

# THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, SEPTEMBER 10, 1897.

No. 37

## COLMAN'S MUSTARD



BEST ON EARTH

### What Norway says

Extract from a letter from Messrs. C. E. Sontum & Co., of Christiania, Norway, published in THE CANADIAN GROCER, of August 27th. Messrs. Sontum & Co. are commercial agents for the Canadian Government:

"During the last two years we have had regular shipments of rolled oats from the Tillson Co., of Tilsonburg, Ont., and are pleased to say that their goods are giving entire satisfaction and successfully take up the competition with the U.S. article. As a fact, we have not up to this date had a single complaint."

Tillson's "Pan Dried"  
Rolled Oats.

FROM MANUFACTURER TO  
RETAILER DIRECT.

THE TILLSON CO. Limited, TILSONBURG, ONT.

*Return  
Oct 9/97*

VERY OLD  
HIGHLAND WHISKY.



*Cockburn & Co.*

ESTABLISHED 1796.

*Leith & London.*

Try—

**COCKBURN'S  
SCOTCH  
WHISKY**

Nothing Finer in the Market

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

**J. & R. McLEA, Montreal**

AGENTS FOR  
THE DOMINION



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

**PUREST AND BEST**

**WINDSOR SALT**

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

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

THE

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



## Fry's Cocoa

has the unequalled strength of absolute purity. All cocoa, through and through. The cocoa of highest quality. It will influence trade for progressive grocers.

Upwards of 200 medals and diplomas attest its superiority.



## Stephens' Pickles

Hermetically sealed in Simon-pure Malt Vinegar—hence the original crisp, piquant, delicate flavor remains unchanged.

Pickles of highest quality for your most particular customers. Quality counts—if you're after more business.

## “Hand in Hand” Brand Bi-Carb. Soda

98<sup>50</sup>/<sub>100</sub>

Pure

Made by the United Alkali Company  
of Great Britain.

## Lazenby's Soup Squares

Good, quick sellers—sure profit-makers. Matchless, as customer-keepers for the store. They draw trade. Economical—delicious. 13 varieties—each one absolutely unvarying in point of highest quality. Nothing but absolutely pure flavoring extracts used.

All of the above sold by leading wholesalers  
throughout the Dominion.

### Agents:

A. P. Tippet & Co.  
Montreal and Toronto

F. H. Tippet & Co.  
Ottawa.

# VINEGAR

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

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

## BOOKS FOR THE RETAILER

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

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

### Pitfalls of the Dry Goods Trade

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

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

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### Credits, Collections and their Management

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

Address:

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

YOU'LL BE TICKLED INTO NEW LIFE IF YOU BUY

## RICE'S PURE SALT

THE SALT OF THE EARTH.

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

Shipped in first-class, neat and attractive packages.

**PROMPT SHIPMENT GUARANTEED**

SOLE MAKERS.

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

## Good Brooms

Vacation time is over—sweeping time about the house is just beginning. Stock up with Brooms that will satisfy your customers' ideas of economy—brooms that will wear well and stand the extra work that is demanded of them.

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

When placing an order for Corn Starch ask for a case of

## TOLEDO CORN STARCH

Manufactured from the very best American White Corn.  
Every package is warranted to give satisfaction.

**THE F. F. DALLEY CO., Limited - HAMILTON, CANADA**



When the paper-bag  
salesman talks to you  
about cheapness,  
ask him about

about **QUALITY,**  
about **COUNT,**  
about **SIZE.**

With some you may touch a sore spot—  
but they are subjects we like to discuss.

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# The E. B. Eddy Company, Limited

HULL, QUE.

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

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

# Japan Teas



Have advanced 2cts. per lb.  
in the last few days . . . .

This means, in most instances, a much poorer quality of tea to retail at a certain price. To a great extent this advance has been overcome by us. We made very full purchases early in the season, and the values shown are exceptional.

Compare our values to retail at 25 and 40cts. with others. We leave the rest with you.

**W. H. GILLARD & CO.**      Wholesalers Only      **HAMILTON.**

John Mouat, Northwest Representative, Winnipeg.

## “Banner Brand” Japan Tea

The best tea in Canada to retail  
at 25c.



### SALMON

Red Sockeye

(new pack) just arriving.

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

Wholesale Grocers  
Tea Importers

**LONDON**



## All the first-class hotels

and restaurants serve MacLaren's Imperial Cheese, making special mention of it on their bills of fare.

There's nothing to be wondered at in that. Hotel proprietors know the public taste better than any one else, and, of course, give the public what they want.

Treat your own customers in the same way.



♦♦  
**A. F. MacLaren & Co.**  
TORONTO.



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

# THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, SEPTEMBER 10, 1897

(\$2.00 per Year) No. 37

## TO WHOM SHALL WE EXTEND CREDIT?\*

By B. G. McMECHEN.

THE average credit man needs no advice as to how this important question should be answered. He knows full well how to judge of a man's credit standing when the facts are clearly spread before him and fully realizes his plain duty and to what extent, if at all, he should extend credit.

The question asked is propounded to the National Association of Credit Men in convention here assembled, and it occurs to me that good results might be derived from an open and thorough discussion of this subject by the convention. Are the members of this association prepared to join in formulating and will they abide by methods which will properly protect the honest debtor, and likewise protect the creditor as against the schemes of the dishonest debtor? Will they be honest in the exchange of information concerning their customers, reporting actual facts where they are at liberty to do so?

What will the members of this association do towards establishing a higher standard of credit! Credit is too cheap. It has become a drug in the market, and credit men, or the firms and stock companies with which they are connected, are responsible for this condition. When the unscrupulous or the irresponsible merchant comes to you and wants to buy your goods on time, you have your goods in your warehouse and you are master of the situation. Fill his order, transfer the goods to him, and the situation is reversed; he has your goods in his store and nine cases out of ten he is master of the situation.

If, upon investigation, your conscience and your experience tell you that the man seeking credit is not entirely worthy of it, say No, and stand firmly by your decision.

The goods in your store make better as-

sets than worthless accounts, and the former will, at least, net you a good percentage of the cost, while the latter will, in all probability, net you nothing; with, perhaps, an attorney's fee thrown in by way of premium.

Eagerness to sell goods and increase sales over those of previous years frequently gives the fraudulent debtor an opportunity to lay his plans for another dishonest failure and may lead the man with insufficient capital to overstock himself beyond his ability to pay, thereby compelling him to secure extensions from his creditors or to make an assignment.

Let each credit man stand firm in his own honest convictions of rights and duty and dispense credit only where it is merited, compelling the irresponsible and the dishonest merchant to pay cash for his goods, or go without.

Educate your customers to understand that you are not speculating on their accounts, that you are selling them goods because you know you will get your pay. Keep their accounts well in hand and command their respect as well as their trade, by holding them to their promises, while you keep your promises to them.

When it is necessary to have a property statement there should be no trouble to procure one. The man who refuses to give a property statement, when asked for one, has his own good reasons for refusing, and in that case the wise credit man will keep his goods and let the other man keep his reasons.

Let the trade understand that your house is not run on philanthropic principles, and that the credit man is not the patron of a foundling hospital where infant industries are nursed.

Business men can be and should be public spirited, and may even be philanthropists,

but you will always note that the successful business men do not dispense philanthropy from their credit departments.

The man who has sufficient capital in his business to enable him to conduct it properly, who is honest, and possesses the necessary ability for the successful management of his business, does not cause the credit man to worry.

The people who worry the credit man are the men who are trying to do a large credit business on too small a capital, the reckless buyer who does not keep a clean and well-trimmed stock, the man who is careless of his promise to pay, and allows his creditors' drafts to be returned, the man who is reckless as to whom he trusts and negligent in the matter of making collections, the man who is extravagant in his living and business methods, the all-round incompetent man and the man who is always asking for more time.

These are the kind of merchants with whom the credit man must labor and over whose accounts he must keep close vigil.

But so far as the habitual fraud is concerned, the man who is known to be dishonest and has, perhaps, one or more dishonest failures to his credit, the honest and sterling credit man will not consider him for a moment, except on a cash basis. Life is too short to justify our worrying over the trade of this class of people.

Of course, we are all liable to err in our judgment, and through misrepresentation the dishonest man sometimes creeps in on our books. As soon as we find that we were deceived, and are obliged to take steps to save our account we should give our fellow members the benefit of our experience to the end that the fraud may not impose upon them, and that he may be held up to the world as an object totally unworthy of credit.

The ideal and most valuable credit man is the one who will authorize the least amount of credit where credit should not be

\*Address delivered at the Kansas City Convention of National Association of Credit Men.

Arriving in a Few Days

NEW SEASON'S

# Young Hysons

OUR TRAVELLERS ARE CARRYING SAMPLES.

**THE DAVIDSON & HAY, LIMITED** Wholesale Grocers **Toronto**

given, and with the son of Erin I wish to say that the best way to save an undesirable account is not to create it. In many large concerns the credit and collection departments are handled under separate heads, but usually all are under the direction of the head of the credit department.

It is not my purpose here to touch upon collection methods or collection laws, although God knows they need to be touched upon.

But I do desire to impress upon your minds the great value you can be to yourself, your house, and to this association by declining to fill, in every instance, orders from merchants whom you know to be unworthy of credit; at the same time informing this association, through its secretary, of your actions and your reasons for the same.

This to my mind is the greatest good that we can accomplish for each other and for the association.

I do not mean that we should become a general reporting body, nor that we should compete with our commercial agencies in the matter of furnishing reports, but that we should co-operate in the matter of shutting out as credit customers all those who are known to be dishonest, or for other good reasons are known to be unworthy of credit.

A system for disseminating information of this character could be made very simple and would not require the outlay of much money by the association, or entail a lot of unnecessary machinery.

Weekly or semi-weekly bulletins could be issued by the secretary and mailed to local associations and individual members. Forms to be used for this purpose need not be elaborate, nor the reports long drawn out. All we would want would be the actual facts, and those members who were interested in any particular case should know how to appreciate the information, and the proper use to make of it.

Let there be no deception practised in furnishing this information, but let us be honest, and let us have the truth, the whole

truth, and nothing but the truth, or else withhold the information altogether.

The time usually granted the retail dealer should be shortened; the practice of long dating is pernicious, and has, of itself, caused many good men to fail. The members of this association should use their influence with their respective houses to have this evil corrected.

If you are to be held morally responsible for the sales you approve, you should have something to do with the regulating the time on which goods are sold, and the matter of time granted should be carefully considered by you while passing upon the credits.

The average man in business would rather do right than wrong, and would not obligate himself beyond his ability to pay if allowed to use his own judgment, but he is sometimes misled by the eager salesman, who tells him that he will not be crowded for the pay, that he can have all the extra time he wants if he will just write to the firm and ask for it.

Under these and other verbal promises the retail dealer is frequently induced to buy twice as many goods as trade conditions would warrant, and when the bill is due the credit man has trouble on his hands for which he is not responsible, and the dealer gets his extension.

This is one of the little irregularities that the credit man can and should correct, and in so doing render a service to his house as well as to the dealer.

There are other matters that are considerably out of joint in the present system of jobbing goods, which materially interfere with the proper settlement of accounts, and unnecessarily complicate the work of the credit man and bring harm instead of good to the retailer. It may not come within the province of this association to take action on these matters, but the individual credit man has the right and should lose no opportunity to urge reform wherever needed, in matters affecting the handling of credits in his own department.

The past year has been a campaign of education for credit men; they seem to have awakened to a new life and new hope; all of us have profited more or less by the instructions we have had, and the examples that have been set for us.

Let us, therefore, continue in the good work; let us have confidence in each other, and in our association; let us give credit only to those who in our best judgment are worthy of credit; and let us build up a great bulwark of protection to the end that we may establish the highest possible standard of credit throughout the land, and prove by our great achievements that this association was born for a noble purpose.

## HIGH FIGURES IN RAISINS.

In its issue of August 28 The California Fruit Grower reviews the situation in raisins on the Coast as follows: "The situation is much the same, except that those with goods to offer are asking  $\frac{1}{4}$ c. above last week's prices. We learn that a few contracts are being made at  $3\frac{1}{2}$ c. for well cured stock in the sweatbox. Packers generally are not buying or selling. Curing is under way and fixed prices will not be generally made until growers are ready to make deliveries. Last season at this time three-fifths of the crop was under contract to packers; hundreds of cars had been sold to eastern buyers, and all early deliveries were packed and shipped at once to fill orders. This had the tendency to strengthen the market for later deliveries in the sweatbox, hence as the season advanced prices advanced. The situation is reversed this season. Prices have reached high figures, with very few crops under contract and with the eastern trade yet to be supplied. This is a growers' market and they will have to keep a watchful eye upon prices at time of delivery, or there is sure to be a slump owing to the anxiety of growers to all sell at once at the high prices. Those who have raisins to fill orders with are asking  $3\frac{1}{4}$ c.,  $4\frac{1}{4}$ c. and  $5\frac{1}{4}$ c. to  $5\frac{1}{2}$ c. f.o.b. for 2, 3 and 4-crown, respectively. These prices are about  $\frac{1}{2}$ c. above eastern buyers' views, hence business in future raisins is quiet at this time."



# FORESIGHT . . .

We were sure **JAPAN TEAS** would prove good property---therefore advised liberal purchases which have turned up "trumps." Get samples of our KIJU and URIBA Brands before buying.

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**LUCAS, STEELE & BRISTOL - - HAMILTON**

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# CLAM CHOWDER

Burnham's Clam Chowder, put up by an expert ; only Little Neck Clams used ; in 3-pound tins, handsomely labelled. A most delicious preparation.

We have all that is required in Spices for the pickling season : our Popular Pickling Package of Whole Spices ; also 10-lb. boxes.

We are also showing elegant values in

# NEW JAPAN TEAS

---

**James Turner & Co. - Hamilton**

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*As good as ever.*

## REINDEER BRAND

CONDENSED MILK

Freight prepaid on 5 case lots to points east of and including Port Arthur and Fort William.

# CROWN BLEND CEYLON TEA

In  
Lead  
Packets.



Lbs. and 1/2 lbs.

has no equal

at 25cts, 40cts. and 50cts. per lb.

In offering this tea you need not hesitate to guarantee satisfaction.

Sole Agents  
for Canada...

**T. KINNEAR & CO.** 49 FRONT STREET EAST **TORONTO**

## FUN OR BUSINESS.

HERE is a proper time to do everything that is ever properly done. A time for fun exists, and some people seem to think they could not exist long without fun, but there is such a thing as being too funny, or funny at the wrong time. "Have you seen the new clerk down at Brown's?" a young lady remarks to a friend. Why, he's just perfectly jolly; makes you feel just as if you had always been acquainted with him." But this is how it was a month later, when the new had worn off: "Say, ma, can't I get these things just as well at Smith's? I don't like to trade with that idiot down at Brown's; he's too full of gas. Don't you think he's awfully familiar?"

People can't get over the idea that the demeanor of clerks while they are in the store is on their account. If the clerk is polite and attentive, confining his conversation almost wholly to the business in hand, the customer is sure to be pleased. Very often it occurs that a good customer is deeply offended at a show of jesting and mirth between clerks where she is trading, because she thinks she is the object of their half-concealed fun-making. She was wrong, and they were not making fun of her at all; but their "fooling" was out of place, and they will have no opportunity to make an explanation. By a simple indiscretion a good customer is lost.

Merchants should hire their help for business. It should not be expected that a clown or practical joker will draw trade by these special qualifications. It is the quality, assortment and price of the goods which attract trade, when coupled with uniformly respectful and attentive treatment. Your smart young man, who attempts to show his own keenness by talking faster than you can and criticising all your neighbors to your face, only incites your disgust. You feel sure that to the next customer he criticises you.

Clerks should have a clear idea what they were hired for, what part is properly theirs

in the numerous transactions taking place every day, and let business be the main object during business hours. No other manner shows so much ability, or is so satisfactory to employer and patrons. The every-day transactions of the ordinary country store combine sufficient opportunities for any young man or woman to reveal their true worth.

Customers will be doing no injustice to anyone, and may very often be of valuable service to a merchant who deserves their support, by letting their likes and dislikes be known to the proprietor himself. "Mr. Brown," said a rather particular lady, "won't you please wait upon me this time. I can never seem to make Green understand what I want as well as I do you." Or, on the other hand, one says: "Mr. Brown, is Charley in the store this morning? I always trade with him when I can." Ordinary expressions like these are not uncommon, and by just these slight incidents the correct or injudicious clerk is revealed. This is a practical matter, and one involving profit or loss to every retail merchant.—Bulletin and Trade.

## GROCERY CLERKS' CONCERT.

The regular meeting of the Montreal Retail Grocery Clerks' Association was held at St. Joseph's Hall Sept. 5, with President Beauvais in the chair. It was decided to hold their fourth annual concert at Le Monument Nationale Hall on Tuesday evening, Sept. 21. The proceeds are to go for the support of the library. The concert will be under the direction of Mr. L. Petitjean.

Two strong companies will strive to secure the contract for supplying Chatham with natural gas for lighting and heating. One is a local company, the other is composed of Windsor and Kingsville capitalists, and apparently the race between the rival syndicates will be interesting.

## FRONTIER HONESTY.

"WELL, there is one thing," said the old Kansas man, as he tipped back his chair and put his feet up on the register, "I don't believe people are as honest now as when the country was new.

"Now, there was the case of Pete Lampton and the eggs. This Pete was sometimes accused of rustling a few cattle, but he was found to be square in little matters. Eggs were selling at 25c. a dozen, and Pete took two dozen to his camp. The next day he returned to the store, threw down \$2.25, and started to walk out. The storekeeper asked the reason for the deposit of currency, which Pete explained [in this way: 'Well, Sheldon, there was just an even dozen of them eggs I got of you yesterday that had chickens in 'em. Eggs is worth 25c. a dozen and chickens \$2.50 a dozen. I figured it out that I must owe you \$2.25. You can't afford to sell chickens for 25c. a dozen, and I says, to square myself, says I, Pete, the square thing for you to do is go right back there and pay old Sheldon chicken price for them eggs.' You may say what you please," continued the old-timer as he sliced up another pipeful of plug tobacco, "but for downright square dealin' in small matters, I've never seen the country that come up to Western Kansas in the early days."

"My son," said the graybeard, "you are about to go forth to do battle with the world."

"Yes, father," answered the young man.

"One of the first things you should learn, my boy," the old man continued, "is to learn to say 'no.'"

"I think I understand."

"I dunno whether you do or not. The point I am trying to get at is that the habit of saying 'naw' and 'nit' was all right while you were in college, but it ain't the correct thing for a business man."—Cincinnati Enquirer.



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**BUY THESE GOODS**

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



For sale by all leading Wholesale Grocers.

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

**LEGITIMATE ENTHUSIASM.**

THE following letter of John McKenzie, corresponding director of the Owen Sound Sugar Manufacturing Co., Limited, to the editor of the Owen Sound Times, shows with what confidence his company is beginning operations in that fertile belt about the Georgian Bay. Mr. McKenzie prophesies great changes for Canada in ten or twenty years' time, and the least important of these will not be the development of the beet sugar industry. His letter reads as follows:

To THE TIMES:

Sir,—Standing on the bridge of the steamship Alberta, in June last, with Mr. Zurborn, of Cologne, Germany, and looking out over our beautiful bay, we pointed out to him a coast line to the right of about 150 miles, down by Leith, Vail's Point, Cape Rich, Meaford, Thornbury, Collingwood, Nottawa Bay, round the Tiny and Tay shores by the Christian Islands to Penetanguishene, Midland and Waubaushene, and to the left 400 miles by Presqu'Isle, Big Bay, Oxenden, Wiarton, Colpoy's, Cape Croker, Lion's Head, Tobermory to Southampton, and round Manitoulin Island. Within all this coast line beets can be freighted in large scows and barges to Owen Sound for an average of 50c. per ton, while we have the

C.P.R. and G.T.R. for 75 miles where beets can be delivered at the factory by car for an average of 50c. per ton. Mr. Zurborn said that of the 400 sugar factories in Germany, only one possessed the advantages that our Owen Sound factory had, and that one was the largest factory in the world, grinding 2,000 tons of beets per day. It is built at a large lake, and has railway and barge advantages for freighting, but to a much less extent than our factory will have. Mr. Zurborn was quite enthusiastic over our advantages in this respect.

We have facilities at Owen Sound for a two thousand ton per day factory, but can commence with one of three hundred tons per day, and increase in the future to the extent of our advantages. Citizens of Owen Sound, rise to the height of your privileges, look at your position to-day, look at the possibilities of the next ten years, and then look back less than thirty years, when the little steamer Waubuno did all the trade of the Georgian Bay, and the steamer Algoma that of Lake Superior. The cargo of the City of Naples, that unloaded her 100,000 bushels of corn in your elevator last week, would have loaded the steamers Waubuno or Algoma half the season. Now fleets of the finest steamships on fresh waters trade to and make your magnificent harbor their headquarters, bringing millions of bushels

and tons of freight to and from your harbor every season.

Then what will be your position ten or twenty years hence? Just what you help to make it. Everything is in your favor. The Northwest is only in its swaddling clothes, its thirty millions of bushels of wheat will be two hundred millions of bushels. Britain has taken hold of this Canada of ours and we are bound to go ahead. We will stop rafting logs to the States. The Ontario Government must put in force, on the old limits sold, the same mandate as in the sale of limits last week—all timber to be cut to lumber in Ontario. Then no need of export duties. We will export no logs. Then we will bring back the good times we had up to ten years ago, when every boat was loaded with supplies for the logging camps and mills on the North Shore. We will make saws to suit ourselves, as our dear Yankee brothers are doing. We are a nation of freemen. We will truly be the Greater Britain, owing allegiance to none but the Grand Old Land and our noble Mother Queen. We will make our own beet sugar, and not continue growing eleven acres of grain to send to Germany for one acre of beet sugar to the extent of twelve millions of dollars each year, as we are and have been doing. We have a home market in Canada for the sugar of fifty factories such

**Our New Line . . .**

**“GOOD LUCK”  
BROOMS**

Freight paid on lots of 6 dozen.

**The H. A. NELSON & SONS CO., LIMITED, Toronto - Montreal.**

as we are building. The sugar of our factory will be as salable as Klondike gold. The factory will expend in Owen Sound and country round for beets and labor a quarter million of dollars each year. The farmers are taking the lead, eight hundred of them having taken stock to the extent of twenty thousand dollars, agreeing to grow thirty thousand (30,000) tons of sugar beets, and the directors could get as many more to grow beets if we could use them. The seed imported was good, and the beets are growing well. The directors secured a county grant of \$75 to pay expenses of the county committee of two ex-wardens, Messrs. Sing and Anderson, and Banker John McDonald to assist the directors in measuring quantities and selecting samples for sugar and purity tests, to satisfy the German manufacturers of sugar plant that our beets are all right. The farmers are with us, the County Council of Grey is with us, the German Manufacturing Co. is with us with the sugar plant. The directors are confident as to quantity and quality of the beets now growing. The prospects of the sugar factory being established in 1898 are first-class. One thing we lack—the co-operation and assistance of many of the business and moneyed men of Owen Sound.

The annual meeting will be held on Wednesday, September 8, at 10 a.m. in the town hall, Owen Sound, when a new Board of Directors will be elected. The present board are eligible for re-election, but if better men with lots of money will take hold, elect the best. We must have this factory in operation in September 1898. Canadians cannot afford to continue to grow some eleven acres or so of grain to buy the sugar of one acre of beets, when we can grow them ourselves as well as the Ger-

mans, Belgians or Swedes, whose land rents for more than ours will sell for. The United States are growing sixteen acres of corn in Nebraska alongside of one acre of sugar beets for the same money; but their eyes are open, they are building sugar factories so fast that in five or ten years they will make all the \$100,000,000 worth of sugar they now import from beet sugar countries. Canada must and will grow and make our \$12,000,000 of beet sugar. We are in the best beet sugar belt in America and the world. The Owen Sound factory will be the first and the other forty-nine factories will soon follow.—John McKenzie.

#### WHAT MAKES GOOD CREDIT?

WHILE commercial agencies are a necessity in this age of electricity, there are too many merchants who attach too much importance to their reports. The reports are probably correct in the main, but it is practically impossible for any one concern, no matter how well represented in every county in the United States, to thoroughly grasp the financial condition of all merchants, with the changes in that condition that are constantly occurring.

A good credit is not always determined by a rating in Dun's or Bradstreet's. Where jobbers or manufacturers know their man personally, or where their trade with that man has been intimate and honorable for years, no agency report on earth could jeopardize the credit standing of that man. Sometimes a dealer worth \$10,000 is less desirable as a customer than the man worth \$1,000. It is the man himself, not the money he possesses, that in most cases determines the extent of the credit he can obtain. If the dealer is known to be rigidly honest, careful in buying and extending credit, firm in collecting, and pays his bills

when due, or when forced by unforeseen circumstances to fall behind, explains his situation fully and frankly, he can buy all the goods he needs and few questions will be asked him.

It is the custom of many large concerns not to ask how much property a man has or how much he can pay on short notice, but to demand to know the habits of the man, both as regards business and morals. If they learn that a dealer is doing a good business, but is engrossed in horse racing or loves poker too well, they limit his credit at once. If, on the other hand, they learn that the dealer is a young man of limited capital, sober, earnest, able, anxious to proceed and careful in all his conduct, they never hesitate to sell him more goods than he could pay for if pushed. Many a merchant has often wondered why his credit was not commensurate with his rating by the commercial agencies, but if he will take into consideration the fact that it is the man and not the money that jobbers and manufacturers sell to when credit is a part of the transaction, the solution of the problem will be plain to them.—St. Louis Grocer.

#### PERSONAL MENTION.

D. S. Austin, Wooler, Ont., holidayed at the Industrial Exhibition.

J. A. Macfarlane, Shakespeare, Ont., was seen in this week's Exhibition crowd.

D. Gillespie, Stayner, is another grocer who visited Toronto during these important days.

Mr. Tindale, of Tindale Bros., Arthur, Ont., called on THE GROCER during the week.

Mr. Craig, of G. W. Craig & Co., Winnipeg, was in Toronto during Exhibition week.

Mr. Ewing, of Morrow & Ewing, Montreal, was in Toronto this week on his way to the west.

“All selling nicely, thanks.”

PURE GOLD MFG. CO.

TORONTO



Have we  
your  
order ?



Returned  
Sept 9/97





# “SEAL BRAND”

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

MONTREAL  
BOSTON  
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**CHASE & SANBORN**

# SALMON

To arrive shortly.

400 cases Nice Red Sockeye (do overs) Salmon,  
a special 10c. line.

Retailers handling them will give the best value and make money.

Order at once. We cannot replace it.

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## LAPORTE, MARTIN & CIE.

IMPORTERS AND WHOLESALE GROCERS

Agents in Canada for \_\_\_\_\_

“Princess Louise” Japan Tea.

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72 to 78 St. Peter Street, MONTREAL

## New Arrivals....

HORSE SHOE SALMON  
FINE FILIATRA CURRANTS (cleaned)

Get our quotations on Canned Vegetables.

# H. P. ECKARDT & CO.

Wholesale Grocers

TORONTO

### 10 Gold Medals Awarded



**GILLARD'S NEW PICKLE**  
AND  
**GILLARD'S NEW SAUCE**

The best, beyond comparison. Of world-wide reputation.

NEW PICKLE---Packed 2 doz. in case. Single case lots, \$3.40; 5-case lots and over, \$3.30 per doz.

NEW SAUCE---Single doz. lots, \$1.90; barrel lots of 12 doz., \$1.75.

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

**GILLARD & CO. Manufacturers, LONDON, ENGLAND**

THE

J. BAYN  
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# THE CANADIAN GROCER

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

THE MacLEAN PUB. CO.  
Limited

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26 Front St. W.  
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John Cameron, General Subscription Agent.

Major A. G. Campbell, General Subscription Agent.

## THE CHEESE OUTLOOK.

THE boom that started in cheese about eight or ten days ago just following the rise in wheat was checked last week, and it is not at all surprising that it was, considering all the circumstances. In less than two weeks, despite extraordinarily heavy shipments, values rose over  $1\frac{1}{4}$ c. per pound, and there was active demand at the advance, between 120,000 and 125,000 boxes of cheese leaving first hands between the 15th of August and the 1st of September at an average price of  $9\frac{1}{4}$ c., against an average price of  $8\frac{1}{2}$ c. for the previous fortnight. Had the market acted directly contrary to this it would have been quite natural, considering the statistics bearing on the case, but, as frequently happens, demand moved entirely irrespective of the conditions.

From Montreal alone the exports to date amount to 1,213,145 boxes, against 970,362 boxes last season, an increase of 342,783 boxes, while the exports from the entire continent have been 1,602,772 boxes, against 1,228,750 for the same period last year, an increase of 374,022 altogether. That prices have advanced in the face of this enormous increase is pretty conclusive evidence that the consumption of North American has been much greater this year than last in Great Britain, and also that the deficiency in the British make was exceptionally heavy.

The present lull to the market, therefore, is quite reasonable; indeed, had there been a sharp reaction the producers could hardly have been surprised. The trade on the other side had to have time to digest the enormous meal they have taken during the past week or so, and when they have done

so demand will make its influence felt again. That is, providing the salesmen and speculators on this side do not hoist prices to a point where the demand will be checked.

At present, encouraged by the unprecedented business, the season and high prices, producers have of late exhibited a disposition to put too high a value on their cheese. They, no doubt, argue that if last half July and first half August fetched  $9\frac{1}{4}$  to  $9\frac{3}{8}$ c., the last half August and first half of September are worth more money. This may be quite true, but they must also bear in mind that markets are not governed by sentiment, but by the demand. If the demand won't stand pressure prices have to come down and that is the long and the short of it. Another fact worthy of notice in this connection is the disposition already shown by some factory men to contract their fall make ahead. This, no doubt, proves profitable in very many instances, but it is not the proper method of doing business.

Another fact that the market has to consider is that despite the heavy increase in shipments the present accumulation of cheese is greater in Canada this year than it was last. This is due to the larger production. To date the receipts at Montreal have been 1,515,596 boxes, and deducting exports from this leaves a stock in Montreal of 302,451 boxes. Last year at the same period the receipts were 1,052,506 against exports of 970,362, which left a stock in Montreal of 82,144 boxes. In other words, there are 220,000 boxes more cheese in Montreal awaiting shipment now than there were at the same time last year. This is a fact that cannot be ignored.

## CHINA TEAS.

During the last couple of weeks there has been a very noticeable increase in the demand for China blacks both in England and the United States. Canada also has participated in the change that seems rather strange to the dealers in tea, for numerous enquiries have been coming forward this last week or two. Those who are in touch with the market say that appearances would now lead one to believe that China teas are returning to favor.

The reasons for this unforeseen change are hard to specify. It may be, however, that the fact of the likely cessation of the manu-

facture of the low-grade varieties on account of the prohibitive clause of the new American tariff has given the public more confidence as to the quality of tea they are likely to purchase. Yet Canadian importers were never large purchasers of these sweepings, and it is doubtful if the absence alone of the cheap green grades would restore the better qualities to favor.

China blacks will, in all probability, sympathize with the rise in India and Ceylon teas. This year the crop of these China teas is 40 per cent. less than the crop last year, and this shortage, combined with the improving demand, will not be long in affecting quotations; in fact, prices are already advancing.

## THE CRANBERRY CROP.

WE will probably see higher prices in cranberries throughout the coming season. The following reports of the prospective fall's harvest in the New England States show a material falling off from last year's crop.

In the Cape Cod district the present indications point to a yield about the same as that of 1895—say from 150,000 to 175,000 barrels; this is considerably lighter than the Cape crop of last year, when the shipments from Cape Cod amounted to about 200,000 barrels, and when at least 25,000 barrels were left unmarketed. There has been some damage this season from the fireworm, but the season for this pest is now over and little further damage is to be feared from this source. There is not much danger from scald in the Cape Cod crop. The early varieties have matured already, and some of the bogs are showing fair color. Shipments are expected to some extent late in August.

Reports from New Jersey indicate a comparatively light yield; very rainy weather occurring when the bogs were in blossom did considerable damage, and present indications point to a much smaller yield of berries this year than last.

The Wisconsin crop is not now a factor of very much importance. Some years ago forest fires destroyed a large part of the wild bogs in that state. Previous yields for several years had met a disappointing market, and there was little encouragement to increase cultivation of cranberries. There

are some cultivated bogs in that state, however, but the total yield from the Wisconsin crop does not now figure much in the estimation of the probabilities.

It seems that the yield of early berries in the east is relatively somewhat larger than that of the later varieties. The prospect for demand is fairly favorable. Receivers are generally looking for a comparatively low range of values during September.

Had the new tariff law of the United States not been passed, Canadian cranberries would have gone into American markets this year in competition with the American, as the latter crop is short and the former large. Under the new Tariff Act, however, Canadian berries will be almost entirely excluded. The Wilson bill admitted berries free, while the Dingley law makes them pay 25 per cent. ad valorem.

#### THE PRICE OF LARD.

WHILE the prices of wheat and meats have gone up considerably, and while hogs are scarce, and the quotations for pork higher than they have been for some time, the pork product, lard, has not till lately sympathized with the appreciation, and even now has not done so to the extent that it should. However, prices bid fair to advance soon. Last week quotations were  $\frac{1}{4}$  to  $\frac{1}{2}$  c. a pound higher than they were the previous week, and a continued strong feeling is predicted.

This stagnation is not peculiar to Canada; exchanges in the United States tell of the same situation there in lard and cattle products such as tallow and grease. The consumption of tallow has somewhat decreased, no doubt through the use of oils and old stocks of greases which were used by soap makers in the place of tallow. But the price of lard in the States is regulated more by the export European demand than is the price of Canadian product. A good deal of lard consumed by the Germans is taken from the American Republic, and the light or heavy consumption of it by the Germans renders the price in the States low or high. This demand, however, is regulated to an extent by the plum and apple crop, strange to say. If the latter be large the Germans make a sort of plum and apple sauce in great profusion, and use it on their bread, replacing lard. Still, it cannot be said that

the demand from Germany has fallen off to a very appreciable extent, and it is still a question why the price was so low. The only way left to account for the state of affairs is to measure the production. If this is done it will be found that it has been increased by new outputs, more than the regular consumptive demand increased by that on European account could succeed in reducing.

The price of Canadian lard is hardly regulated by the same forces; in fact, they are very much different. Canada imports far more lard than she exports, so we must look in other directions for the causes of this stagnation.

In the year ending June 30, 1890, Canada imported over 4,800,000 pounds of this pork product. Since then, however, a duty has been placed on provisions. This influx was gradually lessened, and in the year ending June 30, 1896, we imported only 425,000 pounds. It is to be inferred that Canada has gradually increased her production till she last year turned out just about enough to fill her wants. Still, it can't be said that the increase in production ceased last year. It must have gone on, and this year more than home requirements have been provided for. Is this not a fair reasoning as to the cause of the low prices and stagnation? Canada, as yet, has not acquainted herself with the exporting of lard, and the overproduction could not be removed by this means. From June 30, 1895, to June 30, 1896, only 30,000 pounds of lard were exported.

But there have also been forces at work diminishing the home consumption. The price of butter has been fully one cent a pound lower this year than last, and as soon as the supply price is lowered the consumption is increased. We may then assume with tolerable certainty that butter replaced pure lard in many of its uses. Cottonseed oil is coming into use in the baking of pies where lard was formerly used, although it has not yet come into such universal employment as in the States.

This accounts for the low price of lard; but why has it advanced lately and why does such a strong feeling prevail? In this respect Canada, too, seems to have her peculiar reasons. In the Lower Provinces, and particularly in Quebec, there is consid-

erable of this compound lard consumed by the French Canadians. Just as butter is used in the place of lard when the former is cheap, so pure lard is substituted for the compound stuff when the pure variety is cheap. This the people of Quebec have done and from the accounts of dealers the consumption of lard in Quebec has been wonderfully increased. Of course the substitution has been made elsewhere than Quebec, but it is in this province that it is particularly noticeable. By combining the increased consumption of all the provinces it will be found that it is by this method that the over production, apparent a little while ago, has been removed. Better times and the consequent demand of pure goods may have further tended to have the same removing effect.

At any rate the stock has been so much reduced that a shortage is now feared. The whole country seems to be bare, and a strong feeling prevails. Prices are very bullish.

However, the possibility of an export trade ought to be impressed on the provision dealers' minds by this experience. Prices on an export basis will be higher than have prevailed this summer.

#### SCARCITY OF DRIED APPLES.

ANOTHER sharp advance in the price of both dried and evaporated apples has been an interesting feature of the week. The former have advanced 1 to  $1\frac{1}{2}$  c., and the latter 1 to 2c. per pound. This rise is due to a remarkably active demand experienced lately on foreign account. In fact, buying on behalf of Germany has practically cleaned up the market of the bulk of the stock of both descriptions, and now no dried are obtainable under 3 to 4c., while evaporated are held firmly at 6c. This condition of affairs is an unusual one, for for the past three seasons both dried and evaporated apples have been a regular drug on the market. There was little or no home demand for them owing to the increasing use of fresh green fruit, and as a result the growers stopped the process of drying and evaporating, with the natural result of a decreased output. The present scarcity is a development of these conditions, and also of the fact that offerings of early apples this summer promise to be much lighter than usual, especially of really desirable fruit.



### LITTLE THINGS.

If any grocer is in need of a motto to hang on his wall let him put one up that will read this way: Take care of the little things and the big things will take care of themselves. But after hanging it there, he should not think he is through with it. Have it hung where it can often be read, and read it often. If there is any one warning that the grocer of to-day needs, it is caution as to his carelessness of little things. In these days of keen competition and small profits he ought to act according to this motto in every transaction of his business. It should be so impressed on his mind that he should never forget it.

We often hear the question asked: Does generosity pay, and the answer comes in eloquent language that it does. How beautifully do the theorists develop their reasoning on a practical basis. But, after all, it's only theory. Proofs of the validity of the argument are given from the experience of some hero, but never are there any exceptions quoted to prove the rule. Those examples that the theorists give are experiences of lucky ones only. If any one should have an opportunity of taking a close view of the common every-day business, it is reasonably certain that afterwards he would not pursue a policy of winning trade by mere generosity. In modern business a man is forced to keep a close guard on his belongings; he can't recklessly throw his goods about in order merely to gain a reputation of being generous. It is twice as hard to keep that reputation as it is to win it.

For a long time department stores were reputed all over the land as being the only places where big profits were not made. They adopted the policy of being generous in a few lines and of making this loss up in others, but now the public has recognized the dupe and already the mail-order patronage is decreasing in volume. A business gained by such methods has only a fleeting patronage and cannot last.

If the failure of some grocers were traced to the cause, it would be found due to their generosity in weighing or to the use of scales so lacking in sensitiveness that a fraction of a cent, sometimes even more than a cent, was lost on every draft. Because this loss is in goods and not in money, it is not generally considered. A grocer or his clerk would be sure to pick up

a penny found lying on the counter, but goods representing that amount are often swept off the counter without a thought of the value they represent, and, as a general rule, the arm of the balance containing goods is heavier than the weights in the other pan. A pound is a pound and should never exceed nor fall short of 16 ounces. One ounce is over 3 per cent. of a pound and to reduce many profits by 3 per cent. of the selling price makes a great difference. A grocer owes it to his customer to give no less, and self preservation demands that he give no more, than 16 ounces.

However, the lack of generosity is not to be reduced to stinginess. A merchant does not need to be generous to retain his customers, but above all things he must not be stingy. Rules cannot be laid down and followed strictly; each merchant must adapt himself to circumstances.

Then, again, the dealer has to be careful of many little things when he is liable to lose his customer's confidence. The loss of a single customer is perhaps, viewed as a single loss, unimportant, but the influence of the lost customer exerted against the store will cause the loss of other customers. The failure to deliver an order at the time specified is a little thing, but the customer's plans may have been upset by the delay and a seed of dissatisfaction sown that may be reaped as the loss of a customer. The failure to fill an order correctly or the omission of a single article may be a little thing, but the forgotten article may have been the one most needed and—well the results are known.

### IS IT A FRAUD?

THE T. Eaton Co., Limited, the big departmental store concern, of Toronto, has recently been selling at five cents a bottle a sauce purporting to be that well-known delicious sauce, Worcestershire.

Being something like 80 to 85 per cent. below the regular retail price of the genuine Worcestershire sauce as put up by Lea & Perrins, the low figure at which the departmental store offered the article naturally excited interest in the grocery trade.

One well-known retail house in Toronto, in order to satisfy its curiosity, purchased a bottle. The label was not the label of Lea & Perrins. In fact, there was nothing on the label to indicate who was the maker of the contents, but a discovery was made which may lead to some interesting results.

It was discovered that blown into the bottle was the name of Lea & Perrins. And, as the agents for the Lea & Perrins condiment are emphatic in their declaration that this particular article being sold by the T.

Eaton Co. is not the product of their firm, it follows that deception is being practised somewhere. Who is responsible for the deception investigation only will reveal.

The law in regard to matters of this kind is so explicit that it does not require a Philadelphia lawyer to propound it. Here, for example, is a clause from the Trade Marks Act:

All marks, names, brands, labels, barrels, or other devices which are adopted for use by any person in his trade, business, or occupation, or calling for the purpose of distinguishing any manufactured product of any description, manufactured product compounded, packaged or offered for sale by him, applied in any manner whatever to such manufactured product or article, or to any package, barrel, case, box, or other vessel or receptacle of any description whatever containing the same, shall, for the purposes of this Act, be considered and known as trade-marks; and may be registered for exclusive use of the person registering same in manner herein provided; and thereafter such person shall have the exclusive right to use the same to designate manufactures or articles manufactured or sold by same.

A bottle of the sauce which the T. Eaton Co. is selling, together with bill proving sale, has been expressed to Crosse & Blackwell, the general agents. What the outcome will be remains to be seen.

In the meantime grocers and general merchants throughout the country will do well to see that it is the genuine Lea & Perrins' Worcestershire sauce which they buy. It is dangerous to handle obvious imitations.

### A WELL-EARNED HOLIDAY.

Mr. W. A. Rutherford, of the firm of Rutherford, Marshall & Co., of Toronto, has just returned from an extended holiday trip to Washington, Baltimore, Philadelphia, New York, and Atlantic City, and is looking healthy and sunburned after two weeks spent in sight-seeing and sea bathing.

"Will" reports having had a first-class time at each point visited, but was particularly fascinated with the salt water and sea breezes of the Atlantic.

On being asked as to the condition of business in the commission houses, for of course he couldn't relax his attention to business even when out of town, he said that trade was hardly so healthy as reported by the papers, in fact not nearly so good as it is in Toronto. He further remarked that an evidence of this latter fact was the 30-days payment system which is in force there. Attempts are being made to introduce a system of weekly payments similar to that used in Canadian commission houses to-day. This they intend to attempt when those good times are felt. Even Washington, with its 20,000 Government employes, has not seen fit to inaugurate the system, and is waiting for those long-looked-for developments.

Summing up his trip, Mr. Rutherford says: "Washington for beauty, Philadelphia for a home, New York for business, but give me Toronto for an ideal city in which to live, with the proper combination of business, comfort and pleasure."

# WE KNOW

that Flavoring Extracts form but a small proportion in the stock of a grocer, but it is largely on these little things that the appearance and reputation of the store depends.

The dealer who handles the best goods will always command the trade of the best customers.

It pays, therefore, to handle the

## Crown Extracts

### BECAUSE

The goods are right.  
The packages are ornamental.  
The profit is good.  
The people want them.

Experience proves that the housekeeper who has once used any of the **CROWN** flavors always wants more. This is because these extracts are of the greatest strength, finest flavor, and of unvarying excellence.



If you have not yet placed this brand in stock, write for our special advertising plan, whereby we create an immediate demand on you for the goods. . . . .

## Robert Greig & Co.

Have you a copy of our catalogue?  
If not, send a post card.

**MONTREAL**



# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

TORONTO, Sept. 9, 1897.

### GROCERIES.

THIS is Exhibition week and all the attending conditions of trade are present. Wholesalers say that trade has surpassed their expectations, and that the very fact that customers who are here, not only from Ontario, but from the Maritime Provinces and Manitoba and the N.W.T., are ordering heavy supplies of staples, and are taking an interest in any specialties, points to the looked-for revival of business. There have not been many things of note in this week's trade. Canned goods remain in just about the same firm condition. Sugar, if anything, maintains a stronger feeling, but there has been no advance. Teas also still share in the prevailing strengthening feeling. The Japan market is very strong and is advancing; Ceylon and Indian advanced over a penny, in Colombo this week, and the increasing demand for China blacks leads one to expect a stiffened feeling in this line. Green fruits, especially peaches and plums, are a feature in regard to cheapness in this week's markets.

### CANNED GOODS.

Nothing further has developed this week. The very strong feeling continues and it is expected that it will do so. Nearly all of the tomatoes, corn and peas are, or will be, in a few hands, and higher prices will be asked. However, this is as it should be, as

crops and pack will be light and, indeed, uncertain at best. Those in touch with the market claim that this year's business will be far more satisfactory than the trade connected with last year's pack. California canned fruits, especially water peaches, are also advancing in the primary market. We quote as follows: Tomatoes, 80 to 85c.; corn, 60 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.10 to \$1.25; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.40 to \$1.80; strawberries, \$1.50 to \$1.80, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$1.75 to \$2.25; apples, 3's, 75 to 95c.; gallons, \$1.40 to \$2; salmon, "Horseshoe," \$1.50; ditto, new season's, to arrive, \$1.25 in 5-case lots and \$1.30 in less quantities; other red salmon, \$1.15 upwards, according to quality and brand; cohoes, 95c. to \$1; canned mackerel, \$1.25 to \$1.30; lobsters, \$2.40 to \$2.50 for tall tins; 1-lb. flats, \$2.70; ½-lb. flats, \$1.60 to \$1.70; Canadian canned beef, 1's, \$1.35 to \$1.40; 2's, \$2.35 to \$2.45; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

### COFFEES.

The trade in coffee has been rather active and a good many wants for coffee are being filled in the general orders. Rios are moving freely. The market both here and in New York is strong. Jobbers quote green in bags as follows: Rio, 9½ to 13c., according to grade; East Indian, 27 to

30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

### SYRUPS.

No improvement is noted as yet. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

### MOLASSES.

Reports from the Barbadoes advise splendid weather for the full development of the heavy crop, and both sugar and molasses will likely be plentiful. We quote as follows: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

### SUGARS.

The strong feeling that has prevailed in sugar for the month past is holding. The New York market advanced 1-16c. this week, and while there has been no change in the Canadian refiners' prices, it is expected that another advance may occur in the near future. It is assured that an easier feeling will not set in, at least all cereals are stiffening in price, and sugar must feel the effect of the advance. A heavy trade is doing. We quote as follows for Toronto: Granulated—St. Lawrence and Redpath's, 4 9-16c. for single barrel lots and 4½c. for 5-barrel lots; Acadia, 4¾c. for single barrel lots, and

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

## DRINK :::

### ::: Chocolate for Breakfast

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



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

VANILLA . .  
CHOCOLATES

### CHOCOLAT MENIER

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

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

## Send Back

... ANY ...

# "SALADA"

## CEYLON TEA

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

### AGENCIES . . .

- 25 Front Street East - - TORONTO
- 318 St. Paul Street - - MONTREAL
- 411 Cordova Street - - VANCOUVER, B.C.
- 15 Niagara Street - - BUFFALO, N.Y.
- 206 State Street - - BOSTON, Mass.
- 347-349 Fifth Avenue - - PITTSBURG

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

# "What we have we'll hold"

said Mr. Chamberlain last spring in a speech on the defence of the British Empire. So say we in regard to our position as manufacturers of



## SURPRISE SOAP

We occupy the foremost position in Canada, and we intend to hold it. Surprise Soap has been assailed many times by many competitors, but has always proved its claim to be superior to all others.

### BRANCHES—

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

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

ST. STEPHEN, N.B.

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

### SPICES.

The only feature to note in spices this week is that black pepper is higher and that a reported short crop of cloves is attracting attention. A number of nice orders are being shipped this week. We quote: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb. cans; ditto, whole, 11 to 12c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 20c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 13 to 16c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

### NUTS.

Tarragona almonds have advanced a further shilling in London this week. There is not much doing in the trade here. We quote: Brazil nuts, 11 to  $12\frac{1}{2}$ c.; Valencia shelled almonds, 20 to 22c.; Tarragona almonds,  $9\frac{1}{2}$  to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts,  $12\frac{1}{2}$ c.; Marbot walnuts,  $9\frac{1}{2}$  to 11c.; Bor-

deax walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and  $10\frac{1}{2}$  to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to  $12\frac{1}{2}$ c.

### RICE, TAPIOCA, ETC.

The market in Liverpool is very firm. Millers report that the quality will not be very satisfactory nor in full supply till next year's crop arrives, which will not be till February. We quote as follows: Standard "B," broken lots,  $3\frac{3}{8}$ c.; 1 to 5 sacks,  $3\frac{3}{4}$ c., and 5 sacks and over,  $3\frac{5}{8}$ c. per lb.; Japan, 5c.; Patna,  $4\frac{3}{4}$  to  $5\frac{3}{4}$ c.; tapioca,  $3\frac{1}{4}$  to  $4\frac{1}{2}$ c.; sago,  $3\frac{1}{2}$  to  $4\frac{1}{2}$ c.

### TEAS.

Ceylons and Indians have advanced a further penny in Colombo and Calcutta this week, and the London market, which never jumps, is following steadily and surely, with hardening prices from week to week. There has been comparatively little buying effected, and it looks as if, when our buyers are ready to operate, they will have to do so at much fuller prices than the range of the last few months. In Japan teas the market is also very strong, and is likely to remain so. The third crop will be poor and short, and it is quite probable that the fourth crop will not be picked, consequently the first and second yields are maintaining high prices. There has been a much increased demand for China blacks in England and in the United States, and during the last week or two a great deal of enquiry in Can-

ada, and it looks as if these teas are returning to favor. The low grades of China greens are extremely scarce, owing to the fact that these low grades are being rejected in the States. Natives are making higher qualities. Reports tend to say that they will be unprocurable. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

### FOREIGN DRIED FRUITS.

The currant market is still higher. The first steamer direct from Montreal left Patras on the 7th. Buying on the boat was not as heavy as is usual, owing to the higher prices, but the quotations for the second steamer are 1s. higher still, so that nothing has been gained by delay. The prices on old stock continue firm and goods are about sold out. We quote: Provincials,  $5\frac{3}{4}$  to 6c. in bbls.; ditto, half-bbls.,  $5\frac{3}{4}$  to 6c.; fine Filiatras, in bbls.,  $5\frac{7}{8}$  to 6c.; do., half-bbls.,  $5\frac{7}{8}$  to  $6\frac{1}{8}$ c.; Patras,  $6\frac{3}{4}$ c. in cases; Vostizzas, cases, 7 to 8c.

Valencia raisins are in about the same position, except that the steamer will not leave Denia till the 13th, but there are very



**BUTTER AND EGGS**

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

**J. A. McLEAN,**

Successor to GRAHAM, McLEAN & CO.  
77 Golborne St. TORONTO.

**"GOLDEN"  
HADDIES**

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

Every Can Guaranteed

Packers' Agents **NORTHRUP & CO.**

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

Write us for price on Canned Clams

The Following Brands  
Manufactured by

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OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

**CUT TOBACCOS**  
OLD CHUM.  
SEAL OF NORTH CAROLINA.  
OLD GOLD.  
**CIGARETTES**  
RICHMOND STRAIGHT CUT.  
SWEET CAPORAL.  
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FIRST-CLASS IN

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

**E. NICHOLSON**

124 Princess Street, Winnipeg, Man.  
Successor to

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

Wholesale Commission Merchants and Brokers.  
15 years' experience. Establishe 1

**Eat Fruit in Summer**

Your customers will if you

SHOW A NICE DISPLAY

You can get it from

**CLEMES BROS. - TORONTO**

few sellers for this boat. The shippers of popular brands have contracted already for all that they can pack up to that time. We quote: Off-stalk, 4 to 5c.; fine off-stalk, 5 to 6c.; selected, 6½ to 7c. layers, 5½ to 6½c.

The first shipment of Sultana raisins arrived in Toronto a week ago to-day. Further supplies of larger quantities will be here about the 15th, costing 9½ to 12½c. for importation. Although the goods are still at high prices, these figures can be shaded about 1c. a pound.

The same strong feeling prevails in California raisins. Eastern buyers' prices are about ¼ to ½c. below the packers' ideas in California, and, as a consequence, not many transactions are being made.

The fig trade has shown a little improvement this week. We quote spot goods nominally: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 6 to 6½c. in boxes.

No alteration to note in the California dried fruit market. The feeling continues very strong. We quote California evaporated fruits as follows: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

Prunes cost about 2c. more than the average price ruling the last two years. They are too high, indeed, to attract due attention. We quote as follows: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

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

**GREEN FRUITS.**

Some of the finest exhibits of fruit this year were to be seen on the market this week. The immense crops of peaches and plums have caused a tremendous downpour; on Wednesday there must have been 10,000 baskets of peaches arrived at this market; these were all absorbed, but prices were sacrificed somewhat. The quality of the Crawfords is not quite so good as last year. The tremendous crop has rendered a diminished size, and as yet the quality is not up to first-class. Some of the dealers say that only the trimmings are coming yet

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THOROUGH RELIABLE GROCER GONE OUT of retail business is desirous of securing a position on the road; age 35; good address; temperate habits; not afraid of work. Address, Box 8, THE CANADIAN GROCER.

**RIVERSIDE CANNING WORKS**

Wallaceburg, Ont.

**Eagle Brand Tomatoes, Corn and Catsup**

THE BEST IN THE MARKET.

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

W. J. BADDER, Prop.

**MORROW & EWING**

General Commission Merchants

13 St. John St., MONTREAL

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

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

also have on hand full lines of

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

Samples and particulars on application. Wholesale supplied only.

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

Brokers and Commission Merchants

Room 100, Board of Trade,

Toronto

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

English, German and French Goods a specialty.

Representing

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

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

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

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

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

**EGGS**  
Market firm, receipts light, selling readily at 12 to 13 cents.

**BUTTER**  
Market bare of good tubs and pails which are in good demand at from 12 to 14 cents. Ship forward white fresh.

**RUTHERFORD, MARSHALL & CO.**  
62 Front St. East,  
TORONTO

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

and that these are picked too green, and as a consequence are hard. If this is so the market will be flooded next week. Plums, too, are very abundant and 40c. is about the highest price obtainable. Bananas have come in rather too fast lately and some bunches have been sold very cheap. They are rather dull when so much other fruit is on the market. Grapes are very late this year, and although some are coming in now they will not come forward in any quantity till next week. The crop promises to be a large one, if warm weather stays to do the ripening. The prevailing cold nights at present prevent a fast ripening. We quote as follows: Oranges—Sorrentos, 300's, \$3.50 to \$4 per box; 180's, \$2.25 to \$2.50 per three-quarter box. Lemons, \$2.50 to \$3.50 per box. Cocoanuts, \$4.50 a sack and 60c. per doz. Onions, 2 to 2½c. per lb. for Egyptians. Bananas, \$1 to \$1.50. New cabbage, 90c. to \$1 per bbl. Watermelons, 20 to 25c. California pears, \$2.65 to \$3 per box; muskmelons, Canadian, 60c. to \$1 per large crate; cucumbers, 15 to 20c. per 12-quart basket; Canadian tomatoes, 15 to 25c. per basket. Huckleberries, 90 to \$1 per basket; Crawford peaches, 40 to 75c. per basket; Canadian apples, \$2 to \$2.50 per barrel and 25 to 30c. per basket; pickling onions, 75c. per basket; Canadian plums, 20 to 40c.; Spanish onions, 85c. to \$1 per case, according to quantity taken. Blue grapes, 25 to 30c. per 10-lb. basket; common pears, 15 to 25c. per basket; Bartlett pears, 30 to 40c. per basket.

#### BUTTER AND CHEESE.

**BUTTER**—Better grades continue firm. The quantity coming forward is just about sufficient for requirements in both grades, although dealers say that they could handle more if it were coming forward. There is a good local demand with some additional enquiry from the eastern provinces. There is practically no call for dairy on export account. Prices remain about the same as they were last week. Best quality sells at 12 to 14c., while the medium grades move freely at 9 to 10c. Pound prints are worth 14 to 15c. Creamery seems to be holding its own in the British markets, as the export demand for pound prints is good, although that for tubs is only moderate. Tubs sell at 17 to 18c., and prints, 18 to 19c.

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



**J. McLAUHLAN & SONS,**  
*Biscuit Manufacturers,* - Owen Sound, Ont.

**CHEESE**—There has been nothing special to report this week. Factory men seem to be holding for higher prices and exporters do not seem disposed to follow. As the make continues very large, some of the factories will have to unload, as many will not be able to carry cheese much longer, and it is a question whether it is desirable to do so. Our advice is to sell at market price while in fine condition; 9¾ to 10c. is the ruling price, while jobbers pay 9½ to 9¾c.

#### SALT.

The trade in salt is not materially changed. Orders are coming in steadily but not freely. Quoted at Toronto, carload lots go at \$1 per bbl. and 65c. per sack; less than carload lots, \$1.05 per bbl. and 70c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

#### FISH.

The supply is still inadequate for the existing demand; however, stocks are no shorter than usual at this time of year. It is expected that soon larger supplies will be forthcoming and that an easier feeling will prevail. We quote as follows: Pickerel, 6c. per lb.; pike, 5½c. per lb.; whitefish, 7c.; trout, 6½c.; perch, 3c. per lb., fresh herring, 3½c. per lb.; haddies, 7½c. per lb.; Labrador herring, \$3 to \$4 per bbl. and \$2.25 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg.

#### PROVISIONS.

The market continues steady. The higher prices do not seem to have affected the demand. Bacon and lard have been particularly active. No further advance has taken place in the price of the latter article this week; in fact, some dealers

who are holding large stocks are shading our quotations. Otherwise prices are very firm.

**DRY SALTED MEATS**—Long clear bacon, 8½ to 9c. for carload lots, and 8 to 8½c. per lb. for ton lots and cases; backs, 9½c.

**SMOKED MEATS**—Breakfast bacon, 12½ to 13c.; rolls, 10 to 10½c.; hams, large, 11 to 11½c.; 12 to 13c. for small and 12½c. for medium; shoulder hams, 9½ to 10c.; backs, 12 to 12½c.; all meats out of pickle, 1c. less than above.

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

**BARREL PORK**—Canadian heavy mess, \$13 to \$13.50; Canadian short-cut, \$16; clear shoulder mess, \$12.50.

#### GRAIN, FLOUR, BREAKFAST FOODS.

**GRAIN**—The feverish state still prevails in the grain market. We quote: Wheat, No. 1 hard, \$1.12; winter wheat, 93c.; new winter, 90c.; oats, 26 to 28c.; peas, 45 to 46c.; barley, 24 to 27c.

**FLOUR**—The price of flour keeps climbing in proportion to that of wheat. We quote in carloads on track, Toronto: Manitoba patents, \$5.90; Manitoba strong bakers', \$5.50; Ontario patents, \$4.75 to \$5; straight roller, \$4.50 to \$4.65, Toronto freights.

**BREAKFAST FOODS**—Trade is fair. We quote as follows: Standard oatmeal and rolled oats, \$3.30 in bags and \$3.40 in bbls.; rolled wheat, \$2.85 in 100-lb. bbls.; cornmeal, \$2.40 to \$2.50; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

#### COUNTRY PRODUCE.

**EGGS**—There is nothing new to report this week. Receipts continue fairly free for this season of the year. We learn of one or two small lots having gone forward for export. The British export price remains firm, but it is doubtful if a profit can be obtained on shipments at present values. New laid candled brings 12 to 13s., and No. 2, 9 to 10c.

WE ARE  
PAYING  
CASH  
FOR

DRIED  
APPLES



W. B. BAYLEY & CO.  
EXPORT BROKERS

46 FRONT ST. E. Toronto



# The Events of a Busy Week

Have left us with facilities and determination stronger than ever to cater to the wants of the Trade at the **CLOSEST PRICES.**

Among this week's **Special Values** are :

**GREEN MARACAIBO COFFEE**

FINE SAMPLE

**NEW SULTANA RAISINS**

Protopazzi's 3 Star

FIRST IN  
THE MARKET

**NEW VALENCIA RAISINS**

Arguimbau's.  
Trenor's and Rogers'

SECOND SHIPMENT  
Selected and  
Fine Off-Stalk

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

**POTATOES** — There have been more potatoes marketed this week, but the quantity still continues small. The scare of the rot does not seem to be great. Dealers pay 30 to 40c. a bag and sell at 40 to 50c.

**HONEY**—At present it is only the dealers that are buying honey. The consumptive demand has not opened up. We quote light at : 60-lb. tins, 6 to 6½c.; 5 and 10-lb. tins, 6½ to 7c.; comb, \$1.50 to \$1.75 per dozen.

**DRIED APPLES** — Trade is quite dull. Prices for sound goods are firm in anticipation of a shorter crop. A large percentage of the stocks now remaining in the market are badly affected by fly and worm, and only salable at a large discount. Local price runs from 3 to 3½c. f.o.b., and jobbing price ranges about 3½c.

**EVAPORATED APPLES** — No transactions of any account have been reported this week. Buyers are paying 4c. f.o.b. Jobbers are quoting 5 to 5½c.

#### HIDES, SKINS AND WOOL.

**HIDES**—Trade is picking up considerably, and appearances point to a good fall trade. Cowhides: Dealers pay 8½c. for No. 1, 7½c. for No. 2 and 6½c. for No. 3. Steerhides : 60 lbs. and up, 8½c. for No. 1, 7½c. for No. 2 and 6½c. for No. 3.

**CALFSKINS** — Trade is fair and shows no

change. We quote; No. 1 veal, 8 lbs. and up, 10c. lb.; No. 2, 8c.; Dekins, from 30 to 35c.; culls, 15 to 20c. each.

**SHEEPSKINS** — We quote: Lambskins and pelts, 55 to 60c.

**WOOL**—The demand from local factories is increasing slightly and is giving a better feeling to the market. The quantity of wool in the country is increasing; in fact, from the natural course of events an improvement in the condition of affairs cannot long be postponed. Dealers are still paying 19 to 20c.

#### PETROLEUM, ETC.

The demand is fair and improving slightly. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

#### MARKET NOTES.

It is a long time since plums were so cheap.

It is estimated that about 10,000 baskets of peaches were sold on this market on Wednesday.

Mail advices from California state that the crop of walnuts will fall about 50 cars short of that of last year, the yield of hard

shells being about a fourth of the 1896 output, according to present estimates.

A considerable amount of the dried apples coming forward are full of fly and worm, and dealers through the country should be careful of the goods they buy. When thus affected they are worth about 1 cent a pound.

It is doubtful whether the stock of canary seed in this country ever was smaller than at present, and there are no additions known to be on the way, while no decent qualities can reach this market from the other side before the middle to the end of November.

#### QUEBEC MARKETS.

MONTREAL, Sept. 9, 1897.

#### GROCERIES.

THE grocery market has exhibited considerably more activity during the past week, and trade, especially in the staple lines, is brisk. Sugar is the most striking instance in this particular, demand being so active from jobbers that the refineries have all they can do to keep up with orders. An increased demand for syrups is one of the new features of the week, while molasses shows a higher tendency, and jobbers generally admit that supplies are much lighter than they expected they would be. Rice also shows an upward tendency abroad,

and the same disposition is strongly in evidence in the tea market, while the strength in canned goods and dried fruit is fully maintained. Altogether the general grocery situation is a very buoyant one.

## SUGAR.

There has been an active demand locally for sugar, and prices are steadily held at both refineries at the advance quoted last week. Both granulated and yellows share in the enquiry, and it seems evident that jobbers' stocks require replenishing if there is any meaning at all in the present conditions, for both the refineries are compelled to run to their full capacity to attend to all their orders. Refiners also have been operating in the raw sugar market for supplies both of beet and cane, and, in a word, the disposition is generally buoyant, and we hear of less desire to cut prices on the staple than was the case a week or so ago. We quote: Granulated, 4 1/8c. up to 10 barrels, and 4 3-16c. for larger quantities. Yellows range from 3 1/2 to 3 3/4c., and creams, 3 3/4c.

## SYRUPS.

There has been an improved demand for syrups lately, and the small stocks in refiners' hands have been appreciably reduced; in fact, high-grade syrup is difficult to get at all here, as the refiners are completely sold out of them for the present. As a result of the demand, values, which have ruled stationary and nominal in the absence of business, present a stronger feeling, stiffening fully 1/4c. per pound to 1 3/4 and 2 1/4c., as to quality.

## MOLASSES.

Business in molasses has been more active during the past week, local jobbers being in the market freely for any supplies that are offering, as it is now clear that supplies are lighter than many anticipated. Round lots of Barbadoes have changed hands at 22c. ex store, but most holders refuse that figure, being firm at 22 1/2 to 23c. In a jobbing way we quote: Barbadoes, 24 to 25c., and Porto Rico, 25 to 27c.

## RICE.

Advices continue of a very strong character on rice, cables quoting sharp advances in both Patna and India grades 6d. per cwt. higher being asked. Canadian mills are again in the market with supplies of their own domestic refined and prices are firmer than they were, as follows: Crystal Japan, \$5; standard B, \$3.50 to \$3.75; Patna, \$5 to \$5.50; Carolina, \$6.75 to \$7.75; choice Buimah, \$4 to \$4.25, and Java kinds, \$4.25 to \$4.50.

## SPICES.

There has been no change in spices, business ruling quiet and prices steady. We quote as follows: Black pepper, 9 to 10c.; pure white, 11 to 16c.; pure Jamaica

ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 12 to 14c.; nutmegs, 50 to 90c.

## COFFEES.

Coffee has met a better enquiry lately and the volume of business is sensibly enlarged, while values also have a firmer tone. We quote: Maracaibo, 16 to 19c.; Santos, 12 to 15c.; Rio, 12 to 16c.; Mocha, 24c., and Java, 25c.

## TEAS.

There has been rather more activity in

tea during the week, though jobbers, as a rule, are not disposed to operate extensively. This disposition on their part is curious, in view of the fact that all advices from primary points, especially Japan, the facts of which are dealt with elsewhere, indicate increasing firmness in values. It seems unlikely, therefore, that buyers will gain anything by holding off. We quote: Young Hysons, 14 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 1/2 to 21c. for mediums, and 28 to 40c. for high grades; In-



"I never use Tapioca"

was a common expression among housekeepers before

"MINUTE TAPIOCA"

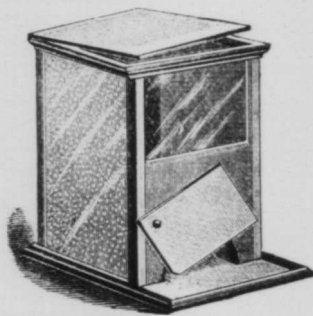
was put on the market. The tedious soaking necessary and the low quality of a great deal of the tapioca sold kept it in the background as a food article.

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

**Whitman Grocery Co.**

ORANGE, MASS.

Get it of your wholesaler or direct.



**MARSHALL'S**

Saratoga Potato

**CHIPS.**

Grocers sell them.  
manufactured by . . .

**JOHN E. MARSHALL**

118 Commercial St.,  
**Boston.**

**D. H. RENNOLDSON,**  
Agent in Montreal.



**ENAMELLED MEASURES**

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

GOVERNMENT STAMPED

**Superior**

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



**The McCLARY MFG. CO.**

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER



**WANTED** Consignments of  
**BUTTER, EGGS & POULTRY**

Quick returns guaranteed.  
**CHAS. J. GRAHAM,** Produce and Commission  
Merchant  
88 Front Street East, TORONTO.

**A** PACKET OF SEED is valuable only when it provides nourishment for birds. To sell the stuff often marketed as bird seed is worse than selling bad bread. With the bread the customer soon sees the bad value. With the seed his bird sickens and dies before the bad value is known. It may take longer in some cases than others, but such seed eventually gets in its work. Lump sugar with rat poison would be more merciful. Then the bird's suffering would not be prolonged.

An honest packet of bird food cannot allow the profit of the other kind. But it pays better in the end. Customers and birds easier to keep. They don't have to buy a bird every few months. They keep more birds. They buy more seed. The grocer makes up on extra sale the legitimate reduction of profit. Makes it up twenty times over. And wonders what becomes of all the Cotwains seed he sell.

Cottams Seed is sold by all wholesalers.

**DAWSON & CO.**

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

**FRUIT**

Large quantities are now being handled by

**MCWILLIAM & EVERIST**

WHOLESALE COMMISSION MERCHANTS

25 and 27 Church street,  
TORONTO, ONT.

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

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

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Best Quality.

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5 TUB  
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15 PAIL  
LOTS.

**F. W. FEARMAN - HAMILTON**

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

dians and Ceylons, 17 to 20c. for mediums,  
and 35 to 65c. for higher grades.

CANNED GOODS.

Canned goods generally maintain their firm tone, especially vegetables, while salmon are steady also. We quote as follows: Tomatoes, 80c.; corn, 60 to 80c.; peas, 80c.; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.40 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, 3's, 95c.; gallons, \$1.65 to \$1.75; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Löwe Inlet, \$1.30, in tall tins; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.30; lobsters, \$11 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

DRIED FRUIT.

The feeling in currants continues quite as firm as previously noted, cable quotations showing advances of 1s. 6d. to 2s. over what was asked ten days ago. Values range from 15s. 6d. on Provincials to 19s. on Patras. First quotations on Vostizzas are on the basis of 24s. On spot we quote: Barrels, 3¾ to 4c.; half-bbls., 4 to 4¼c., and cases, 4½ to 4¾c., and the stock of old is rapidly being exhausted.

Valencia raisins are firm, and definite quotations come to hand for the first time this week. They range from 14s. for off-stalk, and 16 to 17s. fine off-stalk, to 20s. for selected, while layers are quoted at 22 to 23s. The stock of old fruit on spot is almost exhausted and prices are largely nominal, ranging from 4¼c. for off-stalk to 5c. for selected.

There is the same firm feeling on California raisins, and prices are strongly held, with shippers undecided what to ask owing to the unsettled feeling on the Coast. To lay any fruit down in Montreal, however, would cost jobbers, at the very least, 6¼ to 6½c., landed in here.

Business has transpired in California prunes at the equivalent of 7 to 9c. as to grade, laid down in Montreal.

NUTS.

There has been nothing special to report in nuts. Demand is quiet. We quote: Grenoble walnuts, 11 to 12c.; do. shelled, 20c; Brazils, 11c.; almonds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; pecans, 9 to 10c.; and cocoanuts, \$3.50 to \$3.75 per 100.

**HUGH WALKER & SON**

Wholesale Commission Merchants  
GUELPH, ONT.

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

\$2.50 per case; 80c. gallon.

**THE AMHERSTBURG VINTAGE CO.** Amherstburg, Ont.

**BROCK'S BIRD SEED**

is the standard by which all good bird seeds are judged. To say it is equal to "Brock's" is the highest praise that can be bestowed. 1-lb. ½-lb. pkts. All wholesalers. See you get it.



**NICHOLSON & BROCK - TORONTO**

**E. T. STURDEE**

Mercantile Broker,  
Manufacturers' Agent,

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

**EGGS AND BUTTER**

Strictly fresh eggs are selling at 12 to 12½c. Held stock 10 to 10½c. Choice butter scarce and good prices can be realized. Correspond with

**THE WM. RYAN CO. LIMITED**

70 and 72 Front St. East, TORONTO

**S. K. MOYER,**

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,

TORONTO, ONT.

**Smoked Hams**

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

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

Pork Packers and Commission Merchants,  
TORONTO, ONT.

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

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

## DRIED APPLES.

Foreign buyers have been heavy purchasers of both dried and evaporated apples, and prices have advanced sharply in consequence to 6c. on evaporated and 3 to 4c. on dried.

## APPLES.

Receipts of apples are very light and supplies of really choice fruit difficult to obtain. Prices have stiffened in consequence, and this week \$2 to \$3 per barrel was easily obtainable.

## GREEN FRUIT.

There have been heavy receipts of green fruit here, but, despite what poorly informed daily papers have stated, Montreal is far from being a mere dumping ground. On the contrary, the extraordinarily heavy receipts lately have been absorbed with surprising promptitude and the prices realized fair. For instance, over 12,000 baskets of fruit arrived on Monday last. The auction sales had disposed of all of them before Wednesday. We quote: Oranges—Valencia, \$6 per case; Messinas, \$3 to \$3.50 per box; lemons, \$1.25 to \$3 per box; Naples lemons, \$6 to \$7 per chest; bananas, \$1 to \$1.25. California fruit—peaches, \$1 to \$1.25; pears, \$1.50 to \$2, and plums, \$1 to \$1.50 per box; blueberries, \$1.25 to \$1.50 per box. Canadian fruit—Crawford freestone peaches, 50 to 60c.; clingstone, do., 30 to 40c.; plums, 25 to 45c.; grapes, 10-lb. baskets, 30 to 40c.; 5-lb. do., 20 to 25c., and Bartlett pears, \$2.50 to \$4 per bbl., and 35 to 50c. per basket; Egyptian onions, 3c. per lb., and Spanish, \$2.50 per case.

## COUNTRY PRODUCE.

**BEANS**—A leading feature in the market for country produce has been the demand for these, and prices have advanced pretty sharply as a consequence to 70 to 80c. for prime and 90c. to \$1 for hand picked. Numerous enquiries have been received here from the Maritime Provinces asking for quotations.

**EGGS**—The demand for eggs to-day was only fair, and the market in consequence was quiet, but prices as yet show no change, although receipts continue liberal. We quote: Choice candled, 12½ to 13c.; No. 1, 11½ to 12c., and No. 2, 9½ to 10c. per dozen.

**HONEY**—There is no change in honey. White clover comb is offering at 10c. and dark at 7c.; bright extracted at 6½ to 7c., and dark at 4 to 5c. per lb.

## PROVISIONS.

A good, steady business continues to be done in provisions, the demand being fair for all lines, and prices for smoked meats are higher. We quote: Canadian pork, \$15 to \$15.50 per bbl.; pure Canadian lard, in pails, at 6¾ to 7¼c., and compound refined at 5¼ to 5½c. per lb.;

hams, 12 to 14c., and bacon, 12 to 13c. per lb.

## FLOUR AND MEAL.

The feature of the flour market was the active demand from foreign buyers for Manitoba grades at an advance of 2s. over what they bid on Friday last week. The Lake of the Woods Milling Co. sold 1,000 sacks for shipment to London and 1,000 sacks to Glasgow, and W. W. Ogilvie sold 4,000 sacks for shipment to Liverpool, Glasgow and Manchester. It might be stated that the above sales were made at much higher prices than foreign buyers were willing to pay when cash wheat in Chicago sold at \$1.02. The instructions coupled with the above first two sales were to rush shipments forward, to which the miller stated it looks as if the Englishmen were caught short of this grade of flour this time, and export prices are about on a par with local values at present. There was also a better demand from Quebec buyers, and sales aggregating 2,000 sacks were reported. Locally trade was fairly active, but sales are principally in small lots, to fill actual wants. We quote: Winter wheat patents, \$5 to \$5.25; straight rollers, \$4.85 to \$5, and in bags, \$2.25 to \$2.35; best Manitoba strong bakers', \$5.50; second do., \$5, and low grades, \$3.15; Hungarian patents, \$5.90.

The demand for feed continues slow, and the market is dull, with no change in prices to note. We quote: Manitoba bran at \$11 to \$11.50, and shorts at \$12 to \$12.50 per ton, including bags. Ontario bran, in bulk, is offering at \$10.

The tone of the meal market was steady, but sales are slow, as buyers have ample supplies on hand. We quote: Rolled oats, \$3.30 per barrel, \$1.60 per bag; standard meal, \$3.20 per barrel and \$1.55 per bag.

## BALED HAY.

The demand for old hay is fair, and the tone of the market is firm at the recent advance. We quote: No. 1, \$11.50 to \$12.50, and No. 2, \$9.50 to \$10.50 per ton in car lots on track.

## CHEESE AND BUTTER.

Cheese was firm but quiet during the past week. We quote: Finest Ontario cheese, 9½ to 9¾c.; finest Townships cheese, 9¾ to 9½c.; finest Quebec cheese, 9¾c.

The butter market ruled fairly steady, though the enquiry from exporters is not as brisk as it might be. To move any strictly finest would necessitate 19½c. at the least. We quote: Finest creamery, 19 to 19½c.; seconds, 18½c.; dairy butter, 12½ to 13c.

## MONTREAL NOTES.

Enquiry for beans from the Maritime Provinces has been a feature lately on this market.

Both dried and evaporated apples have advanced very sharply under extensive buying for foreign export.

Advices on tea from primary markets, especially Japan, infer that buyers will gain nothing by holding off.

Cables state that both Patna and India grades of rice have advanced 6d. per cwt. with prospects of still higher prices.

Flour continues firm at the advance and local millers, as noted in the regular report, have been heavy exporters to Great Britain.

## NEW BRUNSWICK MARKETS.

## OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Sept. 9, 1897.

**T**HERE has been a quieter business during the past week. The firm feeling continues, and except in flour, there is a tendency to a further advance. Oatmeal particularly has strengthened. The millers who had held back have now advanced their prices. Wholesale dealers have been buying lard freely owing to firmer prices and some packers advancing slowly. Dried fruit has a place of interest; dealers are surprised at the strength shown by California raisins in the face of a large output. The increased American duty on foreign raisins is the chief cause of their having shown a steady advance since opening. The retailers are looking for a good trade during Exhibition week, and the wholesale men hope to see many of their customers and to receive good orders. The Exhibition opens on the 14th, and from present prospects will be one of the best ever held here.

**OIL**—With the decline in the demand for lumber comes a corresponding decline in the demand for lubricating oil from the mills. There is, however, a fair business, and the increased sale for burning oil makes the want of the other business felt less. Cod oil is very low and dull. There being no United States demand our market is overstocked. We quote: Best American burning oil, 17½ to 18½c.; Canadian water white, 16 to 17c.; Canadian, prime, 14 to 15c.

**SALT**—Stocks of coarse are getting light, while there continues to be a fair sale. A cargo should be now here. It is about all sold to arrive, so that in coarse salt prices are likely to rule firmer. In factory-filled, there are ample stocks and prices are easy. Canadian has the usual large demand for table and dairy use. We quote as follows: Coarse, 47 to 50c.; Liverpool factory-filled, 85c. to \$1; Canadian fine, 90c. to \$1 per bag.; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.; rock salt, \$5 to \$6 per ton.





# A tree is known

by its fruit ; so is a cow judged according to its milk. The milk which we use is carefully tested and proved to be full cream milk, the product of healthy cows before it is finally accepted. We have no dealings with doubtful or unhealthy cows. Constant vigilance ensures a supply of pure, good milk, and our condensing process is so complete that **OWL BRAND MILK** is pronounced a perfect article.

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



## The Club Coffee

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

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

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

# TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. + Once Tried Always Used.

**BALFOUR & CO., HAMILTON**

DO YOU SELL

# Tomato Catsup?

And do you sell the best?

It is made by . . .

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

Vinegar Manufacturers, TORONTO

Crosse & Blackwell's

NEW SEASON'S

# PEELS

Now in store.

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

## Extra Choice

**Hams Bacon  
 Pure Lard  
 Mess Pork**

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

Pork and Beef Packers,  
 TORONTO

## COFFEE BLENDS

Roasted, Whole or Ground.

- "P. I. & CO."
- "CRESCENT"
- "CROWN"
- "BEE HIVE"

Send for samples and quotations.

**PERKINS, INCE & Co.**

TORONTO.

"How to sell Coffee"

. . . BUY . . .

# Excelsior Blend

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

**Todhunter, Mitchell & Co.**

TORONTO

BUY

# Ivory Bar Soap

THE BEST MADE

**CANNED GOODS**—St. John houses have bought freely at the lowest prices, and most factories have withdrawn quotations. It is said that there is nothing like a combination among them. Our dealers are looking for nice profits in canned goods. It will be the first for some years. Spot tomatoes are very scarce, as also are lobsters. In salmon the feeling is easy. Oysters have light demand; prices are firm. Clams and scallops show a good sale. We quote as follows: Corn, 65 to 70c.; peas, 75 to 85c.; tomatoes, 85 to 90c.; gallon apples, \$1.80 to \$1.85; corned beef, Canadian, \$2.40 to \$2.50; American, 2-lb. tins, \$2.60 to \$2.70; 1-lb. tins, \$1.40 to \$1.60; oysters, 2's, \$2.10 to \$2.20; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.75 to \$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.50 to \$2.75; salmon, \$1.25 to \$1.40; lobsters, \$2.50 to \$2.60; had-dies, \$1.15 to \$1.25; clams, \$5 for 4 doz.; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

**GREEN FRUIT**—There is a large demand. In almost every case prices are quoted lower. This is particularly true of California fruit, which continues to have very large sale, except, perhaps, grapes, which as yet are in but fair demand. Apples are coming in more freely, and many are of poor soft quality, so that some prices are low. Lemons, with a good demand, are quoted lower. Oranges have the least attention in the fruit line. Melons are about out of the market, the season for demand being over. Eastern pears still show great range in quality. Canadian plums are arriving freely and sell low; they help to fill the place of the Nova Scotia variety, which are very scarce. Good apples will bring high prices this season. It is said that the crop of Gravensteins in Nova Scotia, while not at all as large as last season, will be better than latter fruit. We quote: Lemons, \$4 to \$4.50; oranges, \$4.50 to \$5; bananas, \$1.50 to \$2; Bartlett pears, per bbl. \$4 to \$6; tomatoes, 75c. to \$1 per crate; cucumbers, \$1 per bbl.; apples, \$1.50 to \$3.50 per bbl.; California peaches, \$1 to \$1.25; California plums, \$1 to \$1.25; California pears, \$2 to \$2.50; grapes, \$1.50 to \$2.25 per crate.

**DRIED FRUIT**—Prices are all high. California loose muscatels continue to advance and are now 1½c. above opening prices; in fact, 4-crown are about 2c. above first price named here. As yet no orders have been placed; it is thought prices will fall off somewhat. In Valencias a few new are here and further shipments are expected. The quantity bought to arrive is not large. Stocks of all kinds of dried fruit are very low. Currants both here and abroad are

higher. In evaporated apples the stock is very small and prices are advancing. Efforts to buy old stock at outside points are unsuccessful. Dried are higher but have little attention. American onions are being received in quantity and prices are held firm. We quote: Raisins, Valencias, old, 5¼ to 6c.; California L. M. 3-crown, 7 to 7¼c.; London layers, \$1.75 to \$2; currants, cases, 5¼ to 6c.; bbls., 5¼ to 5½c.; cartoons, cleaned, 7¼ to 8c.; bulk, cleaned, 6½ to 7c., prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples 3½ to 4c.; evaporated apples; 6 to 6¼c.; onions, \$3 to \$3.50 per bbl.; cocoanuts, \$2.50 to \$3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, old, 6 to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 7¼ to 8c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.; new Valencias, about 7 to 7½c.; do. layers, 8 to 8½c.

**SUGAR**—While the market shows no change for the week, refineries are finding a much better enquiry, and prices are firmly held. Dealers are finding their stocks of granulated, which have been so ample, slipping away, until now they find themselves sold out, or nearly so. We quote: Granulated, 4¼ to 4¾c.; yellows, 3¾ to 3¾c.; Paris lump, 5¼ to 5½c.; powdered, 5 to 5¼c.

**MOLASSES**—Some New Orleans has been placed here, the first for some time. Barbadoes is still offered low. Where quality is good at present prices it is particularly good stock. In Porto Rico prices are rather firmer. Stocks are not large. We quote: Barbadoes, 23 to 24c.; Porto Rico, 27 to 30c.; New Orleans, barrels, 25 to 28c.; Antigua, 22 to 23c.; syrup, 36 to 38c.; St. Croix, 20 to 22c.; Demerara, 33 to 34c.

**DAIRY PRODUCE**—Eggs show quite a firmness, and prices have advanced. They have been scarce, but at present figures they seem to be more plentiful. Butter, while coming in freely, and while yet quiet, tends firmer. Cheese is higher, but is still below outside figures. Stocks are light and a further advance looked for. We quote: Dairy butter, 15 to 17c.; creamery, 17 to 18c.; prints, 18 to 20c.; cheese, 9½ to 10c.; eggs, 12 to 13c.

**FISH**—There is a better demand, particularly in pickled herring. Bay and Grand Manan are the only grades to hand. There is a demand for larger fish, but they are not to be had. Prices on present stocks have been advanced. Dry cod show good business and firm prices. In hake prices are also higher. Smoked herring keep dull. Pickled shad are firm; fresh shad are about out of the market. Boneless fish show steady sale. We quote as follows: Large cod, \$3.15 to \$3.25; me-

dium, \$3 to \$3.10; pollock, \$1.25 to \$1.30; bay herring, \$1.45 to \$1.50 per half-bbl.; smoked, new, 6 to 7c.; shad, half-bbl., \$4.50 to \$5; boneless, 2½ to 4c.; cod, 6 to 6½c.

**PROVISIONS**—As in other lines, values are higher. Some old clear pork is still in the market. Quotations are lower than stock could be placed at. Mess is very scarce and is tending higher. Prices of smoked meats are firm. Lard, which dealers have bought freely and which has been so very low, is moving up. We quote: Clear pork, \$14.50 to \$15.50; mess, \$13 to \$14; plate beef, \$13.50 to \$14; hams, 13 to 13½c.; rolls, 9½ to 10c.; pure lard, 6¼ to 7c.; compound, 6¼ to 6½c.

**FLOUR, FEED AND MEAL**—Flour, which tended to slip off from highest points, seems to gain strength and firm prices are looked for. While the advance has been so considerable prices are not high. In oatmeal the upward tendency continues and prices are marked higher. Oats are somewhat hard to get at present; new will soon be offered. Prices are very firm. Cornmeal, which has been so low, shows quite an advance and is firm. Beans are good stock, the advance being maintained. While there is but little demand for feed, it is scarce. Barley is higher. The crop is much below that of last year. Split peas and other grades are marked up, they being hard to get. Hay is easy. We quote as follows: Manitoba flour, \$6.25 to \$6.35; best Ontario, \$5.40 to \$5.50; medium, \$5.25 to \$5.35; oatmeal, \$3.65 to \$3.75; cornmeal, \$2.20 to \$2.25; middlings, car lots, in bulk, \$15 to \$16; bran, do, do, \$13.50 to \$14.50; hand-picked beans, \$1.20 to \$1.25; prime, \$1 to \$1.10; oats, 34 to 36c.; hay, \$12 to \$13; barley, \$3 to \$3.25; round peas, \$1.25; split peas, \$3.15 to \$3.20; yellow eye beans, \$1.75; timothy seed, Canadian, \$2 to \$2.25; do. do., American, \$1.75 to \$2; clover, 8¼ to 9c.; alsike, 8½ to 9c.

#### ST. JOHN NOTES.

The new D.A.R. steamer Prince Edward is now running between Yarmouth and Boston.

W. Frank Hatheway has received a shipment of Maconochie's pickles in the large bottle with patent stopper. They are the first to come here.

Two St. John boys are soon going to Montreal: Henry Duffell to take a position with the Canada Calcium Carbide Co., and Chas. Nevins to go with the Abby Effervescent Salt Co.

The steamer St. Croix, running direct to Boston, took a very large cargo of sardines forward this week, having upward of 22,000 cases. She loaded them at Lubec and





**EAST  
INDIA  
PICKLES**

**PIQUANT  
APPETIZING  
DELICIOUS**

There are none  
other so nice.

Ask your wholesaler

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



**Pickles.**

Home cooking is not very good—beg pardon—comparatively. Heinz's Baked Beans make some of it unnecessary.

Other Popular Specialties—

**SWEET PICKLES  
INDIA RELISH**

**TOMATO CHUTNEY  
TOMATO KETCHUP**

ETC.

For sale by—

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

**MEDALS--**

PARIS  
CHICAGO  
ANTWERP  
ATLANTA, Etc.

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



Eastport. She brought them here, as she does not stop at those points on her regular trip, but made a special run from St. John there and back in order to load them. The season for sardines there so far has not been successful.

Cold storage is again being talked about here. It has been a subject of some interest for the last few years. At present it would look as if next spring would see a good modern cold storage warehouse built in St. John.

We have the following notes from Prince Edward Island: "The wheat harvest is the best in years, but fruit is a failure. Mackerel are at some points a large catch; one schooner reports taking 100 barrels last week."

THE GROCER regrets to report the death of Mr. James E. Barnes, the head of the well-known book-binding and stationery house of Barnes & Co. Few men in this city held the respect of his fellow citizens as did Mr. Barnes.

Mrs. Corcas—"Our league of emancipated women is going to have a lecture on the social equality of the sex. You must be sure to come."

Mrs. Cobwigger—"Certainly, my dear, I shall bring Miss Manners with me, as she believes in social equality."

Mrs. Corcas—"Not for the world. You know she isn't in our set."

**TROPICAL FRUIT EXPERIMENTS.**

We understand that the United States Government contemplates the establishment of an experimental tropical station in the lower part of Florida.

For several years the department has been experimenting with the pineapple, and has at last succeeded in bringing out many new varieties from the seeds of different varieties crossed. These plants are small, but it is expected that when they come into bearing there will be among them many choice varieties. These may supersede the varieties now in cultivation. These experiments have extended to the citrus family, guavas, etc. The great obstacle that has been in the way was the location of these Government experimental stations. They have been so far north that all the careful and painstaking labor of the experimenters was liable to be wiped out by cold. The establishment of the station in Florida below the danger line will enable those who have charge of this important branch of the Government to experiment with the most tender fruits, plants and shrubs.

**CANNED AND DRIED FRUITS.**

A writer in a New England paper expresses the opinion that in time dried fruits will supersede the canned variety entirely. We never expect this to come to pass, unless a vast improvement is made in the

methods of drying. Canned fruit stands in a category of its own. It is no more like dried fruits than a peach is like a pear. Both are fruits, but there the resemblance ceases. The dryers of fruits, whether in this country or abroad, have never succeeded in drying or evaporating so well that their product could pass for anything but what it is—dried fruit. The extraction of the juices in order that the fruit may be made to an extent imperishable, changes its whole character and alters both flavor and appearance.

On the other hand, a good can of fruit admirably counterfeits the natural, fresh fruit. Take a can of fancy California yellow peaches, and it is practically impossible to say when eating it whether it is prepared at the moment or canned two years ago. This is one reason why the dried and canned fruits can never, in our opinion, conflict. They are two separate and distinct products.—Grocery World.

Q.—"Why is a dog longer at night than it is in the morning?"

A.—"Because it is let out at night and taken in in the morning."

Grocer (suggestively)—"You haven't paid that little bill of mine yet."

Legislator (pensively)—"No, it has only just passed its second reading."

**FOUND  
AT  
LAST**

THE ...

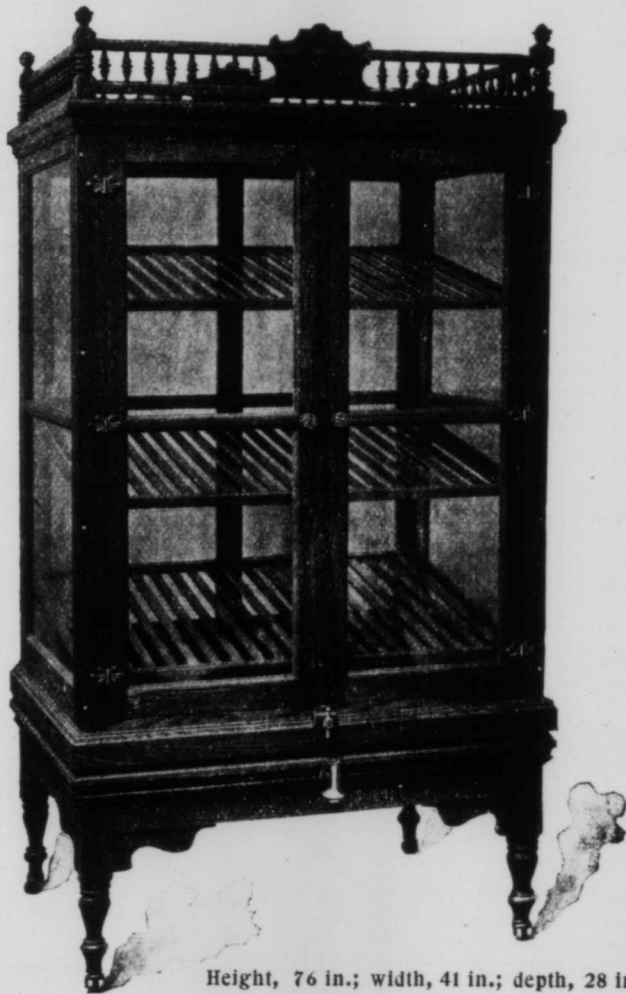
**"PRAESERVO"  
CASE**

A  
Perfect Cabinet  
for

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

No shrinkage  
No drying up  
No loss in weight

Fruit kept  
Moist and Fresh  
always.



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

Write us for Descriptive Catalogue.

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

**HINTS TO BUYERS.**

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

**S**HREDDED Whole-Wheat Biscuit, the product of the entire wheat berry, claimed to be a natural food, is in stock with the Eby, Blain Co., Limited.

The Davidson & Hay, Limited, report good sales of "Shredded Wheat Biscuit."

T. Kinnear & Co. have Arguimbau fine off-stalk and select Valencia raisins now in stock.

Shipments of Crosse & Blackwell's goods are arriving this week for Davidson & Hay, Limited.

A shipment of new season's Ceylons and Young Hysons is in store with the Eby, Blain Co.

Laporte, Martin & Cie have received another consignment of fine off-stalk Valencia raisins.

T. A. Lytle & Co. expect to have their new stock of tomato catsup ready for shipment in a few days.

An exceptionally early arrival of new sultana raisins is announced in this issue by the Eby, Blain Co., Limited.

Clemes Bros. received a direct shipment of Arguimbau Spanish onions this week. They are fine quality this year.

D. Gunn, Bros. & Co. say that their special prices in hams and bacon for these two weeks are bringing a good trade.

Robert Greig & Co. have made some heavy shipments of "Crown" flavoring extracts to maritime points this week.

"Princess Louise" Japan tea is a favorite, judging by the constant and increasing demand we have for it," write Laporte, Martin & Cie.

W. H. Gillard & Co. have just received a further consignment of Gillard's new pickle and Gillard's new sauce from the manufacturers in England.

The Davidson & Hay, Limited, are showing a very fine sample of new Sultana raisins. This is the earliest arrival of this fruit on this market.

T. Kinnear & Co. have a shipment in this week of Canadian kippered herring. These are something new in this market; they bring \$1 per dozen.

Greig's "Crown" extracts have had an

immense sale this season. The firm are enlarging their manufacturing department to keep up with the demand.

W. H. Gillard & Co. have in store a large and varied stock of Japans, high and medium grades, bought early in the market, and showing splendid values.

"We have had good sales of cheap Congous as advertised in THE GROCER last week," report Davidson & Hay, Limited. These are splendid liquoring teas, and are moving out quickly.

Robert Greig & Co. have advice from Germany that the price of Keopff's family gelatine is likely to advance shortly. While stock on hand lasts the agents will not increase the price here.

John Mouat, W. H. Gillard & Co.'s Northwest representative, states that during the past year he has sold over twice the quantity of their standard black teas than during the former season. This argues well for their merit.

"Yes, 'Kolona' tea has more than held its own at our Exhibition exhibit—which was equipped for work, not for display—and the prospective number of new consumers which will result is a source of much satisfaction to us," was remarked by one of the members of the Eby, Blain Co.





Perfectly wonderful, the success of the business and the growth of the tea trade since the introduction of **CEYLON** and **INDIAN** Teas. Every wide-awake, progressive grocer should study the special qualities of **CEYLON** and **INDIAN** Teas, they are purer, cleaner, healthier, more invigorating and more economical than the weak characterless teas of Japan and China. Try **Ceylon and Indian Teas.**

**A WORD OF WARNING.**

**M**ERCHANTS throughout the country who are in the habit of buying dried apples should be careful at this time of year in the choice of the fruit that they purchase. Many lots are coming forward which, although apparently free from the fly and worm pest, yet when explored are found to be fit for only certain purposes, where they value about a cent a pound. Not that the condition of the fruit is any worse this year than previous years; still it is no better, and the weather just now seems to be very favorable for the breeding of the maggot, so that any of these goods that are still roaming around the country, and there are quite a few, are liable to be affected. All the more care is needed, as the eggs deposited by these flies hatch out the maggot in a few hours. Purchases should be immediately shipped to the commission houses.

The chief mischief-maker of this pest is the fly. In spite of great care in packing, one or two of these flies may obtain admission to a barrel of dried apples; we will suppose he does. At first no havoc is committed, but with the advent of warm weather eggs are deposited, and in a few hours of suitable conditions maggots are hatched out. These maggots attack the apples and turn them into very dust. The drier the apples are the worse is the pest and the quicker they eat up the fruit. These maggots seem to be turned into flies by nature just as the butterfly is formed, and thus the whole barrel or case is attacked by the pest.

Merchants can generally avoid any loss from such conditions by shipping their fruit as soon as it is purchased, in winter or in summer. The pest is not generally bred in winter; in fact, the conditions favorable for breeding are not precisely defined, but the damage begins in the early summer and it is as well to accept the market quotations as to wait for better ones and run the risk of having the goods spoiled altogether.

**CHINESE EGGS.**

"Fresh eggs from China" is a conspicuous sign posted in the windows of the Chinese stores and restaurants in Chicago. But it is stated that the wording is in Chinese characters, and that the eggs are a delicacy that only appeals to Chinese natives. Each is wrapped in a mass of black mud that retains its putty-like consistency for months, even when exposed to the air. They come in boxes holding 25 Chinese dozen—that is, 10. Everything that comes from China is purchased by tens. The eggs keep absolutely fresh. Peeling the mud coating from them, the faint blue tint of the shell is disclosed. The only difference between the eggs of an American duck and

a Chinese fowl, and an unfailing mark that keeps the dealer from practising a deception, is that the yolk, instead of being yellow, has the color of an American Beauty rose.—The Chef.

**MANITOBA MARKETS.**

WINNIPEG, Sept. 8, 1897.

**W**HEAT, wheat, wheat, is the cry in Manitoba. Fully 90 per cent. of the harvest is now stoked and threshing is general. This is from two to three weeks earlier than usual; in some places the yield is below anticipation, and in others above, so that it is as yet too early to make an estimate of the total yield. Samples so far received show the quality to be excellent and the color good. The price in the country is 80c. on 18 and 19c. freight rate. In groceries there has not been any change for the week. Business in all lines is very good indeed, and the tone of trade is healthy.

**GREEN FRUITS**—Oranges are really out of market. Lemons are all coming in from California; the supply is good and price is a little easier, being now \$5 to \$5.50 per case. A small consignment of Ontario peaches, plums and tomatoes came in by express last week, but were in an unsatisfactory condition; in fact, a number of the 20-lb. baskets of plums were sold as low as 60c. The plums, peach and pear market is well supplied with American fruit, the stocks coming in from Washington, Oregon and California. The goods are arriving in first-class condition. Plums and peaches, \$1.40 to \$1.45 per case of 20 lbs.; pears, \$1.75 to \$2 for the 40-lb. crates. California Tokay grapes are now in, and quoted at \$3.25 to \$3.50 per 20-lb. crate. Quite a supply of Illinois Concords have arrived, and are selling at 55c. per basket. These baskets are called 10-lb., but really average only 8 lb. Bananas are growing scarcer; small lots are sold at \$1.75 to \$2 per bunch. Apples are arriving in large quantities, but so far they are all southern fruits. They are arriving in excellent condition and are selling from \$3.75 to \$4.25 per bbl., according to size and quality.

**BUTTER**—Eleven cents for round lots at point of shipment is the latest return. Creamery: the market is still rising; 18½c. f.o.b. factories was paid last week, and many factories are now holding for higher figures.

**CHEESE**—Also continues to climb; 7¾c. for large and 8¾c. for small being now the price paid. The quality is very good and the demand is steady.

**EGGS**—This product is growing scarcer and the price is increasing; 13c. is being paid in Winnipeg, and the price to jobbers after candling is now 14½c.

**THE SALMON PACK.**

The Grocer and Country Merchant, of San Francisco, says: "The British Columbia pack closed on the 24th inst. with a total of 900,000 cases, which, though the largest on record, is yet much less than the million and a half that was expected and prepared for, but for which the run of fish was too irregular. The Puget Sound and Point Roberts spring sockeye pack has also closed with a total of 275,000 cases. The Point Roberts contingent of this, 125,000, has been sold for the English and Australian markets. Outside packers expected three times the 150,000 that they actually realized, and prices on this description have been advanced to 90c.; 42,000 cases arrived this week from Karluck, but were all previously sold. The pack of red fish will be lighter this year in Southeastern Alaska, but of pink there will be a good supply. Generally the Alaskan pack of the association will be a full one, but of others it will be light. The Columbia River spring pack has been 475,000 cases. Leading packers, such as Warren, Farrel and Hanton, are sold out of Chinook talls, and have but a small surplus of flats. Steel heads are about cleaned up. Fall packing commences on the 10th of next month, and heavy sales of the same have been made in advance."

Sutherland & Campbell, the wholesale grocers and tea importers, Winnipeg, have received a carload of the new season's Japan tea.

**THE BEST CANADIAN LAMP OIL MADE IN CANADA**

Car Loads or Less. Write for Prices.

**THE QUEEN CITY OIL CO., Limited**  
Samuel Rogers, President. **TORONTO**

**FOR SALE**

A GROWING BUSINESS

**Groceries and Crockeryware**

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

**Buy Concentrated****VINEGAR**

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

**Awarded Three Gold Medals.**

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

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

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

**GRAPE WINE VINEGAR CO.**

25 Front St. West

Sole Manufacturers. **TORONTO**



*Our Importations of Molasses for  
This Season.*



# BARBADOS

	Puns.	Hhds.	Bbls.
Barkentine "Peerless," loaded by Da Costa & Co. ....	665	71	50
Schooner "Elma," loaded by S. P. Musson, Son & Co. ....	772	58	71
Schooner "Cheslie," loaded by Da Costa & Co. ....	807	75	84
Brigantine "R.L.T.," loaded by S. P. Musson & Co.	910	78	97
Total.....	3,154	282	302



# PORTO RICO

Schooner "Sir Hibbert," loaded by A. Hartmann & Co., 400 Puns.



# HUDON, HEBERT & CIE.

Wholesale Grocers and Wine Importers

**MONTREAL**

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**A** MEETING of the creditors of Elizabeth H. Potts, general merchant, Little Current, Ont., was held on the 6th inst.

John E. Casson, grocer, Toronto, is offering to compromise.

Tees, Wilson & Co., wholesale tea merchant, Montreal, have assigned.

W. R. Lenontine, general merchant, Southampton, N.S., has assigned.

V. St. Pierre, general merchant, Sayabec, Que., is offering to compromise at 40c.

The Slocan News Co., grocers, Sandon, B.C., are reported in financial difficulties.

Mayhew & Farquharson, general merchants, Admaston, Ont., are asking an extension.

The stock of cigars of W. H. Tolbutt, Halifax, has been taken possession of under bill of sale.

Moise Mesnard, general merchant, St. Justine de Newton, Que., has assigned to Kent & Turcotte.

W. T. Gibbons, grocer, Toronto, has assigned to J. P. Langley. A meeting of the creditors was held on the 9th inst.

Daniel & Agatha Mahony, grocers, Hamilton, have assigned to G. Burkholder, Hamilton. A meeting of creditors was held on the 4th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Henderson & Omerod, dealers in lubricating oil, Winnipeg, Man., have dissolved partnership.

Jacques Chalou and Alexina Chalou have formed a partnership in Montreal to trade as grocers under the style of Chalou & Co.

John Mullin and Edouard Pinsonnault, general merchants, Waterloo, Que., have formed a partnership to do business as general merchants, under the style of Smythe, Mullin & Co.

SALES MADE AND PENDING.

George Coble, grocer, East Toronto, Ont., has sold out.

George Rennie, Toronto, has sold out his flour and feed business.

Catharine Herring, grocer, Mildmay, Ont., is advertising business for sale.

The stock of T. Montpetit, grocer, Montreal, has been sold at 52½c. on the dollar.

The general stock of the estate of C. M. Deverell, Ravenshoe, Ont., has been sold.

E. A. Loney, general merchant, Maxville, Ont., has sold his stock at 62½c. on the dollar.

The assets of J. O. Clermont, grocer, Montreal, were sold at auction on the 8th inst.

J. B. Boutin, general merchant, Lauzon, Que., has sold his stock at 55c. on the dollar.

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

They are The Best in the Market.  
Good Goods are an Advertisement.

They will win you trade.

Consumers want them.

You can sell them and make money.

The assets of James O'Shaughnessy, grocer, Montreal, are to be sold at auction on the 10th inst.

The assets of P. G. Miller, general merchant, St. Felix de Valois, Que., were sold at auction on the 9th inst.

The stock of Lefebvre, Michel & Co., manufacturers of vinegar, Montreal, were sold at 21½c. on the dollar.

CHANGES.

Rosaree Martel has commenced a grocery business in Montreal.

E. Allard, cigar merchant, Montreal, has sold out to Claude Genin.

Silver Allen, general merchant, Pugwash, N.S., has opened out in business.

T. M. Studam, crockery dealer, Quebec, has sold his stock to Nap. Tessier.

Alfred Vidito has opened a meat and provision business in Springhill, N.S.

D. W. French & Co., general merchants, Sandon, B.C., have been succeeded by H. Giegerich.

George Percival has started business in Montreal as a commission merchant of wines and liquors, trading under the style of George Percival & Co.

Mary Ann Buchanan, wife of Arthur A. Cooper, is registered proprietress of the business of M. A. Cooper, manufacturer of aerated waters, Montreal.

FIRES.

Thomas Steele & Co., general merchants, Ridgetown, have sustained loss by fire.

The stock of J. H. D. Turner, dealer in fish, St. John, N.B., has been damaged by water. Insurance, \$2,000.

**SITUATION IN PRUNES.**

**T**HE past three or four days has developed decidedly more interest in all lines of California dried fruits for forward shipment among eastern buyers, and a considerable amount of business has been done. Much more, it is understood, could have been sold for distribution in the eastern markets, but for the fact that buyers at this end generally entertain views lower than those of the sellers on the Coast. The latter seem to be very confident of a large market for this season's crops, both at home and abroad, and while they might make large sales readily by making some slight concessions, are disposed to hold for full prices. The result has been that a majority of the orders telegraphed to California within the past few days have been turned down on the ground that the buyers' bids were below sellers' ideas. When the sharp advance in

California prices occurred a week or so since the eastern trade expressed an unwillingness to pay the higher prices, but with the consuming markets closely cleaned up and the season of consumption approaching, they are beginning to show greater readiness to meet the views of sellers.

After raisins prunes seem to be the subject of chief interest at present. Notwithstanding the fact that the crop which is now about to be shipped is said by some authorities to be one of the largest, if not the largest, California has so far produced, and that Washington and Oregon have had very full crops this season, prices have shown a steady upward tendency of late. This is in part due to the fact that there is not only little prospect of important competition from abroad, but that the foreign outlet for Pacific Coast goods is steadily extending and has already reached important proportions, while with all of the principal domestic markets practically bare of supplies, and the season of largest consumption close at hand the sellers on the Coast look for a large consuming demand. So long, therefore, as they are not forced to sell to obtain ready money they are indifferent to bids which fall below the quotation they have made, and these are one-half to three-quarters of a cent above the prices based on the four sizes that were made at the beginning of the season.

The 1896 crop of prunes was a fair average one, while the carryover from 1895 was considerable, nearly all of the larger distributing centres having more or less, this market alone, it is said, carrying some 75 carloads. Nearly all of these goods, we understand, have gone into consumption, and what remains is in the hands of strong holders. The 1896 season opened at 2¾ to 3c. for the four sizes f.o.b., but subsequently advanced to 3½ to 3¾c., with rather free sales at the higher figures. Owing to the competition of evaporated and sun-dried apples, which were in excessive supply and offered at unprecedentedly low prices, the higher rate on prunes lasted but a short time, the market receding to about the opening figures. Then trade started up again and stocks were rapidly absorbed. The concentration of the small remaining stock and the exceptionally good home and export demand for the summer season have, during the past six weeks, resulted in a considerable advance in spot prices. Opening prices this year, notwithstanding this and the higher prices for evaporated apples, were lower than ever before, but gone up somewhat as stated and a further advance in the quotations is looked for and according to some of the representatives in the trade seems to be warranted by the better prospects for trade during the coming season.



# Good Advertising

## For Wide Awake Retailers

### By F. James Gibson.

From the Dry Goods Review.

**I**N connection with the Good Advertising Department we have opened a Criticism Department and a Question Drawer Department. Knowing the great importance to the retail dealer of good advertising, and desiring to help our subscribers to become good advertisers, we have secured the services of Mr. F. James Gibson. Mr. Gibson, who is one of the leading advertising experts of the day, will be ready to answer all questions relating to advertising sent to our question drawer. He will also criticise any advertisements sent for that purpose and give the benefit of his advice on advertising subjects generally.

It is also our desire that our readers will help along this good work by sending to us for publication any advertisements which they have found to be particularly good for drawing business. In this way this department of The Dry Goods Review will become a sort of clearing house for good advertising, and we will be helping one another to better things in the way of advertising.

The services of Mr. Gibson are entirely free to our subscribers.

Good advertising will not, in itself, make a retail business successful—it is only one of several things necessary to success. Good buying, good selling, good store management and able financing are each as important as good advertising, and no dealer is likely to succeed in these days of keen competition without all these five aids to success.

But what is good advertising? Advertising, in the commercial sense, has for its ultimate object the selling of something. Good advertising is that which accomplishes this result economically and well. It was the complaint of the young general, Bonaparte's, opponents that he did not fight his battles according to the rules of war as then understood. Napoleon's reply to this, when he heard of it, was: "But I win battles." Good advertising is something like good fighting, and the man who "gets there" probably is the one who doesn't lie awake nights thinking about rules. But for all this, war, as usually carried on, is a science, and the man who has studied it the most and knows most about its fundamental principles has, other things being equal, the advantage of his opponent.

\* \* \*

It is a well-known fact that only a very small percentage of business men succeed in business. How many of the vast number of commercial wrecks which dot Canada (and all other countries) from end to end are due to a lack of knowing how to advertise? It is, of course, impossible to know. It is safe, however, to say that there is no branch of business effort more necessary for success to the retail dealer to-day than is advertising. A dealer who does not know how to secure the publicity necessary for his business is badly handicapped. There are at the present time throughout Canada thousands of retail dealers who are doing nothing more than making both ends meet. And yet these men have success quite within their grasp except for one thing: They don't know how to advertise. They'll die poor men. These men are, as I

know from experience, keen and careful buyers. They are good salesmen also and attentive to their customers' wants, as well as economical in their expenditures. So far as their business gives them play, they are also good financial managers. But there is something lacking somewhere. Nine times out of ten the thing lacking is good advertising. These dealers either refuse bluntly to advertise at all, saying they don't believe in it, or else they go about it in such a haphazard, half-hearted way that no good can come of it. In the meantime, the business that perhaps properly belongs to them goes to some big department store or other place of business which advertises. By-and-bye the day of awakening comes, and they all start in and kick the man who advertises. But he can stand it; he has the business.

\* \* \*

The department store question, which has lately been so extensively discussed in Canada and in other countries, is very closely allied to this subject of good advertising. The great growth during the past 25 years of the daily newspaper press has put a powerful instrument of warfare into the hands of the aggressive and enterprising dealer, and he has not been slow to avail himself of it. Without the daily papers the great department stores could not exist. It is clear, then, that they owe much of their success to advertising. What are you going to do about it, Mr. Retailer? Are you going to let your business be gobbled up and yourself be reduced to the rank of a clerk? There may be a remedy for you in the careful perusal of this good advertising department each month. In the meantime just bear this in mind: Good advertising is the bridge that has carried many a successful man over the river.

\* \* \*

Of course, not one dealer in a hundred knows how to do good advertising, but the trouble is that most of them think that they know it all. They freely and frankly admit that they don't understand law or medicine. The average grocer will confess that he knows nothing about dry goods or hardware, or, indeed, about any other business but his own. And so with the average man in other lines of trade. But get these people on the subject of advertising and it is surprising how much they think they know about it. And yet advertising is as much a science as medicine or law. There are certain fundamental principles that underlie the art of advertising.

To be a successful advertiser it is as necessary to understand these fundamentals as for a doctor or lawyer to understand the fundamentals upon which their respective professions are builded. To be a good advertiser it is clearly necessary, then, to learn the business. To most advertisers this learning process has been a very expensive one. But this is an age of progress, and there are other ways of learning than through the bitter school of experience. Advertising has to-day its teachers and exponents in colleges and universities, as well as among a number of really excellent publications devoted entirely to the science of publicity. It is also one of the most useful provinces of trade journals to teach its underlying

principles to those of their readers who are willing to lend an attentive ear. There are also advertising experts whose services can be procured in the most instances for a very moderate cost. The dealer who is really anxious to acquire information regarding this most important subject will find no great difficulty is obtaining it.

\* \* \*

About the very first snag the novice runs up against is the advertising fakir. The woods are full of these fakirs, and the schemes they spring on the unwary are almost like the stars of heaven in multitude. It is safe to say that one-fourth to one-third of the amount spent in advertising in Canada and the United States is thrown away on useless schemes. And most of this vast sum of money is squandered on these same fakirs. The advertising fakir, for the sake of convenience, we will divide into two classes. First, there is the fellow who knows that he has a fake scheme. Then there is the man who really thinks (perhaps) that he has a good thing. But it all comes to the same thing in the end, so far as the victim is concerned—his money is gone where it will do him little or no good. The safest plan is to have nothing at all to do with an advertising scheme, no matter who presents it. If the devil, when he tempts us, were always to appear with cloven hoofs and horns and the smell of sulphur, we would easily know him for the devil and be on our guard. It's the same way with the advertising fakir. If he were to come to us with a sign outside of the front of his hat reading: "I am an advertising fakir, beware of me!" we would not often be fooled. But when he, like the devil, appears as an angel of light we are in a dangerous position. It may be easy for us to turn the cold shoulder to the man who wants to sell us space in a hotel register, or who maybe has a scheme for sending up a balloon laden with circulars, which, at certain intervals, are to be cast forth to the earth, or he perhaps has some other equally attractive (?) plan for coaxing money out of our pockets. But when a church fair or a picnic programme comes along and we are requested by one of our best customers to take a \$5 or \$10 space in it, what are we to do? If we are wise we will refuse. I don't believe that any advertiser ever yet traced one dollar's worth of business to this kind of advertising. And yet thousands of intelligent dealers spend most of their advertising appropriations in just such schemes as these. They think that they are smart business men and good advertisers, when, at most, all they have done is to gain the favor of two or three individuals. In the meantime the great public all around them remains in blissful ignorance of the bargains they

### The Leading Furniture and Undertaking House

If you want  
CHEAP and GOOD

## Furniture!

Just call and get our prices. If  
you want a Good Set of

### PARLOR FURNITURE,

In which there is no deception  
and will last a life time, call on

**JAS. B. WARREN,**  
BEAVERTON.

bad points in it which it is possible to get into an ad. I have purposely selected it as an example of a kind of advertising which

is very prevalent. Mr. Warren is doubtless an enterprising man, seeing that he advertises, but he will never make any money out of advertisements like this. And yet, take up almost any paper you like, you will find shrewd and intelligent men spending their money in just this way. And the worst of it is that they think they are

## Down Goes Goods

Down goes the price of goods at the Beaverton Woolen Mill. To meet the low price of wool we have made a bona fide reduction in the price of all woolen goods.

Pure all-wool, two and three-ply skeined yarn at 37½c. per pound. A good pair of double blankets for \$3.25. Flannel and Tweed at correspondingly low prices and 2c. per pound extra for all wool exchanged for goods.

Bring your WOOL to the Beaverton Woolen Mill.

Beaverton, June 15th, 1897.

**C. T. YOUNG, Beaverton.**

advertising. This Beaverton ad. has all the earmarks of a "standing" ad.—one of those kind which is changed every six months or thereabouts. Who is responsible for this kind of advertising? The publishers of the papers in which they appear, as much as anyone. The space occupied by Mr. Warren's ad. might be made of real value if some specific article, with the description and the price attached to it, had been placed there. As it is, when Mr. Warren finds out that his advertising doesn't pay him, he will probably order it discontinued, and the paper will lose a customer. But Beaverton is not without its advertising genius. Here is an advertisement of C. T. Young's, which is about something in particular and which will surely sell goods, provided the prices are low enough. Mr. Young is a man who evidently knows very little of the Queen's English, and yet there is ten times as much horse sense in his ad. as there is in the Warren ad. This simply shows how much better horse sense is than a knowledge of grammar, when it comes to practical business.

Now, here is an ad. that has plenty of horse sense in it and all the grammar that's necessary. The man who wrote it knows how to pen an advertisement. He also knows a good deal about how an ad. should be set up typographically. Notice the other strong points of this advertisement. The language is simple and modest; it is therefore convincing. It gives you something definite about shirt waists and linens, and leaves the impression on the mind that back of these things there are plenty of other bargains awaiting the customer who steps into "The White House."

Here's another Stratford advertisement which narrowly escapes being one of the best that could be written. In fact, so far as it goes, it really could not be improved upon. As an introduction to

## DUGGAN'S

STRATFORD, Tuesday, Aug. 17, 1897.

### August Store Talk.

We ought to make more noise with our array of bargains, do more talking about the exceptional values we have to offer these last days of summer selling, but we don't. Simple facts suffice, enough to know that what you see advertised you can buy.

#### The Last of the Shirt Waists.

1 dozen only, good quality Print and Muslin Shirt Waists, in white and colored. **They go at 25c.**  
3 dozen only, best quality Cambric Shirt Waists, in stripes with white collar. Were 75c. **They go at 50c.**  
3½ dozen only, the season's best, were selling at 95c., \$1.15 and \$1.39. **They go at 75c.**

#### Special Linen Sale.

Including Fine Damask Tablings (bleached and unbleached), Table Napkins, Towels, Towellings, Sideboard Drapes, Centre Pieces, Tray Cloths, etc.

You'll find it to your advantage to buy here when you compare prices and quality.

## The White House.





**Improved  
Wanzer  
Lamp**

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

WANZER. WANZER LAMP & MFG. CO.  
HAMILTON.



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

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

Manufactured ONLY by...  
**Canadian Cocoanut Co.**  
(J. Albert McLean, Prop.)  
**MONTREAL**

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

**SALT**

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

**VERRET, STEWART & CO., Montreal - Quebec.**



**A HANDSOME**

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

**GLOBE AUTOMATIC SELLING CO.**

13 Jarvis Street, - TORONTO, ONT.

**We Seek**

a larger result than mere notoriety. We mean to have it understood that this is a first-class clothing store. Not only because one's money goes farthest here, but also because the things we sell are new and stylish and right.

Our name already stands for a certain forwardness in trade. We mean to have it stand for thoroughness in every way. Everything belonging to summer will sell now, regardless of cost, for the sake of clean stocks. We carry nothing over, never do! and nothing makes us more in favor to-day than the fact that everything is new and thoroughly up-to-date.

No use of startling prices and panicky advertisements. Present values are unquestionably the best ever offered. See for yourself.

**Thornton  
& Douglas**  
STRATFORD and GUELPH.

ads., and they are surely glaring enough. This advertisement, while a model of dignity and straightforwardness, is so general in its nature that it would be almost impossible to trace any results to

a quantity of prices and other detailed information it leaves nothing to be desired. If the last paragraph had been omitted and a dozen, say, of specific clothing items run in instead of it, it would have been better. Once in a while an advertisement of glittering generalities is all right, but as a steady diet it is not "in it" with the ad. that gives something definite in the way of prices and other particulars.

The accompanying advertisement of Knox, Morgan & Co.s, which has been reduced from a full page ad. in The Review, is, of course, not a retailer's ad. but its faults are the faults of many retail

it. Now, an advertisement to which no business can be traced is not the right kind of an advertisement. A business house which does much of this kind of advertising is taking great chances. For all it knows it may be throwing its money away. This is not good business. If I were doing the advertising of Messrs. Knox, Morgan & Co. I would take some specific article of dry goods and advertise it by itself. I would show a cut of the article where possible. I would also tell the price. In the absence of a cut I would give a written description. I would change the article for each issue of the journal used. I have tried this plan for a large wholesale house and it works very successfully. Of course, where competition is very keen the average jobber does not feel like giving his prices away to his competitor. But almost every house of any importance has certain lines of goods which no one can beat for values. These are the kind to use in an advertisement. Besides, business got in this way costs less to get than through a traveling salesman.

**Knox, Morgan & Co.**

Wholesale Dry Goods

**HAMILTON**

OUR representatives are now covering Western Ontario, Manitoba and Northwest Territories with a collection of carefully selected samples which for value and style will interest all merchants.

The stock will be well forward by middle of July, and we respectfully solicit an inspection of the values now offering by our representatives, and a share of your FALL ORDERS.

Customers know that we fill orders in rotation, and that goods are shipped promptly and equal to samples.

During the warm summer days we shall be pleased to have want lists by mail.

**LETTER ORDERS** FILLED WITH PARTICULAR ATTENTION.

course, where competition is very keen the average jobber does not feel like giving his prices away to his competitor. But almost every house of any importance has certain lines of goods which no one can beat for values. These are the kind to use in an advertisement. Besides, business got in this way costs less to get than through a traveling salesman.







I am . . . .  
most particular

that the only starch used in  
my house shall be

# EDWARDSBURG STARCH

EDWARDSBURG STARCH CO., Cardinal, Ont.



THE F. F. DALLEY CO.

Gem Stove Polish, 1/4 gross cases \$9 00	per doz
Stovepipe Varnish, 4 oz. bottles 1 90	
6 oz. bottles 1 25	
Boston Brunswick Black, 8 oz. bottles 1 75	

**BIRD SEEDS**

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

THE F. F. DALLEY CO.

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

NICHOLSON & BROCK.

Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05
Bird sea-gravel, 10c. pkts., 24 in case	0 06
" " " " 5c. " " 48 " " "	0 03

**CORN BROOMS**

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

**BLUE.**

KEEN'S OXFORD.	per lb.
1 lb. packets	\$0 17
1/2 lb.	0 17
Reckitt's Square Blue, 12-lb. box.	0 17
Reckitt's Square Blue, 5 box lots.	0 16

**CANNED GOODS.** per doz.

Apples, 3s	\$0 70	\$0 95
gallons	1 50	1 80

Blackberries, 2s.	1 40	1 70
Blueberries, 2s.	0 75	0 85
Beans, 2s.	0 65	0 95
Corn, 2s.	0 55	0 75
Cherries, red pitted, 2s.	1 75	2 25
Peas, 2s.	0 75	0 85
" Sifted select.	0 90	1 00
" Extra sifted.	1 25	1 40
Pears, Bartlett, 2s.	1 65	1 75
" " 3s.	1 75	2 40
Pineapple, 2s.	1 75	2 40
" 3s.	2 50	2 60
Peaches, 2s.	1 65	2 00
" 3s.	2 50	3 00
Plums, Green Gages, 2s.	1 55	1 80
" Lombard	1 50	1 70
" Damson Blue	1 10	1 40
Pumpkins, 3s.	0 70	0 90
gallons	2 10	2 25
Raspberries, 2s.	1 50	1 80
Strawberries, 2s.	1 65	1 95
Succotash, 2s.	1 15	1 15
Tomatoes, 3s.	0 80	0 85
Lobster, tails.	2 40	2 50
" flats.	2 70	2 85
Mackerel	1 20	1 30
Salmon, Sockeye, tails	1 35	1 50
" " Horseshoe	1 15	1 50
" " to arrive	1 15	1 30
" Cohoes	0 95	1 00
Sardines, Albert, 1/2's tins	0 13	0 13
" " 1/2's tins	0 20	0 21
" Sportsmen, 1/4's genu-ine French high grade, key opener	0 12 1/2	0 21
Sardines, Sportsmen, 1/2's	0 16	0 18 1/2
" " " " 1/4's	0 10 1/2	0 11
" " " " 1/8's	0 18 1/2	0 19
Sardines, other brands 9 1/2's	0 16	0 17
" P. & G., 1/2's tins	0 23	0 25
" " " " 1/2's	0 33	0 34
Sardines, Amer., 1/2's	0 04 1/2	0 09
" " " " 1/2's	0 09	0 11
" Mustard, 3/4 size, cases	10 00	11 00
50 tins, per 100.		

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb.	1 10	1 15
Kipperd Herring, 1-lb.	1 60	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	2 00
Herrings in Anchovy Sauce	2 00	2 00
Herrings a la Sardine	2 40	2 40
Preserved Bloaters	1 85	1 90
Real Findon Haddock	1 85	1 90

**CANNED MEATS.**  
(CANADIAN.)

Comp Corn Beef, 1-lb. cans	\$1 25	\$1 35
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Comp Corn Beef 4-lb. can	2 30	2 50
" " " " 14 "	7 75	8 25
" " " " "	15 00	16 00
Minced Callops 2 "	2 60	2 60
" " " " 2 "	2 60	2 65
Lunch Tongue 1 "	3 40	3 50
" " " " 2 "	6 00	6 00
English Brawn 2 "	2 75	2 80
Camb Sausage 1 "	2 50	2 50
" " " " 2 "	4 00	4 00
Soups, assorted 1 "	1 50	1 50
" " " " 2 "	2 25	2 25
Soups and Boull. 2 "	1 80	1 80
" " " " 6 "	4 50	4 50



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



**Beardley's Boneless Herring.**  
per doz 2 doz. \$1.40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40	1 50
" " 2 lb.	2 60	2 75
" " 4 lb.	5 50	5 80
" " 6 lb.	8 50	8 80
Roast Beef, 1 lb.	17 50	18 00
" " 1 lb.	1 40	1 50
" " 2 lb.	2 60	2 75
Luncheon Beef, 1 lb.	1 60	1 70
" " 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" " 2 lb.	2 35	2 50
" " 6 lb.	6 60	6 80
" " 14 lb.	14 50	15 00
Ox Tongue, 1 1/2 lb.	7 00	7 20
" " 2 lb.	8 50	8 80
" " 2 1/2 lb.	10 75	11 00

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

WHITE LABEL.

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

**Codfish.** per doz

Beardley's Shredded, 2 doz. pkgs.	0 90
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**CHEWING GUM.**  
ADAMS & SONS CO. per box

Tutti Frutti, 36 5c. bars.	\$1 20
" " (in cream pitcher) 36 5c. bars	1 20
" " (in sugar bowl) 36 5c. bars	1 25
" " (in glass jar) 115 5c. pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c. packages.	3 75
Pepsin Tutti Frutti, 23 5c. packages.	0 75
Round Pepsin, 30 5c. packages.	1 00
Cash Register, 300 5c. bars and pkgs.	15 00
Cash Box, 160 5c. bars.	6 00
Tutti Frutti Show Case, 180 5c. bars and packages.	6 50
Variety Gum (with book in each box) 150 1c. pieces.	1 00
Banner Gum (English or French wrappers) 115 1c. pieces.	0 75
Flirtation Gum (English or French wrappers) 115 1c. pieces.	0 65
Mexican Fruit, 36 5c. bars.	1 20
Sappota, 150 1c. pieces.	0 90
Orange Sappota, 150 1c. pieces.	0 75
Black Jack, 115 1c. pieces.	0 75
Red Rose, 115 1c. pieces.	0 75
Magic Trick, (English or French wrappers) 115 1c. pieces.	0 75

**CHOCOLATES & COCOAS.**

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

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

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

THE "DIAMOND" OIL BLACKING



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

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

W. BERRY, - MANCHESTER.

Send for samples and quotations to R. E. Boyd & Co. ST. JAMES STREET Montreal

COWAN'S

Hygienic and Perfection and Cocoa Essence

Queen's Dessert Royal Navy and Perfection

Chocolate Pink White Lemon Color

Icings

A child can ice a cake in three minutes.

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

THE COWAN CO. LIMITED TORONTO

THE MOST NUTRITIOUS COCOA.

EPPS'S GRATEFUL-COMFORTING COCOA

In labelled Tins. 14 lb. Boxes.

Special Agent, C. E. COLSON, MONTREAL

STONEWARE

QUALITY THE BEST. PRICES RIGHT.

TRY US.



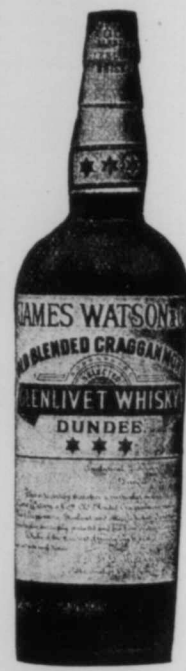
HART BROS. & LAZIER

Belleville, Ont.

Send for price list. Mention GROCER.



ASK FOR MOTT'S



Always the Same. The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion 10 Lemolne St. MONTREAL

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



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

CADBURY'S.	
Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	\$1 65
	per lb
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42 1/2
Cocoa Nibs, 11-lb. tins	0 35
TODHUNTER, MITCHELL & CO.'S.	
Chocolate—	per lb
French, 1/4 s-6 and 12 lbs.	0 30
Caracas, 1/4 s-6 and 12 lbs.	0 35
Premium, 1/2 s-6 and 12 lbs.	0 30
Sante, 1/4 s-6 and 12 lbs.	0 26
Diamond, 1/4 s-6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, 1/4 s, 8 and 14 lbs.	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 " "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
	per doz
Royal Cocoa Essence, packages	1 40

CHOCOLAT MENIER.	
	In Cases of In 12
	5 case 10x12 lb lb bxs
Va —per lb.	lot. bxs.
Yellow wrapper,	\$ 0 32 \$ 0 34 \$ 0 36
Unsweetened—	
Blue Premium	0 35 0 37 0 39
	Per case. Less than case
Pastilles—	
Yellow wrapper, 168 bxs.	
to the case	\$20 00 0 20
Croquettes—	
Yellow wrapper, 9 bxs. of 12 packages	\$20 00 0 20
	FRY'S.
(A. P. Tippet & Co., Agents.)	
Chocolate—	per lb.
Caracas, 1/4 s, 6-lb. boxes	0 42
Vanilla, 1/4 s, " "	0 42
"Gold Medal" Sweet, 1/4 s, 6 lb. bxs	0 29
Pure, unsweetened, 1/2 s, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4 s, 14 lb. bxs.	0 24
Fry's "Monogram", 1/4 s, 14 lb. bxs.	0 24
Cocoa—	per doz
Concentrated 1/4 s, 1 doz. in box	2 40
" " " " " "	4 50
" " " " " "	8 25
Homeopathic, 1/4 s, 14 lb. boxes	
" " " " " "	
" " " " " "	

JOHN P. MOTT & CO.'S.	
(R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4 s)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 65
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19 0 30
COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Vanilla Sticks, per gross	0 22 1/2
Royal Navy Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.	0 35
	WALTER BAKER & CO.'S.
Chocolate—	
Premium No. 1, boxes, 12 lbs. each.	

Baker's Vanilla in boxes, 12 lbs. each	50
Caracas Sweet, in boxes, 6 lbs. each	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net.	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, 1/2 lb., tins.	0
COCOANUT.	
CANADIAN COCOANUT CO.	
White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.	0 27
" " " " " "	0 28
" " " " " "	0 29
" " " " " "	0 30
Bulk—	
White Moss, 10, 15 or 20 lb. Pails	
Feather Strip, " " " "	
Special Shred, " " " "	
Macaroon, " " " "	
Crown Desic, 12, 20 or 25 lb.	
Special, " " " "	
Barrels, 2c. per lb. less.	
Terms, 3 p.c. off 30 days.	





# To Our Grocery Friends.

In the short time that our **New No. 1 White 3-lb. Cartoon** has been placed before the Trade, we find that it is rapidly becoming a **Popular Package**, as evidenced by the very large demand for it, and we would strongly advise all **Up-To-Date Grocers** who require the finest quality of Starch contained in the newest and most attractive package to **consider this**. Be sure you get the **New No. 1 White 3-lb. Cartoon**.

**THE BRANTFORD STARCH CO., Limited, - BRANTFORD, ONT.**

For puddings, custards, etc.

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

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—

Canada Laundry, boxes of 40 lbs.	0 04¼
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs.	0 05
Bbls., 175 lbs.	0 04½
Kegs, 100 lbs.	0 04½

Lily White Glose—

Kegs, extralarge crystals, 100 lbs.	0 06
1 lb. fancy cartoons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs.	0 07

Brantford Glose—

1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 09

Canadian Electric Starch—

40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06

SUGAR. per lb.

Granulated—

Redpath and St. Lawrence, single barrels	0 04 7-16
Redpath and St. Lawrence, 5-barrels	0 04½
Acadia, single barrels	0 04 5-16
5	0 04 5-16

Paris Lump. bbls. and 100-lb. boxes

in 50 lb. boxes	0 05½	0 05½
Extra Ground, bbls. Icing	0 05½	0 05½
Powdered, bbls.	0 05	0 05½
Very bright refined	0 03½	0 04
Bright Yellow	0 00	0 03½
Dark Yellow	0 03½	0 03½
Demerara	0 03½	0 03½
Raw, in bags		0 03½

SYRUPS AND MOLASSES.

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

MOLASSES.

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

SOAP.

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



Box Lot..... 4 20  
Box Lot..... 4 10  
Freight prepaid on 5 box lots.  
BRANTFORD SOAP WORKS CO.



Ivory Bar" is put up in 1 lbs., 2-6-16 lbs., 3-lb. bars, 60 lbs. in box; 10 and 12 oz. cakes, 100 in box; Twin Cake, 11¼ oz. each, 100 in box.  
Quotations for "Ivory Bar" and other brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lbs.	0 35
" " 60 ½-lbs.	0 35
" " 30 1-lbs.	0 35
" " 120 ¼-lbs.	0 36

BLACK.

Congou—	per lb.	per lb.
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Paking, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 35

CHINA GREENS.

Gunpowder—		
Cases, extra firsts	0 42	0 50
Half Chests, ordinary	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	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common	0 13	0 14

Young Hyson— PING SUEYS.

Half Chests, firsts	0 28	0 32
" " seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
" " seconds	0 16	0 19

Half Chests— JAPAN.

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

LIPTON'S TEAS.

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

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

"SALADA" CEYLON.

Brown Label, 1s and ½s	0 30	0 25
Green Label, 1s and ½s	0 22	0 30



Blue Label, 1s and ½s and ¼s... 0 30 0 40  
Red Label, 1s and ½s... 0 36 0 50  
Gold Label, ½s... 0 44 0 60  
Terms, 30 days net.

"KOLONA"

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

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

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold	
Bar, 8's	
Ingota, rough and ready, 8's	
Brier 8's	
Index, 7's	
Honeysuckle, 8's	
Napoleon, 8's	
Victoria, 12's	
Brunette, 12's	
Prince of Wales, in caddies, 8's	
" " in 40-lb. boxes	

WASHING POWDER.

"SILVER DUST"

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

WOODENWARE.

Pails, 2 hoop, clear, No. 1	per doz	\$ 1 45
" 2 " " " 2		1 60
" 3 " " " 2		1 40
" 3 " " " 2		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
" " XX	1 40
" " X	1 25
" " Special Globe	1 50
Matches—	
5-Case	Single
Lot,	Case
Telegraph	\$3 00 \$3 20
Telephone	2 80 3 00
Parlor	1 30 1 40
Red Parlor	1 50 1 60
Safety, No. 1, wall box	1 40 1 50
" " No. 2, slide box	2 80 2 90
" " No. 3, capital	2 25 2 35
Flamers, slide boxes	2 25 2 35
" wax stems	3 20 3 30
Tiger	2 65 2 85

BRYANT & MAY.

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

## Young & Smylie's

Newest...  
Specialty

# MINT... PUFF-STRAPS

RECOGNIZING the great popularity of peppermint with the sweets-loving public, we are the first to introduce to the trade Pliable Licorice containing this flavor.

The delicious quality of our Pliable Licorice is well known; it is matchless in this respect as well as in its flavor and finish.

Our Triple Tunnel Tubes and Navy Plugs are great favorites also, and are made of the same material, although flavored differently.

We recommend all these goods as suitable for Summer Trade; they will please the most exacting taste as wholesome, smooth and palatable confections.



THE CANADIAN GROCER

For . . . . .

**10 cents**

We will mail you a valuable little book on

**BUYING SELLING AND HANDLING OF TEA**

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

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

**DURABLE PAILS AND TUBS.**



TRY THEM

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

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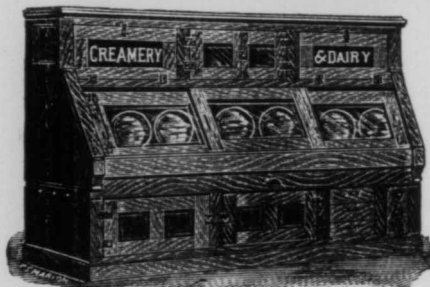
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