCOTCH WHISKY.

*Cockburn & Co.*  
*Leith & London.*  
ESTABLISHED 1796.  
8 LIME STREET E.C.

Try—▲

**Cockburn's  
Scotch  
Whisky**

**NOTHING FINER IN THE MARKET**

Cockburn & Co this year attain their centenary, the firm having been founded 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

## TRADE CHAT.

THE Tillson Roller and Cornmeal Mills commence operation again after four or five days shut down, while they were repairing the lower dam.

Two cars of fish from Selkirk left for Boston, New York and Detroit on Monday week.

The Lake of the Woods Milling Co. a few days ago shipped 24 cars of flour to Australia, via Vancouver.

W. H. Nelson, grocer, who shot himself in a cemetery at Kingsville on Friday, died on Sunday from his injuries.

The Messrs. McDonald, of St. Johns, Quebec, have sold their valuable crockery plant at St. Johns for \$120,000 to a Parisian syndicate.

A London fruit merchant, Mr. J. B. Shuttleworth, is buying up the products of Kent apple orchards, to help fill an Old Country order for 75,000 barrels.

Mr. T. W. Crothers, solicitor for J. Slade, has issued a writ in an action against Apps & Hankinson, grocers, St. Thomas, claiming \$600 damages for alleged wrongful dismissal.

In order to meet the growing demands for accommodation for the dairy and honey departments at Toronto Exhibition, the directors have decided to locate the departments at the grand stand.

The earnings of the C.P.R. this year up to August 1st were \$10,748,000, against \$8,897,000 in a similar period last year. The Grand Trunk main line figures were \$9,752,000 and \$9,528,000.

For the year ended June 30th, 135,332 tons of freight were landed at Port Dover from the boats. This freight required 6,003 cars to carry. The Customs receipts were over \$52,000. In June 555 cars of coal were brought over for the G.T.R., and in July the

total was 814 cars. From August 1 to August 11 at noon, 457 cars were landed, both boats being in commission since the 4th inst.

Mr. Geo. Glasgow, for many years in the grocery business in London, has disposed of his stand at the corner of Richmond and Oxford streets. He leaves shortly for Detroit, where his family now is.

England this year is likely to suffer from a lack of hay and other live stock provender. There has been a shortness in the rainfall and the meadows are dried up. This is likely to mean a demand for Canadian hay on Old Country account. Canada is one of the few countries that can supply British wants in this respect.—Gazette, Montreal.

The Ridgeway correspondent of The St. Thomas Journal says that in that district plums and peaches, but especially plums, are rotting very rapidly. There won't be one bushel where two, and even three, were expected. Exactly how peaches will turn out cannot be definitely stated yet, but the earlier varieties show signs of decay, which is very discouraging to the fruit-grower.

Mr. Robert Scott, proprietor of the Shoal Lake creamery, is at the Leland. He states that he will commence shipping butter from his factory to China and Japan in about three weeks, the first lot amounting to about 6,000 pounds. Regular shipments packed in French tins will continue all through the fall and winter by each C.P.R. boat. Mr. Scott intends to devote all his attention to developing this trade.—Free Press, Winnipeg.

The West Elgin License Commissioners met at the Wilcox House yesterday. The shop license of Rallis Bros. was transferred to J. H. Price and the license of the Paterson House, Rodney, was transferred to Minor Barnes, of this city. The Commissioners were informed that certain grocers in the city take orders for liquors, take the orders to the

liquor stores and receive a commission from the proprietors. The Board passed a resolution condemning the practice, as it is a violation of the Liquor License Act, and that if a license holder is caught doing it he will do so at the risk of losing his license.—Times, St. Thomas.

The St. Thomas Board of Trade held an excursion to Niagara Falls on the 13th inst. The train consisted of five vestibuled coaches, one a smoker upholstered in green plush, and a baggage. All the coaches were new and two just out of the shops. Two hours and fourteen minutes after leaving the city the excursionists were viewing the wonderful cataract. The train left promptly at 8.30 a.m., and arrived at the Falls in two hours and fourteen minutes, making the run of 114 miles in 124 minutes, deducting 10 minutes laying over at Hagersville to meet No. 31. There were 200 passengers on board.

## A HEAVY FAILURE.

A heavy failure was recorded Thursday, when Geo. Patrick Browne, of 416 St. Paul street, Montreal, assigned on the demand of William Brown, butcher. The assignee's assets consist of a stock of liquors, wines, spirits and fixtures, horses, sleigh, carriage, harness, and appliances for loading ships. The liabilities are not much short of \$30,000. The largest creditors are the Molsons' Bank, \$1,477; G. Reinhardt & Sons, \$1,793; H. Joseph & Co., \$450; Wm. Brown, \$519; Mrs. R. G. Taylor, \$784; E. A. Ogilvy, \$425; Collector of Customs, \$227; Wm. Farrell, \$1,125; Ontario Express Co., \$600; Wm. Weir & Sons, \$750; Meagher Bros. & Co., \$420; S. Davis & Sons, \$403; Hamilton Distillery Co., \$494; George Percival & Co., \$242; Canadian Bank of Commerce (secured), \$375; Canadian Bank of Commerce (discount), \$13,500; Toronto Lithographing Company, \$309; Ville Marie Bank, \$628; Blandy Bros., London, Eng., \$420, and Roulette & Delamaine, France, \$1,248.



IT HAS NO EQUAL

THE LEADING BRAND EVERYWHERE

GAIL BORDEN

Eagle Brand  
Condensed MilkThe very best quality  
Prepared and guaranteed by the

New York Condensed Milk Co.

For quotations see price columns.  
Send for particulars to

F. W. Hudson &amp; Co. Selling Agents Toronto

Also Manufacturers  
of theGOLD  
SEAL  
BRAND  
Condensed Milk

and

BORDEN'S  
PEERLESS  
BRAND  
EVAPORATED  
CREAM



# SALT

FOR BUTTER  
CHEESE  
THE TABLE  
PACKERS  
CATTLE

or any other purpose,  
always in stock.

**VERRET, STEWART & Co.**  
Quebec and Montreal

## A FULL POUND A PURE POUND

Every package of **Instantaneous Tapioca** contains a full pound. Beware of light weight imitations and other substitutes of **ordinary ground Tapiocas**. Instantaneous Tapioca is **pure**, not only in the sense that it is not adulterated with starch, etc., but also because it is free from all **natural impurities**, the result of a thorough refining process. A boon for invalids and young children.

**HOWE, MCINTYRE CO.**

Agents, Montreal.



## MALLAWALLA

continues

to hold its own;

the .

strongest proof of excellence.



## 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



50 Casks  
Best  
Imported  
Chicory

**EWING, HERRON & CO.**

Coffee and Spices

... MONTREAL

# COLEMAN'S SALT

UNEXCELLED FOR

## Table or Dairy

Put up in . . .

BAGS,  
SACKS or  
BOXES.

IT WILL NOT HARDEN



There is money to be made by selling this Salt. Gives universal satisfaction. Our new 5-lb. box is the most attractive package for shelf display on the market.

WRITE FOR PRICES

**THE CANADA SALT ASSOCIATION**

CLINTON, ONTARIO.

FAC SIMILE OF 5-LB. BOX.

J. Hunter White, Agent for Maritime Provinces, St. John, N.B.

J. S. & D. Ferguson, Agents for Montreal.

R. Mitchell, Agent for Quebec.

Did you  
ever read

your fortune in a tea cup?  
No? Well, it may be you  
have never tried the proper  
tea. There are fortunes  
plainly visible in the thou-  
sands of cups of

## Appleton's Tea

that are sold daily. Figure  
out the profit in dollars and  
cents on the sale of a half  
dozen each 40, 50 and 60  
cent packages, and you'll find it  
runs close on 33 1/3 per cent. It  
means as large a profit again to  
please your customer. Drop a  
line for samples and prices.

# Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.  
SOLD IN LEAD PACKETS



*Spring Picked!!!*  
*Skilfully Blended!!*  
*Attractively Packed!*

Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.  
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.

## Spices, Herbs, Seeds, Mustard AND Flavoring Extracts

We import only the finest that money  
can buy. When you place an order with us  
you are sure to get the Finest and Purest  
Spices, Mustard, Herbs and Extracts that  
are sold in Canada.

GIVE US A TRIAL. . . .

**The F. F. DALLEY CO. Ltd.**

Spice Millers

HAMILTON

# LIPTON'S TEAS

As Supplied to HER MAJESTY

THE QUEEN

OVER  
1,000,000

Packets sold  
weekly in  
Great Britain  
alone.

Largest sale in the World.

Wholesale Agents:

Montreal: Caverhill, Hughes Co.  
Toronto: Eby, Blain Co., Ltd.  
Ottawa: P. Baskerville & Bros.  
Kingston: W. G. Craig & Co.  
Hamilton: Balfour & Co.  
London: A. M. Smith & Co.  
Sarnia: T. Kenny & Co.  
Winnipeg: Sutherland & Campbell



**LIPTON**  
TEA PLANTER  
CEYLON

Chief Offices: City Road, London, England.  
United States Offices: 80 Front St., New York.

*Received*  
*Brough Printing Co.*  
*B. J.*



Ceylon Teas

Ceylon Teas

Ceylon Teas

Ceylon Teas

Ceylon Teas

Ceylon Teas

Ceylon Teas

Ceylon Teas

Ceylon Teas

Ceylon Teas

Ceylon Teas

Ceylon Teas

*Point  
to*



**SUCCESS**

*Be Wise  
Take the  
Pointer*



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, Ltd.  
Bros.  
& Co.  
& Co.  
& Co.  
pbell

ON

**..HAVE YOU..**

TRIED THE  
**Finest Whisky**  
 IN THE WORLD?

VIZ. —

**JOHN DEWAR & SONS'**

(Distillers, PERTH, SCOTLAND.)

**50 Medals.** Purveyors by appointment to Queen Victoria. Under competition, the only Scotch drawn at the bars of Spiers & Pond, Ltd., London, England. Highest Award International Exhibition, Edinburgh, 1890, Diploma of Honor and Gold Medal.

**J. M. DOUGLAS & CO. MONTREAL, Agents**

**WINE PRODUCTION OF THE  
 WORLD.**

CONSUL GERMAIN, of Zurich, Switzerland, has sent to the State Department of the United States statistics regarding the wine production of the world, which show that it is estimated to be 3,671,963,000 gallons annually, having slightly increased during the last few years in consequence of the decrease of the ravages of the phylloxera, which induced French wine growers to replant their devastated vineyards. The quality of wines did not improve in the same ratio with the quantity, the new methods of wine culture tending more to increase quantity than improve quality.

"The investigations which were made," he says, "have shown that the general extension of vine culture in countries other than France did not help to increase the national wealth. It is a fact that in Austria and in a few other countries wine making has not proved profitable, and producers

have become discouraged. In Australia, the Government had to grant subsidies to encourage growers, while in other countries more profitable branches of agriculture were resorted to. Ranking in importance as wine-producing countries the different nations stand as follows: (1) France, (2) Italy, (3) Spain, (4) Portugal, (5) Germany, (6) Austria-Hungary, (7) Russia, (8) Switzerland, (9) The Balkan States, (10) Argentine Republic, (11) Chile, (12) United States, (13) Brazil, (14) Australia, (15) Cape Colony.

"The exertions of Italy to establish foreign markets for her wines are worthy of mention. Large stocks and technical control stations have been established at Berlin, Vienna, Trieste, Budapest, Zurich, Buenos Ayres and New York. Spain, in spite of her having been very much afflicted by the phylloxera in certain regions, has been able to maintain her wine production on the former scale. That country has made great progress in wine culture. Spain

has established a central station at New York. She is constantly replanting the vines that have been destroyed by the phylloxera, and the Government is buying land on which American vines known to be of great resisting quality are being planted."

Consul-General Mill, of Hawaii, reports that under the operations of a new tariff law which goes into effect Jan. 1, 1897, California wines which now pay a duty of 15 cents a gallon will be admitted into Hawaii free, and the duty on Japanese "saki" will be advanced from 15 to 60 cents a gallon.

A delegation from the Commercial Travelers' Association of Canada, the other night presented E. A. Dalley, of the F. F. Dalley Co., Hamilton, with a life-size portrait of himself and an illuminated address. The delegation consisted of N. E. La Chance, H. G. Wright, W. G. Reid, William Bremner, Fred Johnson and James Hooper.

is Honest Goods and just  
 the Thing on Which to  
 make or Extend a Business.



The Best Grocers Make  
 a point of Keeping it al-  
 ways in Stock.





Wherever  
Possible Sell  
Canadian-made  
Goods . . .

In preference to  
Foreign goods.

You are then helping yourself.

**"SCIENTIFIC"**  
STOVE ENAMEL

Is a product of Canada that beats anything imported.  
For sale by the Wholesale Trade generally.

Telephone 2905 TORONTO

The Peoples  
Building and Loan  
Association of LONDON, ONT.

Incorporated

Authorized Capital, - \$5,000,000  
Subscribed Capital, - 1,500,000  
Accumulated Capital - 135,000

PERMANENT STOCK.

The first issue of \$100,000.00 of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$65 before being retired.

For further particulars and forms of application address  
The Peoples Building and Loan Association  
Molson's Bank Buildings, LONDON, ONT.

**Silver  
Dust**

WASHING POWDER

For scrubbing, washing and cleaning of all kinds. Far more economical than soap. Try it yourself, and you will be able to recommend it.

SILVER DUST MFG. CO.  
HAMILTON

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

**BOECKH'S  
BRUSHES  
AND  
BROOMS**

Study Economy...



Everybody considers it a luxury to use  
**Johnston's Fluid Beef**, and so it is, but  
when it can be bought in 16-oz. bottle for  
\$1.00, it is also economical.

**Johnston's  
Fluid Beef**

16-OZ. Bottle, \$1.00

**Fine Fruit Tablets**



ENGLISH FORMULA  
TABLETS

Have been our specialty and have been a success. Packed in elegant Flint Glass Jars, large glass stopper, the finest package in the Dominion. Also in round jars, similar to English, but made two inches shorter to fit the ordinary shelf. A large variety. List of flavors and prices on application.

**G. J. HAMILTON  
& SONS**

PICTOU, N.S.



INDIAN &  
CEYLON TEAS

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

42 SCOTT ST. TORONTO

BOOK ON TEA BLENDING  
MAILED ON APPLICATION

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**A**T a meeting of creditors of the estate of Charles Conrad, general store-keeper, Peterboro', a statement was presented showing liabilities of \$3,000 and assets of \$2,000. E. Moore was appointed assignee.

The stock of G. Lareault, grocer, Montreal, is under seizure.

A demand of assignment has been made upon H. Grefsky, trader, Montreal.

James Atchison, general store, Sarnia Township, has assigned to W. H. Hill.

D. Courville, boots and shoes, Montreal, is offering to compromise at 30 cents on the dollar.

L. P. Beauchemin, general merchant, Nicolet, Que., has compromised at 60c. on the dollar.

Thomas J. Allen, grocer, St. John's, Newfoundland, has compromised at 40c. on the dollar.

S. M. Osborne, general storekeeper, of Flesherton, is offering his creditors 40 cents on the dollar.

The bailiff is in possession of the store of Richard Flack, grocer, Gerrard and Spruce streets, Toronto.

Duncan Drew, grocer, Brockville, has assigned to James Smart, and a meeting of creditors will be held to-day.

Mrs. T. Leblanc, general merchant, Napierville, Que., has assigned to Kent & Turcotte, and the assets are to be sold by auction on the 24th inst.

Mr. Dupont, of the firm of Dupont & Wilson, general storekeepers, Windsor, offered to compromise at 60 cents on the dollar. The security was not satisfactory and Mr. Wilson submitted an offer of 20 cents, secured, which the creditors will consider.

**CHANGES.**

G. Dishart, grocer, St. John, N.B., has sold out.

L. M. Cather, grocer, Toronto, has sold out to F. H. Little.

E. Graves, general merchant, Thamesville, has given up business.

Bryson & Kenwood are commencing business in Montreal as fish dealers.

R. E. Leman, grocer, Nelson, B.C., has sold out to the Nelson Trading Co.

Christina Cameron, hotel, Woodbridge, has been succeeded by G. Symonds.

N. C. McPhail, general merchant, Thornbury, has been succeeded by A. J. Smith.

A. Horne & Co., groceries and provisions, Charlottetown, P.E.I., have been succeeded in the grocery business by Pierce & Co.

B. Ross, groceries and dry goods, Woodville, has been succeeded by Ross & Staples.

**PARTNERSHIPS FORMED AND DISSOLVED.**

The Havana Cigar Co., Montreal, has assigned.

Gervais & Denis, grocers, Montreal, have dissolved.

Henri Dufour and Arthur Girard have registered a partnership in Montreal to carry on business as grocers under the style of H. Dufour & Co.

**SALES MADE AND PENDING.**

J. & M. Howe, hotel, Port Dalhousie, have been succeeded by S. Houston.

The stock of J. R. Latonde, grocer, Montreal, has been sold at 46c. on the dollar.

The stock of the estate of G. R. Archibald, Lower Stewiacke, N.S., is advertised for sale by tender.

The stock of D. Montgomery, general merchant, Chesley, is to be sold under chattel mortgage on the 1st inst.

The stock, etc., of the estate of G. R. Murray, boots and shoes, Hamilton, are to be sold by auction on the 25th inst.

The plant, etc., of the estate of P. M. Lawrason, oil and soap manufacturer, London, is to be sold by auction on September 1.

The stock, etc., of the estate of Cummings & Ross, boots and shoes, Toronto, are advertised for sale by auction on the 25th inst.

**FIRES.**

The oatmeal mill of the Hawkesbury Milling Co. has been destroyed by fire.

**DEATHS.**

W. H. Nelson, grocer, crockery, etc., Kingsville, is dead.

**A SALESMAN'S ESSENTIAL.**

It is one of the most essential characteristics of a successful salesman, remarks Commercial Enquirer, that he should be entertaining. Not entertaining after the negro minstrel style; no low comedian business, but entertaining in an intelligent, manly, business fashion. To be acceptable in full to customers one must be more or less attractive, one must make an impression decidedly in his own favor. The neutrality that neither attracts nor repels will not do. There must be some particular influence that gives him an advantage over the average either in conversation, in appearance, or intellectually. The customer must be favorably disposed to him and willing to accept his reasoning; in fact, he or she must be willing to be convinced, in order to be convinced, and the personality of the clerk is the factor which must create this willing disposition on the part of the customer.

**BANANAS FROM CENTRAL AMERICA.**

A press despatch from Boston says: Since the abandonment of the Cuban ports for the shipment of bananas negotiations have been in progress between a prominent firm of local fruit importers and Central American parties, looking towards the establishment of a regular line of fruit steamers between Central American ports and Boston, for the importation of bananas and other tropical fruit. It has been definitely decided to send the Norwegian steamer Harald from Boca del Toro to this port at an early date, and she is scheduled to arrive here about September 1 with the first cargo. This shipment will be somewhat in the nature of an experiment, and upon its success probably depends the establishment of the regular line. The quality of the Central American fruit is said to be very fine.

Thomas Walsh, grocer, Hamilton, died on Monday evening, after a brief illness.

**A Reduction in Freights**

and in cost of handling can be effected on small importations by employing us as shipping agents. **HOW?** Write us for particulars.

**BLAIKLOCK BROS., MONTREAL**

**CORN PACKER**

Wanted:—Immediately, a thoroughly practical and competent man, to take charge and look after the packing and processing of corn for canning. Apply, stating terms and other particulars, to

**THE CANADIAN GROCER, Toronto**

**COCOA-BUTTER...**

**WANTED SOLE AGENTS** for the sale of this article for all larger cities of the United States by a German Cocoa Manufacturer of great capacity. Apply to Rudolph Mosse, Berlin, S.W., under F.G. 5911.

# "SANITAS"

**NATURE'S GREAT DISINFECTANT.**

**Non-Poisonous. Does not Stain Linen.**

**FLUID, OIL, POWDER, &c.**

**HOW TO DISINFECT** A valuable Copyright Book giving simple directions "How to Disinfect" in cases of the various Infectious Diseases, as also in every-day life, will be sent free on application.

**HOW TO DISINFECT** THE SANITAS Co., Limited, BETHNAL GREEN, LONDON, ENGLAND.

**A pushing Agent wanted in each Canadian City.**



# Great Expectations

Are all fully realized in our goods. There is never dissatisfaction, because we have caused the public to rely upon first-class goods, and we have never broken faith.

**LAINC PACKING & PROVISION CO. - - MONTREAL**

AGENTS

Messrs. T. G. Williamson & Co., Toronto, Ont. Mr. Alfred Powis, Hamilton, Ont. Mr. Wm. G. Coles, London, Ont.



## 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.**

## The "Vacuum" System

of making salt is as far ahead of the old-time methods as the modern roller system of making flour is ahead of the old stone process. When your customers once get using the "Windsor" Salt made by the "Vacuum" system, they will want no other. Suppose you write to us for prices on a car lot.

### Toronto Salt Works

128 Adelaide Street East

TORONTO, ONT.

Toronto agents for the Windsor Salt Co.

**MEMO  
YES  
THE LATEST IS  
CHAMBERLAIN  
CIGAR  
10 CENTS  
TRY IT**



Hello there, chum! Do you sell Stove Polish? If you do, I have used Sunlight Liquid in the largest foundries in Canada, and can highly recommend it. Ha! Ha! Ha!

*Special inducements to live Grocers to push this famous tea.*



*Write us for particulars.*

*Largest sale in Canada.*

*Selected from High Grade Indian and Ceylon Teas.*

**MOTT'S  
DIAMOND  
CHOCOLATE.**  
JOHN P. MOTT & CO.  
HALIFAX, N.S.  
ESTABLISHED  
1844

IS THE BEST.

ASK FOR  
**MOTT'S**

Everybody sells them

# KEEN'S D.S.F. Mustard

IN SQUARE TINS.

# KEEN'S Oxford Blue

IN 5-CENT PACKAGES.

Look up your stock of KEEN'S GOODS.

## CURRENT MARKET QUOTATIONS

TORONTO, Aug. 20, 1896.

This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations in this department are under the direct control of the Editor, and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

**BAKING POWDER.**

<b>Snow Drift—</b>		
1/4 lb. tins, 4 doz. in case..... per doz.	\$0 75	
1/2 " 3 " " " " " " " " "		
1 " 2 " " " " " " " " "	2 00	
3 " 1 " " " " " " " " "	6 50	
5 " 1/2 " " " " " " " " "	10 00	
10 lb. boxes..... per lb.	16	
30 lb. pails.....	16	
	<b>PURE GOLD.</b>	<b>per doz</b>
5 lb. cans, 1 doz. in case.....	19 80	
4 lb. cans, doz. in case.....	16 00	
2 1/2 lb. cans, 1 and 2 doz. in case.....	10 50	
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60	
12 oz. cans, 2 and 4 doz. in case.....	3 60	
8 oz. cans, 2 and 4 doz. in case.....	2 40	
6 oz. cans, 2 and 4 doz. in case.....	1 80	
oz. cans, 4 and 6 doz. in case.....	1 25	
10 cent can.....	0 90	
	<b>Ocean Wave—</b>	
No. 10 (5 oz.), 4 doz. cases, round or square.....	0 75	
1/2 lb., 3 doz. cases, round.....	1 20	
No. 1 (14 oz.), 2 doz. cases, round.....	1 80	
1 lb., 2 doz. cases, round.....	2 00	
3 lb., 1/2 " " " " " " " " " " " " "	5 75	
5 lb., 1/2 " " " " " " " " " " " " "	9 00	
	Prices of cheaper goods or special brands on application.	



<b>Cook's Friend—</b>		
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40	
" 10, in 4 doz. boxes.....	2 10	
" 2, in 6 " " " " " " " " " " "	80	
" 12, in 6 doz. boxes.....	70	
" 3, in 4 " " " " " " " " " " "	45	
Pound tins, 3 doz. in case.....	3 00	
oz. tins, 3 doz. in case.....	2 40	
oz. tins, 4 " " " " " " " " " " "	1 10	
lb. tins, 1/2 doz. in case.....	14 00	

<b>Diamond—</b>		
1 lb. tins, 2 doz. in case..... per doz.	1 20	
1/2 lb. tins, 3 doz. in case.....	90	
1/4 lb. tins, 4 doz. in case.....	60	

**LUMSDEN BROS.**

Boston Baking Powder, 1-lb. tins....	\$1 25
Standard Baking Powder, 1-lb. tins....	1 50
Jersey Cream B'g Powder, 1/2-lbs....	75
" " " " " " " " " " " " " " " "	1 25
" " " " " " " " " " " " " " " "	2 25

**MAPLE LEAF BAKING POWDER.**

1/2 lb. glass jars.....	\$1 25
1 lb. glass jars.....	2 00
1 lb. Sealer Jars.....	2 25

**BLACKING.****DAY & MARTIN'S BLACKING.**

<b>Paste. (Boxes of 3 doz. each. per gross.</b>	
No. 1 size (4 gross to a case).....	\$ 2 40
No. 2 size 3 " " " " " " " " " " "	3 30
No. 3 size 3 " " " " " " " " " " "	5 00
No. 4 size 2 " " " " " " " " " " "	6 85
No. 5 size 2 " " " " " " " " " " "	9 00
Embos'd 97 4 " " " " " " " " " " "	6 00
	<b>Liquid. per doz.</b>
Pints, A (6 doz. per bbl).....	\$ 3 30
" B 9 " " " " " " " " " " "	2 25
" C 15 " " " " " " " " " " "	1 25
	<b>Russet Paste. (3 doz. in box) per gross.</b>
No. 1. In tins.....	\$ 3 75
" 2. " " " " " " " " " " "	5 65
" 3. " " " " " " " " " " "	7 85
	<b>Russet Cream. (1 gross cases) per doz.</b>
No. 1. In bottles.....	\$ 0 80
2. " " " " " " " " " " "	1 60
3. " " " " " " " " " " "	1 90
4. " " " " " " " " " " "	

**Polishing Cream.**

(1 gross cases)

No. 1. In bottles..... per doz.	\$0 80
" 2. " " " " " " " " " " "	1 35
" 3. " " " " " " " " " " "	2 25
In Metal Tubes..... per gross	1 90
<b>P. G. FRENCH BLACKING.</b>	
1/2 No. 4.....	\$4 00
1/2 No. 6.....	4 50
1/2 No. 8.....	7 25
1/2 No. 10.....	8 25
<b>P. G. FRENCH DRESSING.</b>	<b>per doz.</b>
No. 7, 1 or 2 doz. in box.....	\$2 00
No. 4, 1 or 2 doz. in box..... per gross	1 25
<b>CROWN PARISIAN DRESSING.....</b>	<b>per gross</b>
	9 00

**BLACK LEAD.**

Reckitt's Black Lead, per box.....	\$1 15
Each box contains either 1 gross, 1 oz., 1/2 gro, 2 oz., or 1/4 gro. 4 oz. per gr.	
Silver Star Stove Paste.....	\$9 00
Dixon's Carburet of Iron Stove Polish, 70c doz.....	7 2

**SCIENTIFIC STOVE ENAMEL.**

Scientific Stove Enamel 7 50 2 00 75	gross. 1/2 gross. doz.
Scientific Stove Pipe	
Varnish.....	9 00 2 50 90
Scientific Furniture Polish.....	1 25

**BLUE.****KEEN'S OXFORD.**

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

**CORN BROOMS**

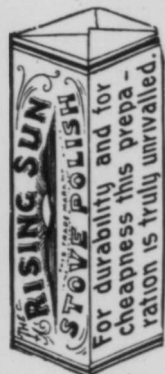
CHAS. BOECKH &amp; SONS.

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

**BIRD SEEDS**

BART. COTTAM &amp; CO.

"Cottams" Bird Seed.....	0 07
Warblers Bird Seed.....	0 00 1/4
Belgian Bird Seed.....	0 06
International Bird Seed.....	0 05 1/2
German X Bird Seed.....	0 05
German Bird Seed.....	0 04 1/2
London Bird Seed, bulk 25 lb. cases.....	0 05
Bird Gravel, 10c. pkts., 24 in case.....	0 05
Bird Gravel, 5c. pkts., 48 in case.....	0 03



Per gross.  
Rising Sun, 6 ounce cakes, half-gross boxes \$8 50  
Rising Sun, 3 ounce cakes, gross boxes..... 4 70  
Sun Paste, 10c size, 1 gross boxes..... 10 00  
Sun Paste, 5c size, 1 gross boxes..... 5 00







**CELLULOID**

**STARCH**

EQUAL TO DOUBLE THE QUANTITY OF ANY OTHER STARCH

**A NOVEL INVENTION!  
REQUIRES NO COOKING**

For Collars, Cuffs, Shirt Bosoms and fine Laundry purposes, prepared by a New Process. The Celluloid Starch has no equal, look for our name and trade mark and take no other.

**THE CELLULOID STARCH COMPANY**  
SOLE MANUFACTURERS,  
NEW HAVEN, CONN. U.S.A.

IT LEADS THEM ALL FOR FINE WORK

Pays you a good profit.  
You should sell the genuine

# CELLULOID STARCH

It has no equal.

Sold only in packages (see cut).

For sale by jobbers generally throughout Canada.

Include a case in your next order to . . . . .

**The EBY, BLAIN CO., Ltd.**  
TORONTO, CANADA

THIS STARCH WILL ASTONISH YOU  
WRITE FOR SAMPLES AND PRICES

Manufactured by

The Celluloid Starch Co. - New Haven, Conn.

## MARINE INSURANCE

### The Mannheim Insurance Company

Grant Open Policies to Wholesale Grocers and Importers at specially favorable rates.

Further particulars obtainable by applying to Local Agent, or to

**JAMES J. RILEY & SONS**  
Managers for Canada — Montreal

## Notice

TO THE WHOLESALE  
TRADE ONLY . . .

**You Can Buy plug tobaccos duty paid.** Sweet Navy Chewing, all sizes, 25c. to 35c. per lb. Bright Honey Chewing, all sizes, 33c. to 43c. per lb. All kinds of Cut Tobaccos, 20c. to 55c. per lb., put up in any kind of package or style required.

### CIGARETTES

All kinds of Cigarettes from \$2.50 per 1,000 to \$10 per 1,000.

### CIGARS

All kinds of Cigars from \$13.50 per 1,000 to \$100 per 1,000.

Write for samples and prices. Correspondence solicited  
See price current.

## J. M. FORTIER

MANUFACTURER

141 to 151  
St. Maurice Street

**Montreal**

## The Gulf of Georgia Cannery

MALCOLM & WINDSOR, Ltd.

Sole Proprietors, and Agents for

# "Ice Castle Brand" Canned Salmon

All salmon packed under the "Ice Castle Brand" are guaranteed to be the celebrated Sockeye.

FACTORY, Steveston, B.C. OFFICE, Vancouver, B.C.



# FREE....

A cream pitcher, with 36 bars regular Tutti Frutti, being the same as one box. Be sure to get one from your jobber.

ADAMS & SONS CO., 11 and 13 Jarvis Street,  
TORONTO, ONT.



# AUGUST

Original Cream Sodas, bear this in mind, packed 12 and 24 in a case.

is just the month for the Grocers to handle Soda Biscuits in tins, in fact all Biscuits should be kept in tins. We make the

## The Toronto Biscuit & Confectionery Co.

A. W. Porto.

7 FRONT STREET EAST, TORONTO.

S. R. Parsons.

Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb. 0 35

Chocolate—  
Premium No. 1, boxes, 12 lbs. each. 0 42  
Baker's Vanilla in boxes, 12 lbs. each. 0 50  
Caracas Sweet, in boxes, 6 lbs. each. 0 37  
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 25  
Grocers Style, in boxes, 6 lbs. each. 0 25  
Eight cakes to the lb., in boxes, 6 lbs. e. 0 25  
Soluble Chocolate—  
In canisters, 1 lb., 4 lb. and 10 lb. 0 50  
Breakfast Cocoa—  
In boxes, and 12 lb. each, 1/2 lb. tins. 0 49

**COFFEE.**

**Green.** per lb.  
Mocha 0 27 1/2  
Old Government Java 0 30  
Rio 0 17  
Plantation Ceylon 0 29  
Porto Rico 0 24  
Guatemala 0 24  
Jamaica 0 21  
Maracaibo 0 21  
**TODHUNTER, MITCHELL & CO.'S**  
Excelsior Blend 0 34  
Our Own 0 32  
Jersey 0 30  
Laguaya 0 27  
Mocha and Java 0 32  
Old Government Java 0 30  
Arabian Mocha 0 32  
Maracaibo 0 26  
Santos 0 25  
Crushed East India 0 60

**EXTRACTS.**

Galley's Fine Gold, No. 8, per doz. \$0 75  
" " " " 1 1/2 oz. 1 25  
" " " " 2 oz. 1 75  
" " " " 3 oz. 2 00  
Crown Brand (Robert Greig & Co.)—  
1 oz. bottle, per doz. 0 90  
2 " " " 1 50  
2 1/2 " " " 2 00  
4 " " " 3 00  
8 " " " 6 00  
4 " " Glass Stop'r " 3 50  
8 " " " 7 00  
Parisian Essence, per gross. 21 00  
Ketchup, Fluted Bottles, gross 12 00  
Ketchup, Screw Top " 21 00  
" S. & L. High Grade " 3 50  
Pepper Sauce, per gross. 15 00

**FLUID BEEF.**

**JOHNSTON'S, MONTREAL.**  
Fluid Beef No. 1, 2 oz. tins \$ 3 00  
No. 2, 4 oz. tins 5 00  
No. 3, 8 oz. tins 8 75  
No. 4, 1 lb. tins 14 25  
No. 5, 2 lb. tins 27 00  
Staminal—2 oz. bottles 3 00  
4 oz. " 6 00  
8 oz. " 9 00  
16 oz. " 12 75  
Fluid Beef Cordial—20 oz. bottles 15 00  
Milk Granules, in cases, 4 doz. 6 00  
Milk Granules with Cereals, in cases, 4 doz 5 8

**FRUITS.**

**FOREIGN.** per lb.  
Currants—Provincials, bbls. 0 04 1/2  
" " " " 0 04 1/2  
" Filistras, bbls. 0 04 1/2  
" " " " 0 04 1/2  
" Patras, bbls. 0 04 1/2  
" " " " 0 04 1/2  
" " cases 0 04 1/2  
" Vostizias, cases 0 06  
Fanarete, cases 0 08  
Dates, Persian, boxes 0 04  
Figs—Eleme, 14 oz. 0 08  
" " 10 lb. 0 07  
" " 18 lb. 0 09  
" " 28 lb. 0 10  
" " taps 0 03  
Prunes—Bosnia, cases 0 06  
" Borenaux, off stalk. 0 04  
Raisins—Valencia, off stalk. 0 04  
" " Fine, off stalk 0 05  
" " Selected 0 06  
" " Layers 0 06  
" Sultanas 0 05

Cal. Loose Musca-  
tels 50 lb. boxes 0 05 1/2  
" Malaga—  
" Dehesa Clusters 3 75  
Lemons—Messina, boxes. 5 50  
Oranges..... 6 00  
DOMESTIC.  
Apples, dried, per lb. 0 02 1/2  
" evaporated. 0 25  
**FOOD.** per bri.  
Split Peas 3 25  
Pot Barley 3 25  
Pearl Barley, XXX, 49-lb. pkt. 2 00

**ROBINSON'S BARLEY AND GROATS.**

Patent Barley, 1/2 lb. tins 1 25  
" " 1 lb. tins 2 25  
" Groats, 1/2 lb. tins 1 25  
" " 1 lb. tins 2 25  
**BROWN & POLSON'S CORNFLOUR.**  
1-lb. packages 0 06 1/2

**HARDWARE, PAINTS AND OILS.**

**CUT NAILS—From Toronto—**  
50 to 60 dy basis 2 75  
40 dy 2 80  
0 dy 2 85  
20 16 and 12 dy 2 90  
10 dy 2 95  
8 and 9 dy 3 00  
6 and 7 dy 3 15  
5 dy 3 35  
4 dy A P 3 35  
3 dy A P 3 75  
4 dy C P 3 25  
3 dy C P 4 35  
**HORSE NAILS—**  
Canadian, dis. 50 per cent.  
**HORSE SHOES—**  
From Toronto, per keg. 3 60  
**SCREWS—Wood—**  
Flat-head iron, 80, 10 and 5 p. c. dis.  
Round-head iron, 75, 10 and 5 p. c. dis.  
Flat-head brass, 77 1/2, 10 and 5 p. c. dis.  
Round-head brass, 72 1/2, 10 and 5 p. c. dis.  
**WINDOW GLASS.** [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]  
1st break (25 in. and under) 1 20  
2nd " (20 to 40 inches) 1 45  
3rd " (50 to 60 inches) 3 10  
4th " (51 to 60 inches) 3 40  
5th " (61 to 70 inches) 3 80  
**ROPE—**  
Manilla 0 09  
Sisal 0 06  
**AXES—Per box 6 00**  
**SHOT—Canadian, dis, 17 1/2 per cent.**  
**HINGES—**  
Heavy T and strap 0 04  
Screw, hook and strap 0 03  
**WHITE LEAD—Pure Association guarantee, ground in oil.** per lb.  
25 lb. irons 0 04  
No. 1 0 04 1/2  
No. 2 0 04 1/2  
No. 3 0 04  
**TURPENTINE—**  
Selected packages, per gal. 0 37  
2c. extra outside points.  
**LINSEED OIL—**  
Raw, per gal 0 47  
Boiled, 0 50  
2c. extra outside points.  
**GLUE—**  
Common per lb 0 07 1/2

**INDURATED FIBRE WARE.**  
**THE E. B. EDDY CO.**  
1/2 pail, 6 qt. \$3 35  
Star Standard, 12 qt. 3 80  
Milk, 14 qt. 4 75  
Round-bottomed fire pail, 14 qt. 4 75  
Tubs, No. 1 13 30  
" " 2 11 40  
" " 3 3 80  
Fibre Butter Tubs (30 lbs.) 3 80  
Nests of 3 2 85  
Keelers No. 4 8 00  
" " 5 7 00  
" " 6 6 00  
" " 7 5 00

Milk Pans..... 2 65  
Wash Basins, flat bottoms 2 65  
" " round bottoms 2 50  
Handy Dish..... 2 25  
Water Closet Tanks..... 17 00  
Dish Pan, No. 1..... 7 60  
" " 2..... 6 20  
Barrel Covers and Trays..... 4 75  
Railroad or Factory Pails..... 4 75

**JAMS AND JELLIES.**

**SOUTHWELL'S GOODS.** per doz.  
Orange Marmalade..... 1 60  
Clear Jelly Marmalade..... 2 00  
Strawberry W. F. Jam..... 2 30  
Raspberry " " 2 30  
Apricot " " 2 00  
Black Currant " " 2 00  
Other Jams " " 1 55  
Red Currant Jelly " " 3 10  
(All the above in 1 lb. clear glass pots.)

**GELATINES**

**KNOX'S**  
Sparkling calves foot 1 20  
Crystallized Fruit, flavored 1 65  
Acidulated 1 50  
(Sold by all wholesale grocers.)  
**ROBERT GREIG & CO., AGENTS.**  
1 oz. Packages, White, per doz. 85 90  
" " Red, " 90 95

**LICORICE.**

**YOUNG & SMYTH'S LIST.**  
5-lb. boxes, wood or paper, per lb. \$0 40  
Fancy boxes (36 or 50 sticks) per box 1 25  
" Ringed " 5 lb. boxes, per lb. 0 40  
" Acme " Pellets, 5 lb. cans, per can. 2 00  
" Acme " Pellets, fancy boxes (40) per box 1 50  
Tar Licorice and Tolu Wafers, 5 lb. cans, per can 2 00  
Licorice Lozenges, 5 lb. glass jars 1 75  
" " 5 lb. cans 1 50  
" Purity " Licorice, 200 sticks 1 45  
" " " 100 sticks 0 73  
Dulce, large cent sticks, 100 in box 0 75

**MINCE MEAT.**

Wetley's Condensed, per gross, net \$12 00

**WINES, LIQUORS AND MINERAL WATERS.**

**LAURENTIAN SPRING WATER CO., Montreal**  
Plain Soda, per doz. 0 30  
Ginger Ale, per doz. 0 45  
Cream Soda, per doz. 0 35  
Kola, per doz. 0 00  
Champagne Cider (quarts) 1 00  
**WHISKIES—DEWAR'S SCOTCH.**  
(J. M. Douglas & Co., Montreal, Agents.)  
Cases—Special, qts., 1 doz., case 9 00  
Ext. Special " " 9 25  
Special Liqueur " " 12 00  
Ex. Special Liqueur " " 15 50  
Ex. Special Jorum " " 15 50  
In Wood—Special, 5 o.p., per Imp. gal. 4 50  
Extra Special, proof, " 4 75

**MUSTARD.**

**COLMAN'S OR KEEN'S.** per lb.  
Square Tins—  
D. S. F., 1 lb. tins. \$0 40  
" " 1/2 lb. tins. 0 42  
" " 1/4 lb. tins. 0 45  
Round Tins—  
F. D., 1/2 lb. tins. 0 25  
" " 1/4 lb. tins. 0 27 1/2  
" " 4 lb. jars, per jar. 0 75  
" " 1 lb. " 0 25  
" " 4 lb. tins, decorated, p.t. 0 80  
**FRENCH MUSTARD.**  
Crown Brand—(Robert Greig & Co.)  
Pony size, per gross. \$7 50  
Small Med. " 7 50  
Medium " 12 00  
Large " 18 00  
Beer Mug " 16 20  
Tumbler " 11 50  
Cream Jug " 21 00  
Sugar Bowl " 22 00  
Caddy " 28 00

**RICE, ETC**

Rice—  
Standard " B " per lb. 0 03 1/2  
Patna " " " 0 04 1/2  
Japan " " " 0 05  
Imperial Seta " " " 0 05 1/2

Extra Burmah 0 03 1/2  
Java Extra 0 06 1/2  
Genuine Carolina 0 09 1/2  
Grand Duke 0 06 1/2  
Sago 0 03 1/2  
Tapioca 0 03 1/2

**STARCH.**

**EDWARDSBURG STARCH CO., LTD.**  
**Laundry Starches—**  
No. 1 White or Blue, cartoons 0 05 1/2  
Canada Laundry 0 04 1/2  
Silver Gloss, 6-lb. draw-lid boxes 0 07  
Silver Gloss, 6-lb. tin c. minsters. 0 07  
Edwardsburg Silver Gloss, 1-lb. chromo package 0 07  
Silver Gloss, large crystals 0 06 1/2  
Benson's Satins, 1-lb. cartoons 0 07 1/2  
No. 1 White, bbls and kegs 0 04 1/2  
Benson's Enamel, per box 3 00  
**Culinary Starch—**  
W. T. Benson & Co.'s Prepared Corn 0 06 1/2  
Canada Pure Corn 0 05 1/2  
**Rice Starch—**  
Edwardsburg No. 1 White, 1-lb. cartoons 0 09  
Edwardsburg No. 1 White or Blue, 4-lb. lumps 0 07 1/2  
**THE BRANTFORD STARCH CO., LTD.**  
**Laundry Starches—**  
Canada Laundry, boxes of 40 lbs. 0 04 1/2  
Finest Quality White Laundry—  
3 lb. cartoons, cases 36 lbs. 0 05 1/2  
Bbls., 175 lbs. 0 04 1/2  
Kegs, 100 lbs. 0 04 1/2  
**Lily White Gloss—**  
Kegs, extra large crystals, 100 lbs. 0 06 1/2  
1 lb. fancy cartoons, cases 36 lbs. 0 07  
6 lb. draw-lid boxes, 8 in crate 48 lbs. 0 07  
6 lb. tin enamelled canisters, 8 in crate 48 lbs. 0 07  
Brantford Gloss—  
1 lb. fancy boxes, cases 36 lbs. 0 07 1/2  
Brantford Cold Water Rice Starch—  
1 lb. fancy boxes, cases 28 lbs. 0 09  
Canadian Electric Starch—  
40 packages in case 3 00  
**Culinary Starch—**  
Challenge Prepared Corn—  
1 lb. pkgs., boxes 40 lbs. 0 05 1/2  
No. 1 Pure Prepared Corn—  
1 lb. pkgs., boxes 40 lbs. 0 06 1/2  
**KINGSFORD'S OSWEGO STARCH.**

**OSWEGO STARCH** 40-lb. boxes, 1-lb. pkgs., sliding covers (12-lb. boxes each crate) 0 08 1/2  
**PURE—** 16-lb. boxes 0 07  
**OSWEGO STARCH** 40-lb. boxes, 1-lb. packages 0 07 1/2  
For puddings, custards, etc.  
**ONTARIO STARCH** 38-lb. to 45-lb. boxes, 6 bundles 0 06  
**STARCH IN BARRELS** Silver Gloss 0 07 1/2  
Pure 0 06 1/2



**SUGAR.** c. per lb.  
Granulated 4 35  
Paris Lump, bbls. and 100-lb. boxes 0 05 1/2  
" " in 50-lb. boxes 0 05 1/2  
Extra Ground, bbls. 0 05 1/2  
Powdered, bbls. 0 05 1/2  
Very bright refined 0 03 1/2  
Bright Yellow 0 00  
Dark Yellow 0 03 1/2  
Demerara 3 75

**SYRUPS AND MOLASSES.**

**SYRUPS.** bbls. 1/2 bbls  
Dark 0 28  
Medium 0 33

# "Brantford" and "Challenge" } Corn Starch

Put up in handsome packages, and the quality is perfect. Are not excelled by either home or foreign production.

## BRANTFORD STARCH CO. - - Brantford

Bright.....	0 38	0 43
Redpath's Honey.....	0 40	
" 2 gal. pails.....	1 10	1 15
" 3 gal. pails.....	1 45	1 50

MOLASSES.

Barrels.....	0 25	0 32
Half-barrels.....	0 30	0 35

**SOAP.**

Babbitt's "1776" Soap Powder .... \$3 5



1 Box Lot.....	4 20
5 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, 1/20 in box; Twin Cake, 1 1/4 oz. each, 100 in box.

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

**TEAS.**

<b>BLACK.</b>		
Congou.....	per lb.	per lb.
Half Chests Kaisow, Moning, Paking.....	0 12	0 60
Caddies, Paking, Kaisow.....	0 18	0 50
<b>INDIAN.</b>		
Darjeelings.....	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchong.....	0 18	0 25
<b>CEYLON.</b>		
Broken Pekoes.....	0 35	0 42

Pekoes.....	0 30	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
Half Chests, seconds.....	0 17	0 19
" thirds.....	0 15	0 17
" common.....	0 13	0 14

**PING SUEYS.**

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 13 1/2	0 15
Nagasaki, 1/2 chests Pekoe.....	0 16	0 22
" Oolong.....	0 14	0 15
" Gunpowder.....	0 16	0 19
" Siftings.....	0 07 1/2	0 11

**TETLEY'S TEAS.**

No. 1. Retailed 70 cents, cost 50 cents.	
No. 2.....	50 " 35 "
Mixed.....	40 " 30 "

**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.**

Green label, per lb. retailed at.....	0 22
30c.....	
Blue label, retailed at.....	0 30
40c.....	
Red label, retailed at.....	0 36
50c.....	
Gold label, retailed at 60c.....	0 44
Terms, 30 days net.	

**"KOLONA"**

Ceylon Tea, in 1-lb. and 1/2-lb. lead packets, black or mixed.....	0 22
Blue Label.....	0 28
Green Label.....	0 28
Red Label.....	0 35

Orange Label.....	0 42
Gold Label.....	0 58

**TOBACCO AND CIGARS.**

British Consols, 4's; Twin Gold Bar, 8's.....	0 59
Ingots, rough and ready, 8's.....	0 57
Laurel, 3's.....	0 49
Brier, 7's.....	0 47
Index, 7's.....	0 44
Honeysuckle, 8's.....	0 56
Napoleon, 8's.....	0 50
Victoria, 12's.....	0 47
Brunette, 12's.....	0 44
Prince of Wales, in caddies, 1/2 lb. tin.....	0 48
" in 40-lb. boxes.....	0 48

**CANADIAN TOBACCO CO., MONTREAL.**

<b>Cut Tobaccos—</b>	
Comfort, 1-6, 5 lb. box.....	0 22
Champion, 1-10, 5 lb. bx.....	0 38
I. O. F., 1-10, 5 lb. box.....	0 28 1/2
Sohmer, 1-10, 5 lb. box.....	0 32 1/2

Imperial Cigarette Tobacco, 1-10, 5 lb. box.....	0 40
Quesnel Tobacco, all sizes.....	0 60
Crown Cut Plug Mixture, 1/2 lb. tin.....	0 50
" 1 lb. tin.....	0 47

**Cigarettes—**

Sonadora Havana.....	per 1,000 \$10 00
Royal Turkish Egyptian.....	10 00
Creme de la Creme.....	7 20
Lafayette.....	3 80
Marquise.....	7 00
Imperial (Virginia tobacco).....	3 50
Plug tobaccos (sweet chewing)—	
Navy, in caddies.....	0 35
Navy, plug mark.....	0 33
Honey, boxes and caddies.....	43
Span roll chewing, boxes.....	55
Plug smoking (with or without tags)—	
Black Crown, caddies.....	0 35
Crown Rouge smoking.....	0 38
Leaf tobacco, in bales.....	0 08

**Cigars—**

La Sonadora Reina Victoria Flor Fina, 1-20.....	\$85 00
La Sonadora Reina Bouquet, 1-10.....	55 00
Creme de la Creme Reina Victoria Extra, 1-20.....	55 00
Creme de la Creme Reina Victoria Special, 1-20.....	50 00
Honeymoon, Regalia Commemorative, 1-40.....	55 00
El Caza Culebras, 1-40.....	55 00
La Fayette Reina Victoria, 1-20.....	32 50
Noisy Boys, Blue Line, 1-20.....	25 00
Princess of Wales, Princess, 1-10.....	25 00
Ditto, low grades.....	13 50

**CIGARS—S. DAVIS & SONS, MONTREAL.**

<b>Sizes. Per M</b>	
Madre E Hijo, Lord Lansdowne.....	\$60 00
" Panetelas.....	60 00
Madre E Hijo, Bouquet.....	85 00
" " Perfectos.....	85 00
" " Longfellow.....	80 00
" " Reina Victoria.....	80 00
" " Pins.....	55 00
El Padre, Reina Victoria.....	55 00
" Reina Victoria Especial.....	50 00
" Conchas de Regalia.....	50 00
" Bouquet.....	55 00
" Pins.....	80 00
" Longfellow.....	80 00
" Perfectos.....	80 00
Mungo, Nine.....	35 00
Cable, Conchas.....	30 00
" Queens.....	29 00
<b>Cigarettes—All Tobacco—</b>	
Cable.....	7 00
El Padre.....	1 00
Mauricio.....	15 00

**WASHING POWDER.**

<b>"SILVER DUST"</b>	
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
" 3.....	1 60
" 2.....	1 40
" 3.....	1 55
" " painted " 2.....	1 40
Tubs, No. 0.....	8 00
" 1.....	6 50
" 2.....	5 50
" 3.....	4 50

**THE E. B. EDDY CO.**

Washboards, Planet.....	1 60
" " X.....	1 40
" " X.....	1 25
" Special Globe.....	1 50
<b>Matches—</b>	
5-Case Lots, Single Case	
Telegraph.....	\$3 30 \$3 50
Telephone.....	3 10 3 30
Parlor.....	1 70 1 75
Red Parlor.....	1 70 1 75
Safety.....	4 00 4 20
Flaners.....	2 25 2 35

**BRYANT & MAY.**

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

## Licorice Goods

SOME OF OUR LEADERS ARE:



Pure Calabria "Y & S" Licorice  
Acme Licorice Pellets  
Tar Licorice and Tolu Wafers  
Licorice Lozenges  
"Purity" Penny Licorice

YOUNG & SMYLIE,

Brooklyn, N.Y.



For . . . . .

**10 cents**

We will mail you a valuable little book on

**BUYING  
SELLING AND  
HANDLING OF TEA**

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

The MacLean Publishing Co.

35 Front St. West, Toronto

**DURABLE PAILS AND TUBS.**



TRY THEM

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

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

Represented by

Chas. Beech & Sons, Toronto,  
H. A. Nelson & Sons, Montreal.

**THE  
Oakville Basket Co.,**

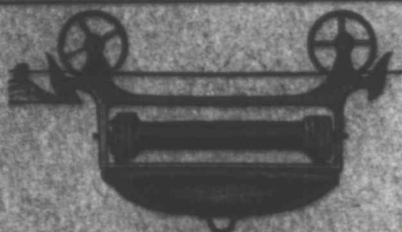
MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.



**CHAMPION CASH RAILWAYS**

5 years' trial has proved them the very best store service in the market. In use from P.E.I. to Victoria. Send for circular giving all particulars.  
G. S. KIMBALL, 577 Craig St., Montreal

**Union Mutual Life Insurance Co.  
OF PORTLAND, MAINE**

Only Company whose Policy Contracts are governed by the statutes of the . . .

**MAINE NON-FORFEITURE LAW**

**WALTER L. JOSEPH, Manager**

Room 2, 125 St. James Street, Montreal

*The Dry Goods Review*



**CLUBBING RATES**

The Dry Goods Review and The Canadian Grocer **\$3.00**

Send for Samples.

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

**THE DRY GOODS REVIEW**

TORONTO . . . .

. . . . MONTREAL

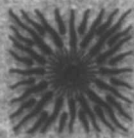


**Crosse &**

**Blackwell**

**CELEBRATED FOR**

- Jams,**
- Pickles,**
- Sauces,**
- Potted Meats,**
- Table Delleacies.**



—SOLD BY—

**All Grocers in Canada**

ALL THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCOS

ALL THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCOS

**PUREST & BEST**

## Table Salt Pays Well!

There's nothing you sell pays better!

The only fault is, you don't sell enough! Why not increase your trade by selling

## Windsor Table Salt?

It gives customers more satisfaction than ordinary salts do. They find it does not cake when in use on the table, and when it costs no more than common salt, will want no other. Any wholesale house can supply you.

The WINDSOR SALT WORKS, WINDSOR, ONT.

## Fruit Jars

Are now away up in price, and before the end of the month will probably be still higher. We can ship them prompt on receipt of your order.



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