

# THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, JULY 23, 1897

No. 30

**SELL  
ONLY  
THE  
BEST!**

♦♦

In Competition with the World  
we have received the

**Highest Awards  
Made. . .**

These substantiate our claim  
that : : : : :

**Colman's  
Mustard**

**IS THE BEST IN THE WORLD**

## A Retail Grocer's Customer

this way. I believed my grocer. I bought a certain brand of Rolled Oats because he advised me to: said they were 'just as good as Tillson's.' He's out of business now. I read your advertisements a little while ago, and bought some of your Pan Dried Rolled Oats. They were cleaner and better flavored than any I ever ate." says "You see it's

THAT customer won't go back to the old grocer if the grocer goes into business again. Any customer of any grocer anywhere is likely to do just this same thing—try our Oats. If some grocer somewhere gets caught napping on this "just as good as Tillson's" remark, that grocer's going to lose some trade, sure.

From Manufacturer  
to Retailer Direct.

The Tillson Co. Limited  
Tilsonburg, Ont.



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

# TANGLEFOOT SEALED STICKY FLY PAPER



YOUR JOBBER  
 SELLS IT...

STILL FURTHER IMPROVED.

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

Prices for 1897.

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

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

**HOLDERS** : \$1.00 per Box of 50

# No Argument is Needed

to enable you to sell these articles. Each one represents highest quality. To argue is to dictate and dispute. Argument leaves an unpleasant impression, no matter if you are right or wrong.

The quality of a thing is the best convincer. Every sale of highest quality you make paves the way smoothly for another sale. It establishes confidence—you'll agree to that.

## Highest Quality Sells Itself.



### "Hand in Hand" Brand Bicarb. Soda.

(Sold by Wholesale Grocers  
Everywhere.)

$98\frac{50}{100}$  Pure Bicarbonate of Soda. It never varies from one standard of evenness of grade and strength—the highest. Made by the United Alkali Company of Great Britain. The purest soda known to science.

### Lazenby's Jelly Tablets.

(Sold by Wholesale Grocers  
Everywhere.)

This is the season that they'll be wanted most. Think of the time they save. All ready flavored—13 varieties. No more delicious quality made than Lazenby's. A chance to please your women customers. A chance you shouldn't overlook.

### Fry's Cocoa.

(Sold by Wholesale Grocers  
Everywhere.)

Pure and strong. Absolutely pure—hence its great strength. Easily soluble—hence ready at a moment's notice. The "Medal Cocoa." Over 100 medals awarded to the firm of Fry & Son, of England.

### Stower's Lime Juice.

(Sold by Wholesale Grocers  
Everywhere.)

Establishes confidence—gains the favor of your customers. It is 20 per cent. stronger than any other Lime Juice made. Lasts longer in the household. Double refined. Stower's Lime Juice Cordial pays you a good profit also. Wholesale grocers sell it.

### Agents:

A. P. Tippet & Co.,  
Montreal and Toronto.

F. H. Tippet & Co.,  
St. John, N.B.

## NONSUCH JUBILEE STOVE ENAMEL

The most popular Stove Polish in the Market.

**SAVES** TIME ENERGY MONEY and WORRY **IS A** **PERFECT PASTE POLISH** **PURE PLUMBAGO** **FREE FROM FOREIGN MATTER**

FOR SALE by the Wholesale Trade and...

A beautiful Jubilee Souvenir with every Box.  
FIRST MONTH'S SALES OVER 35,000

The Nonsuch Mfg. Co., Limited, Toronto.

### BOOKS FOR THE RETAILER

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

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

#### Pitfalls of the Dry Goods Trade

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

#### Buying, Selling and Handling of Teas

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

#### Causes of Failure in the Hardware Trade

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

#### Necessary Books for a Retailer

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

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

Address

**The MacLean Publishing Co.**  
Limited  
Toronto and Montreal

## Crosse & Blackwell

NEW  
18



SEASON'S  
97

## Candied and Drained Peels.

Now is the time for ordering for Fall shipment.

C. E. COLSON, - MONTREAL.

CRESCENT BRAND



**BRUNNER, MOND & CO., Limited**

NORTHWICH, ENGLAND

MANUFACTURERS OF

**BICARBONATE of SODA**

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

**SODA CRYSTALS**

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

WINN & HOLLAND - - - MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA

## A BALLAD OF THE RANKS.

(Adapted from A. Conan Doyle.)

Who carries the Gun ?  
 A lad from over the Tweed,  
 What's he got in his bag ?  
 Eddy's Matches of which we read.  
 Then let him go, for well we know  
 He comes of a soldier breed.  
 So drink together to rock and heather,  
 Out where the red deer run,  
 And stands aside for Scotland's pride,  
 The lad that carries the gun.

Chorus.—For the colonel rides before,  
 The major 's on the flank,  
 The captains and the adjutants  
 Are in the foremost rank.  
 But, when it's "Action front !"  
 And fighting's to be done,  
 'Baccy and pipe and Eddy's Matches  
 They for the moment shun,  
 Come one, come all, you stand or fall  
 By the man who holds the gun.



Who carries the gun ?  
 A lad from a Yorkshire dale,  
 He's provided with Eddy's Flamer Match  
 That won't go out in a gale.  
 Then let him go, for well we know  
 The heart that never will fall.  
 Here's to the fire of Lancashire,  
 And here's to her soldier son ;  
 For the hard-bit North has sent him forth,  
 The lad that carries the gun.

Who carries the gun ?  
 A lad from a Midland shire.  
 What kind of matches does he use ?  
 Eddy's when he wants sure fire.  
 Then let him go, for well we know  
 He comes of an English sire.  
 Here's a glass to a Midland lass,  
 And each can choose the one,  
 But east and west we claim the best  
 For the lad that carries the gun.

Who carries the gun ?  
 A lad from the hills of Wales.  
 He too uses Eddy's Matches  
 The kind that never fails.  
 Then let him go, for well we know  
 That Taffy is hard as nails.  
 There are several ll's in the place he dwells,  
 And of w's more than one,  
 With a "Lan" and "Pen," but it breeds good men,  
 And it's they who carry the gun.

Who carries the gun ?  
 A lad from the Windy West,  
 His kit includes a box of Eddy's  
 They're known to be the best.  
 We'll let him go, for well we know  
 That he is one of the best.  
 There's Bristol rough and Gloucester tough,  
 And Devon yields to none,  
 Or you may get in Somerset  
 A lad to carry the gun.





*The ::  
Top Notch*

In the manufacture of MARMALADE  
has been reached in

**..SEVILLE**

The luscious Seville Orange and Extra Standard Granulated Sugar alone enter into its composition--under the direction of a practical man.

OUR \_\_\_\_\_  
**STANDARD BLACK TEAS**  
Have rare merit—always uniform—always trade-producing and profit-making.

GUARANTEED Absolutely Pure, Invigorating and Delicious. Vastly superior to the ordinary domestic article and fully equal to the best imported.

**7-lb. Pails  
6 to a Crate.**

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

WHOLESALE  
ONLY . . .

JOHN MOUAT  
Northwest Representative, Winnipeg.

**Hamilton**



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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, JULY 23, 1897

(\$2.00 per Year) No. 30

## A GLANCE INTO THE FUTURE.

A PICTURE OF THE GROCERY BUSINESS AS IT WILL BE HALF A CENTURY HENCE.

THE grocer sat at the back of his store, and as the weather was warm and business very dull (he did not believe in advertising) it was not long before he fell into a sound sleep. While he slept he dreamed.

He dreamed that he was brought suddenly face to face with one of the successors of the grocers of to-day—a loquacious and genial fellow who first saw the light of day about 1930, and who, in the middle of the twentieth century, was running a grocery store in a large trade centre.

The grocer's strange visitor was very communicative and passed various opinions upon the interior of the store, the fittings and stock. He appeared to find many differences in store methods, etc., of to day and those of his own times.

Spying several sugar barrels with their contents exposed, he exclaimed: "Why, we twentieth-century grocers gave up selling sugar in that form long ago. We handle it exclusively in packages, but the call is mostly for the concentrated kind, a pound of which goes further than several barrels of the old-fashioned refined. In like manner, most of the coffee and tea we sell is so prepared that a small pellet, about as large as a common homœopathic pilule and containing the proper quantity of milk and sugar, will make sufficient liquor for a large family. This reduction of bulk in many articles greatly relieves the grocer's shelves and makes the labor of delivering goods much lighter.

"I notice you have a delivery wagon outside your store. Now, we twentieth-century dealers have long discarded the horse and substituted the electric wagon of light construction and great speed, which admits of the delivery of goods regularly on hourly trips. When extreme dispatch is necessary we use the air line. We have, however,

very few customers who regularly visit the store in person. The telephone system, without wires, admits of cheap and easy communication between the store and consumer. Every house in town has the telephone system.

"With this system of ordering by telephone we twentieth-century grocers have simply to deliver the goods and collect the money. Weekly collections are the rule, although nearly one-half of the consumers prefer to pay in advance in order to secure a discount for cash. A certain sum agreed upon is paid over weekly, fortnightly or monthly, and the goods delivered against the credit as they are ordered, until the sum is wiped out, and then another payment is made.

"The old grievance against so many jobbing houses and transportation companies—delay in delivery of goods—has been wiped out by the introduction of our air-ship transportation at any speed desired, and also by the erection of whole blocks of buildings as wholesale warerooms, with revolving pillars and other sorts of new-fangled elevators, and half a dozen sets of tracks for terrestrial electric roads, air-line roads, etc., running through the centre of the shipping departments. As is the case with many consumers, a large number of retail grocers prefer to pay in advance for their supplies, and the plan greatly simplifies the business of the wholesaler and reduces his expenses for bookkeeping.

"By the way, your store is anything but inviting. Why, we have floral decorations in the show windows, and a showy fountain in the centre of the store, with climbing plants and vines, among which are hung cages containing singing birds of various kinds; we have to make things pleasant in order to get the customers into the store.

"Department stores? Oh, no; that plan

of distributing goods became unpopular, and in my time the specialist has the call. But the specialist must prove himself fit for his business, before he can obtain permission to start in his own name. A grocer, for example, must obtain a certificate of competency from the local grocers' association, which is empowered by the national association to grant certificates to competent clerks who wish to become owners of stores, and in case of certain offences, the certificate is rescinded and the guilty person must retire from business.

"The same organization has full powers as regards the adulteration of foods. By law it can establish standards of purity, investigate all suspicious cases and punish by fines. No manufacturer can market a new article unless the official seal of the association has been placed upon its wrapper as a guarantee of purity, etc.

"The same organization has control of the receipts of fresh vegetables and fruits by water and railroad, and also of the licensing of pedlars. No pedlar is allowed to purchase fruits or vegetables until a certain hour of the day, after the grocers' wants have been satisfied at the various depots, and thus by giving the grocers the advantage of quality and by placing the peddling tax at a reasonable level, the pedlar is no longer a bugbear to the grocers.

"How about bad debts? We have none, or very few. The aforesaid association requires a daily report from each grocer of the new credits and regarding the state of old accounts, and a consumer who owes one dealer cannot get credit from another, but, indeed, can be forced to pay the original debt in instalments, whenever the creditor makes application to the courts, who, upon a refusal, will imprison the obstinate debtor for contempt of court.

"Cutting of prices? Done away with years ago. The slaughter of profits always raises doubts of a dealer's sanity, and the suspected person is immediately hauled be-

# CANNED SALMON

IN STOCK

SOCK EYE, Talls	-	Best Brands	} CLOSE PRICES
COHOES, Flats	-	Good Firm Fish	
WHITE, Flats and Squats	-	Great Values	

SEND ALONG YOUR ORDERS EARLY BEFORE THESE GO.

## THE DAVIDSON & HAY, LIMITED.

Wholesale Grocers

TORONTO.

fore the grocer's own tribunal, and if he cannot prove his innocence is pretty sure to be consigned to the county lunatic asylum for an indefinite period.

"The trade in labor-saving groceries has been well developed between 1900 and 1950. Few women nowadays care to bother with butchers' bills and a high-priced cook. They buy dishes for ordinary meals or elaborate banquets from the grocer, who sells them in a condensed and concentrated form, in cans and glass, and with the addition of water and heat they make a palatable and wholesome meal, which is also much cheaper than a home-cooked meal of the same kind would be, and is prepared with very little trouble to the housewife. Our——" but at this juncture the sleeping grocer awoke.—N.Y. Merchants' Review.

### A NEW TAPIOCA.

Fred E. and Charles B. Grout, of Orange, Mass., are just placing on the Canadian market a tapioca on whose preparation they have been working for a considerable length of time. It is called "Lightning" tapioca, and it is claimed derives its good qualities mainly from the rapidity with which it is prepared. Grout & Grout have patented a machine that weighs out three-fourths of a pound of tapioca, packs it in a pasteboard covering, and seals the package, all in 30 seconds. They claim that the rapidity of the packing, combined with advantages in other stages of its preparation, renders it healthful and nourishing, as well as delicious. Its most commendable property, however, is that by which it needs no soaking before it is used, as most brands of tapioca require.

The Canadian Specialty Co., 38 Front street east, Toronto, are the Canadian agents, and they report that they already have had large sales. It retails at 10c. a package. Samples will cheerfully be forwarded on application.

### 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.]

THE Canadian Specialty Co. have just received the Canadian agency for Frank H. Fleer & Co.'s gums. This variety of gum is called the "Guru-Kola," as it is deliciously flavored by Guru or Kola nuts. It is done up in boxes of 20 5c. packages, which are being sold at 68c. a box. Or they may be obtained in large glass flasks, which contain 100 5c. packages, for \$3.40.

New pack preserved strawberries are in stock with the Eby, Blain Co., Limited.

"The demand for marmalade is good, while jams and jellies are finding fair sale," so say T. A. Lytle & Co.

The John Hillock Co. are putting in a second refrigerator for Christie, Brown & Co. It is to be 24 x 9 x 18.

Rutherford, Marshall & Co. are finding a good export demand for tub butter, both medium and choice grades. They advise immediate shipment.

"Something sweet," a high-class syrup in 2-lb. tins, packed 50 in a case, is for sale by Lucas, Steele & Bristol. It can be retailed at 3 for 25c.

The "Empire" coffee just put on the market by Lucas, Steele & Bristol is very handsomely labeled. It is packed in 25 and 50-lb. air-tight cans.

W. H. Gillard & Co. report the sale of over five hundred cases of New York ginger ale during the past week. "It makes a good summer beverage," they say.

The Eby, Blain Co., Limited, have received a stock of drained lemon and citron peels. These goods are invariably preferred by the best bakers and confectioners owing to their superior quality and entire

freedom from loss in weight through excess of sugar.

"Yes," say Lucas, Steele & Bristol, "we expect to fill all our Japan tea orders at as low, or lower, prices than last season—from stock. We are prepared to substantiate this."

### LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

W. H. Gillard & Co. state that this week they are offering some particularly good values in teas.

"We deliver 5-case lots of Challond & Jenks' ginger ale, lemon sour, club soda, etc." So say Lucas, Steele & Bristol.

"We have received another shipment of currants, and our cleaned fruit is in active and constant demand," say the Eby, Blain Co., Limited.

### NOT THAT KIND OF A GUN.

In a corner grocery in the western part of the city the other day, a boy was buying shot and getting ready to go hunting. His old gun was lying around rather loose, and the grocer nervously remarked:

"Boy, I wish you'd take care of that gun; I'm afraid of an accident."

The boy stood it up against a barrel, and went on telling how many rabbits he meant to pepper, and pretty soon it came near falling to the floor.

"I tell you that infernal thing will hurt some of us yet!" exclaimed the grocer as he jumped aside, and the boy leaned it against the counter, and said he'd never take a back seat for a bear—never. As he reached over to look at some buckshot, down tumbled the gun and off went the charge, sending about forty duck shot into a ten-gallon oil can in range.

"There she goes—there she goes!" yelled the grocer, as he danced around. "Didn't I tell you that infernal gun would go off?"

"And did I deny it?" promptly retorted the boy. "Do you s'pose I'm fool 'nuff to go out to hunt rabbits with brass knuckles or a bean shooter?"—Detroit Free Press.

# L. S. & B. COFFEE

is a genuine, uniform article. It has become the mainstay of the enterprising grocers' **COFFEE TRADE**. Do you want a **CHEAP COFFEE** roasted, or roasted and ground, try our **EMPIRE** brand—you will be surprised at its quality.

**LUCAS, STEELE & BRISTOL - - Hamilton**



## Coffees

At the request of our numerous friends who have handled our

**Mecca, Damascus and  
Cairo  
Coffees**

We are now putting these well known brands in two-pound air-tight tins, packed 15 tins to a case. . . . .



**James Turner & Co. - Hamilton, Ont.**

***Freshness***

***is necessary---in Milk.***

**“ REINDEER BRAND ”**

**CONDENSED MILK**

is manufactured from rich new milk, fresh every day.

# SALMON SALMON SALMON

For present  
delivery at  
low prices.

Horse Shoe	Brand	=	1-lb. Tall Tins
O-wee-kay-no	"	=	1-lb. " "
Harlock	"	=	1-lb. " "
Northern Light	"	=	1-lb. " "

Get our prices before buying and SAVE MONEY.

## THOS. KINNEAR & CO.

WHOLESALE GROCERS  
49 FRONT STREET EAST

## TORONTO

### THE HEAVY PRODUCTION OF PETROLEUM.

THE OIL CITY DERRICK, in its June Pipe Line report, says:

The runs of Pennsylvania oil for June are the largest that have been recorded since the height of the McDonald excitement, and greater than that of any previous June since the early days of the Bradford field. The shipments were heavier than those of May or April, but lower than those of March, and the increase in the net stocks is the heaviest, with the exception of February, of any month of the present year.

The June Pipe Line runs were nearly 6,000 barrels a day in excess of May, while May was nearly a thousand barrels a day behind April. The production of Pennsylvania oils the past month was over 12,500 barrels a day in excess of the consumption, and the stocks were increased over 385,000 barrels. The big wells of the Southwest were numerous the past month, as shown in the June report of drilling operations, and the West Virginia fields now exceed in daily output any other section of the producing region.

The total production of Pennsylvania oils for the first six months of the present year, as shown by the Pipe Line runs, was 16,801,179 barrels, or a daily average of 92,826 barrels. For the entire year 1896 the average was 91,000 barrels a day. The oil production of the United States for 1897 will probably exceed that of any previous year.

The net stocks at the close of the old year footed up 9,550,583 barrels. During January there was a gain of 159,409 barrels; for the month of February there was an increase of 399,586 barrels, during March a gain of 111,473 barrels, during April an increase of 335,797 barrels, during May a gain of 306,204 barrels, and in June an increase of 385,659 barrels, bringing the net stocks on June 30 up to 11,248,710 barrels. The stocks have been on the increase since June, 1894. On June 30, 1896, they amounted to 7,601,666, and on June 30, 1895, to

4,109,788 barrels. At the present time they are over a million barrels more than they were on the last of June, 1894.

Stocks reached their lowest ebb at the close of June, 1895, when they were but 4,109,788 barrels. There has been a gain nearly every month since that time. The heaviest increase during 1896 was that of June, when a gain of 618,214 barrels was recorded. The total increase in the net stocks since the average production begun to show an advance over the average consumption has been 7,138,923 barrels.

### AMONG THE RETAILERS.

#### Canned Goods.

I have been asked by a retailer to warn the grocers in canned meats, particularly, in regard to the danger they are running in keeping canned meats in stock too long. He says that there is an idea prevalent among grocers that canned meats such as corned beef will never spoil, even after five or six years' standing on the shelves of a grocer's shop. Sometimes they will stand the strain, he says, but generally they will not. He cited an instance where he opened some canned pineapples which he had had in store for a few years, and when he found that they had a most delicious taste. The whole contents of the can, he said, was permeated with that delicate pineapple flavor. But the same grocer told me that he thought he was one of a very few who tried to keep rid of old goods. "Occasionally," he said, "you will find your stock improved by time, but generally it is rendered unfit to sell." The only way, seemingly, to keep the stock fresh is to make a slight reduction in price when you find you have had something long enough, a season, say, and that cut will do the rest. To follow out this plan a man must be careful, energetic and attentive to every line of his business, but to make a success in these days a merchant must possess these qualities, so that these rules should be adopted by every grocer who hopes to be prosperous.

#### Learn and Be Wise.

An important art which grocers ought to cultivate, but which, on account of the length of time that is necessary to acquire it, is generally neglected, is that of knowing how to buy tea. Every grocer knows what an important branch of his business the tea trade is, and doubtless most retailers can pick out extremely good or extremely bad teas, but as a rule they cannot by their means of testing determine the exact quality of the brand. Every little while a new grade of tea is being put on the market, and with the new brand is generally some new scheme for advertising or for selling, which induces the merchant to lay in a supply. In many cases these new brands are common, cheap grades put up by a new pressing machine or done up in different ways by new methods. The new brand may be widely advertised, too, in the newspapers by the proprietors of the enterprise, and the merchant may think he is forced to keep a supply on hand to meet the demand of those customers that try everything that comes along. True, he is compelled to do so, but if he keeps only a small stock he is not compelled to recommend what he knows is a cheap grade. If he does keep recommending these cheap grades his business in the tea trade is soon ruined. But it is not easy to guard against this by picking out poor qualities without a great deal of experience. However, to an experienced man it is as easy as to estimate the value of a piece of cloth. The method generally adopted is the simple one of going through the process of drawing it, but I hear there are a number of methods. It is necessary, however, to always keep to the one to obtain the real taste; some can tell whether a tea is good by simply eating some of the sample. The point cannot be too strongly impressed on the young grocers that it is necessary to always use the one method. Adopt one way and stick to it. Mistakes during the first few years will certainly be frequent, but the distinguishing faculty will come by virtue of these errors.

RAMBLER.



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**A Business Pointer**

We offer no premiums or prize packages as inducements. We make and sell first-class goods, and find this all the intelligent public require. Merchants, beware of goods that take premiums to sell them. Our goods are endorsed as being the best in the market.



For sale by all leading Wholesale Grocers.

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

**"Grand Mogul" Tea**

**BICYCLES FREE TO GROCERS**

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

**ALL HANDSOMELY FINISHED.  
HAVE ALL THE LATEST IMPROVEMENTS.**

Free upon the following terms:

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

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

**T. B. ESCOTT & CO. - LONDON.**

*Rich . . .  
Delicate*

Always ready for

**Cottage**

and

**Home**



**Cruise**

and

**Camp**

Sample Jar on application.

**A. F. MacLAREN & CO.**

TORONTO, CANADA.

**Our New Line . . .**

**"GOOD LUCK"  
BROOMS**

Freight paid on lots of 6 dozen.

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

### OUTLOOK ON RAISINS.

ADVICES regarding California raisins for future delivery continue of a conflicting character. Last week reference was made to some offers for October shipment which were higher than similar offers made last year. Since then offers for earliest shipment have been made at a considerable modification on the prices quoted for October contracts. These figures instead of being higher are  $\frac{1}{2}$ c. per pound lower than the corresponding prices for last year, being  $2\frac{1}{2}$ ,  $2\frac{3}{4}$  and  $3\frac{1}{4}$ c. for 2, 3 and 4-crown fruit f.o.b. Fresno. But on July 19, however, telegrams were received advancing figures  $\frac{1}{4}$ c. per pound, which still leaves them  $\frac{1}{4}$ c. per pound below 1896. Careful observers of the situation are inclined to doubt the possibility of any greater advance, owing to the low prices advised from Denia, and the prospects of an increased output in California. Valencia cables quoting fine off-stalk have been received here this week, offering at 16s. 9d. c.i.f., for first half August shipment, 14s. 9d. for second half August and 12s. 9d. for October. A few carloads of California for forward delivery have, it is understood, been placed at the figures quoted above, but nothing has as yet transpired in Denia. As a matter of fact, buyers have not made up their minds as yet. The New York Journal of Commerce, referring to California stock, says:

"Conflicting reports as to the probable output have caused an unsettled feeling here, and the competition among Coast commission houses does not appear to be so keen as it was, as everybody seems to be uncertain as to the outlook. Somewhat contradictory reports as to the probable results of the crop have been received here and buyers do not exactly know what to expect. The prices named last week brought out a considerable number of orders, as they were held to be low, even on an average crop, but almost immediately the prices were withdrawn, and, so far as we have been able to learn, few, if any, sales were made on the basis of  $2\frac{1}{4}$ c. for two-crowns.

"Reports from the Coast furnish no definite information to buyers as to what they may expect. Some say that there will be a short crop of raisins, while others claim that there will probably be a good output, but none give positive reasons for their belief. All, however, seem to agree that it is too early yet to form any definite opinion, and the principal handlers of raisins here are informed by their correspondents on the Coast that nothing positive can be stated as to the extent of the crop until next month, when buying will begin. Everything from this time forward, these correspondents say, will depend upon the weather.

"All this would be of no particular significance at the present time, but for the effect it has upon the buyer. In connection with the depressed condition of business, these unsatisfactory and conflicting statements prevent speculation in raisins, it is said, and reduce business to the simple question of supplying actual demands of consumption. In other words, with the future so uncertain buyers will not, it is believed, be inclined to contract for more than their past experience teaches them will be actually required by their trade, and in view of the expectation encouraged by reports of a prospective large crop to the present time, they are disposed to hold out for lower prices.

"Those who are inclined to look upon the situation as encouraging contend that at the best crop this year is not likely to exceed that of 1896, which was some 10,000,000 lbs. short of that of the previous year, or say about 30,000,000 to 35,000,000 lbs. While the 1895 stock went out clean, there was a considerable stock left on hand at the end of the following season and offerings of this surplus during the dull period kept the market unsettled and resulted in a gradual shrinkage in spot values.

"The chief element of uncertainty in the market, handlers of raisins here say, is the difficulty of obtaining accurate statistics as to the California crop from year to year. With definite information as to the extent of the output each season and the quantity of stock carried on the Coast, it is claimed that they would be in a much better position to work for the advantage of all concerned."

### THE U. S. TARIFF.

THE new tariff of the United States was reported by Conference Committee on Monday.

In the sugar schedule of the tariff bill the conference inserted the words "ninety-five one hundredths of" in line 13 before the words "one cent," so that it will read: "one and ninety-five one hundredths of one cent per pound," and struck out the words "three one hundredths" in line 15, and inserted the words "thirty-five one thousandths."

The rating makes the duty begin at 95-100 of a cent a pound on sugar testing 75 degrees according to the polariscope, and makes polariscopic graduation of 35-1000 of a cent, or  $3\frac{1}{2}$ -100 on each additional degree.

Hides of cattle, raw or uncured, whether dry salted or pickled, 15 per cent. ad valorem: provided, that upon all leather exported, made from imported hides, there shall be allowed a drawback equal to the amount of duty paid on such hides to be paid under such regulations as the Secretary of the Treasury may prescribe.

The paragraph in relation to sugar in full follows:

Sugars not above No. 16 Dutch standard in color tank bottoms, syrups of cane juice, melada, concentrated melada, concrete and concentrated molasses testing by the polariscope not above 75 degrees 95.100 per pound and for every additional degree shown by the polariscope test 35-1000 of one cent per pound additional and fractions of a degree in proportion; and sugar above No. 16 Dutch standard in color and on all sugar which has gone through a process of refining, one cent and 95-100 of one cent per pound; molasses testing above 40 degrees and not above 56 degrees, three cents per gallon; testing 56 degrees and above, 6 cents per gallon.

Sugar drainings and sugar sweepings shall be subject to duty as molasses or sugar, as the case may be, according to polariscopic test. Provided, that nothing herein contained shall be so construed as to abrogate or in any manner impair or affect the provisions of the treaty of commercial reciprocity concluded between the United States and the King of the Hawaiian Islands on January 30, 1875, or the provisions of any Act of Congress heretofore passed for the execution of the same.

The conference restored the House rate of 20 per cent. on sugar cane. Saccharine is made \$1.50 per pound and 10 per cent. ad valorem.

The confectionery paragraph is changed to read as follows: "Sugar candy and all confectionery not specially provided for in this Act, valued at 15c. per pound or less, and on sugars after being refined when tintured, colored, or in any way adulterated, 4c. per pound and 15 per cent. ad valorem; valued at more than 15c. per pound, 50 per cent. ad valorem. The weight and the value of the immediate coverings, other than the outer packing case or other covering, shall be included in the dutiable weight and the value of the merchandise."

The N. Y. Journal of Commerce in commenting upon the report says: "Public opinion has won a notable victory in the settlement of the sugar schedule. Senators found they could not afford to stand out for excessive benefactions to the refiners, and members of the House were encouraged to indicate that they would not assent to the sugar duties as arranged by the refiners, even if the bill should fail. Senator Aldrich, who has been devoted to the interests of the refiners, is justified in claiming that the Senate conferees compromised and did not surrender, but they gave up most of what they had struggled for. The refiners' margin is very little wider than it was in the House bill, and is much narrower than it was in the bill passed by the Senate, and, of course, narrower in a greater degree than the margin Senator Aldrich commended to the Senate. \* \* \* It is a little curious that the gentleman who has been trying to secure for the refiners a margin far wider than the House voted was three years ago taunting the Democratic Senators for their subserviency to the Sugar Trust."

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GROCCERS' PICNIC.

THE Retail Grocers' Association of Toronto were favored with the most beautiful weather on Wednesday last for their annual excursion, which this year was to Cobourg. Although some of the six hundred excursionists showed some impatience at passing eleven to twelve hours on the lake most of them thoroughly enjoyed the sea breezes as well as the entertainment afforded by the good people of Cobourg, and not a few were of the opinion that it was the finest view of scenery that they ever witnessed.

Shortly after 7 o'clock the Garden City steamed out of Toronto harbor with the merry crowd on board. All the way down to Cobourg it skirted the shore, giving the sight-seers a fine view of that stretch of country which is acknowledged to be one of the finest in the province. Stopping at Port Hope to allow the racers to disembark with their "road-carts," the boat arrived at Cobourg about 1 o'clock, where they were welcomed by some of the citizens of Cobourg and the town band of that place.

The excursionists immediately went up to the central corner of the town to witness the final spurts of the race between the travelers and grocers of Toronto from Port Hope to Cobourg, a distance of about seven miles. The keenest rivalry had existed, and by Wednesday the interest had grown intense. Each side had some "stars," but conditions were not favorable for fast time. The road was very dusty and the riders, when they got into the city, were well begrimed with dirt, and besides there was a heavy head wind. As will be seen by the result below, the grocers won by 10 points.

	Grocers.	Travelers.
1. Cowan .....		16
2. Manning .....	15	
3. Farewell .....		14
4. Kelly .....	13	
5. Hopper .....	12	
6. Pearson .....		11
7. Robinson .....	10	
8. Ponter .....	9	
9. Parmenter .....		8
10. Thom .....	7	
11. Barron .....	6	
12. Tathill .....		5
13. Moore .....		4
14. Bolton .....		3
15. Bowles .....		2
16. Williamson .....	1	
	73	63

Time—25.15.

By first arrangements it had been decided to race 10 men aside, but owing to accidents to both sides only 8 men a side were started. No serious mishaps occurred on the road, although there was a bad spill about a mile and a half out of Port Hope.

After dinner the other events on the programme were run off in Donegan Park with the following results :

One mile open handicap bicycle race—J. Robertson, Toronto (120 yards), won; R. Johnston, Port Hope (scratch), second; — Tait, Cobourg, third. Time, 5:57 2-5.

Two mile bicycle race, open to grocers of Toronto and Cobourg—Blaycock, Toronto, won; Manning, Toronto, second; Foote, Cobourg, third. Time, 2:32 3-5.

100 yard foot race for Cobourg grocers—Tyres won, Lenty second, Featherstone third. Time, 12 2-5 secs.

Half mile walking race for merchants over 40 years old—C. Shields won; T. Nolan, second; T. Dowswell, third.

Fat man's race, 75 yards, 200 lbs. and over, for all grocers—W. J. Sykes, won; A. White, second; W. R. Stewart, third.

100 yards, for members of Toronto Association—T. Nolan, won; J. T. Walker, second; B. Ponter, third. Time, 12 seconds.

Throwing ball, open to Cobourg ladies—Lottie Fox, won; Eva Moffat, second; Flossie Tinning, third.

The baseball match between teams representing Toronto travelers and grocers was closed at the end of the third innings,

when the score stood 33 to 8 in favor of the grocers. At present it looks as if the grocers will win two out of the three matches for the cup that is offered; they certainly have a good enough team.

During the afternoon the Cobourg band rendered pleasing selections; in fact, Cobourg showed itself to be hospitality itself. A half holiday was declared by the Mayor, free use of Donegan Park was granted by the generous proprietor, and the citizens turned out in large numbers to the sports. The beautiful town, with its well-paved streets, its well-kept lawns, and its well-built dwellings, is to be congratulated on the liberal hospitality it showered upon its visitors.

The trip home was enjoyed by all in spite of the length of the ride. King's orchestra pleased all on board with their selections. The boat arrived at Geddes' wharf at a little after 11 p.m., and the most successful excursion in the history of the association was over.

Owing to the accident to the Garden City last week some were apprehensive of danger on Wednesday, but the steamer has certainly won back her reputation, for not a mishap occurred in the entire 150-mile trip. The manager on board the boat was noticeably very attentive to the wants of the excursionists, and the Excursion Committee showed their appreciation of his hospitality by giving him a testimonial to that effect.

Rusty Rufus: "Dis here paper says work ain't what kills men."

Weary Waggles: "Dat's right, too. 'Taint a loaded gun what shoots folks; 'taint pisen what pisen of 'em; and 'taint work what kills 'em. It's not knowin' enough to let them things alone—dat's what."—Truth.



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**"Pure Gold" Flavoring Extracts**

ARE well known.  
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 " always of the highest grade of quality.

It pays the GROCER to sell them, because there is a good demand and a good profit.  
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Single case lots,	\$3.40 per doz.
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### A RECORD-MAKING TRADE YEAR.

THE official figures giving the foreign trade of the Dominion for the fiscal year ending 30th of June last are not yet to hand, nor are they likely to be for some months to come, but enough is known to establish reasons for gratification in regard thereto.

In regard to both the exports and the aggregate trade, based on exports and imports for home consumption, records have been won.

The aggregate trade is, in round numbers, \$244,000,000. This is about \$13,000,000, or over 5 per cent., larger than in 1896. Compared with any previous year, the advantage in favor of 1897 is about \$4,000,000.

It is, however, from the exports that the most gratification is obtained. These are, approximately, over \$133,500,000, which is nearly \$12,000,000, or about 10 per cent., in excess of last year. And 1896, it will be remembered, was a record-breaking year in this respect.

Our imports were not so gratifying as the other phases of our foreign trade just noted. But they, nevertheless, were by no means unsatisfactory. They aggregated \$111,231,000, which is over \$600,000 larger than the imports of 1896. Were it not for the revision of the tariff the increase would, no doubt, have been much larger.

Besides the records which the above figures establish, they declare what is still more gratifying: They declare that an unmistakable revival of trade is being experienced in Canada.

But these are not the only evidences of

this fact. The railway earnings, the clearing house returns, the movement of merchandise, the improvement of payments, all indicate the same thing.

The fact of the matter is, trade for some time has been a great deal better than most people were ready to acknowledge it was.

Trade in Canada, as well as that in the United States, is passing through new economical conditions. In conforming ourselves to these conditions inconvenience rather than pleasure is induced. And instead of recognizing what these influences really are, we conclude they are the bag and baggage of Hard Times, when in reality they are the forerunner of Better Times.

For instance, the day when long credits ruled is gone. The day of buying in large quantities is following it. This is a natural corollary. Long credits and large buying are the Siamese twins of the old business regime, and the departure of the one naturally means the exit of the other. But while people who sell willingly allow the one to go, the other a good many of them mourn over because they cannot retain.

Canada's foreign trade for 1897 is certainly a matter for congratulation, and while pleasing to us at the moment should stimulate us to greater energy for the future.

Canada is a goodly country, but the development of its resources depends upon the measure of energy and enterprise exhibited by her citizens.

### PECULIAR TACTICS IN CHEESE.

IT has been a surprise to many of the cheese exporters in Montreal how competitors could quote from 1 to 2s. under what the market cost warranted on Brockville, Napanee and other Eastern Ontario cheese and do business. Facts came to light last week showing how the trick was done. There was quite a boom in Quebec cheese during last week at Montreal, and while cable offers from the other side only permitted the payment of from 7¾ to 7½c. it was no secret that the ruling spot price in Montreal for the same goods was 7¾ to 8c. There was a gentleman of color somewhere, but no one could locate him at first until the steamers commenced to leave port about the middle of the week. Then it was found

out, singularly enough, that although there had been apparently urgent purchases of from 5,000 to 8,000 boxes of Quebec cheese and the great bulk of the regular cable business in them also, the big majority of the week's shipments were classed as Ontario make.

It is the old trouble of short contracts over again. As has been pointed out before, the operations on short account this season have been very extensive. When the first half June contracts were filled, traders who were not warned by the lesson given in this case believed that the market was bound to decline on account of the large shipments and heavy make. Accordingly they sold short heavily on the last half of June Ontario make on the basis of 8 to 8¼c. Montreal. The offerings of the last two weeks were the balance of the June output, and they were eagerly bought in at Brockville and elsewhere. Those who could not fill their wants had either to pay very fancy prices, make good to the British buyers, or try and smuggle in something else as finest Ontario. They selected the Quebec make as the substitute, paid advanced prices for it, and the possibility of trouble when some of the recent shipments reach the other side is certain. It is estimated that from 5,000 to 8,000 boxes Quebec stock went out last week with the original brands scraped off the boxes and "Best Ontario" substituted.

If it came to a question of actual quality the goods in question are possibly quite equal, and in some cases superior, to Ontario make, but that does not alter the fact that they were sold for what they were not. Besides, it will give the Britishers who are ever prompt with complaints a big peg to hang one on this time. Those who shipped also in the belief that they could keep the matter dark must be very simple, for no sooner had shippers received answers that they had been under quoted, than they smelt a rat. They kept close watch of the purchases on this side, and the approximate sales on the other. As soon as the void was discovered, the secret was out, and last week's flurry in Quebec goods completed the chapter of revelations. The Butter and Cheese Association of Montreal should take the matter up. The onus rests on the association as a body and they should take steps to remove it and show up the actual offenders.

### OUTLOOK ON JAPAN TEA.

IT IS hard to believe that the growth and output of a great staple product like tea can be regulated. What makes it all the harder for a North American to admit the facts is the circumstances governing the production of our own great staple—wheat. Anyone who would propose a scheme to regulate its output would be laughed at. There were three short, slim, dark and nervous gentlemen in Montreal last week, who said that it had been accomplished in regard to the growth of tea in Japan. Some one said that Japanese are the English of the east, and the three gentlemen in question, if they are fair samples of what Japanese merchants are, bear testimony to the truth of the assertion, that the Island Empire is destined to play a big part in the future commercial history of the Orient.

Mr. Shiroji Mitsuhashi is the special commissioner of the Japan Tea Traders' Association, president of the Shizuoka Prefectural Assembly and also president of one of the leading native Japanese banks. Accompanying him is Mr. Juemon Ohara, member of the House of Commons in the Imperial Diet. They have been all over the continent, from the Pacific to Atlantic.

The New York representative of the Japan Tea Traders' Association, Mr. Tokenosuke Furuya, accompanied his two countrymen to this city. The latter gentleman is a fluent English speaker, and he chatted interestingly on the trade prospects between Canada and Japan.

These tea commissions make yearly visits to North America, which is the chief foreign consumer of Japan teas, and Mr. Furuya said that the present season was a strong demonstration of their necessity. It is well known that the conditions of the tea market on this continent at present are peculiar. People in the trade know that importers in the United States have been heavy operators in tea for many months past. They were active buyers not only in Japan, but elsewhere, having cleaned up the Canadian market of the great bulk of their stock of old crop tea this spring. Their purchases were made also at comparatively high values, sellers in Canada, for instance, netting advances of from 1 to 3c. per pound in many instances.

This active speculation by United States

dealers was due to general belief held in the States that Congress would put a duty on tea. It now turns out that Congress has not done anything of the kind, and the outlook for the United States speculators, loaded up, so to speak, to the nozzle with a stock of high-priced goods, is not promising.

This is where the Japan tea commission comes in, for Mr. Furuya has a word of comfort for the speculators across the lines. His association watches the relation of supply to demand very closely, for a glutted market they recognize is severely injurious to their interests. The Japanese Association last year contributed to the relief of a congested market by reducing the output 7,000,000. The trip of the commissioners this season has convinced them that the market again needs blood-letting, and accordingly they will report on their return to Japan against harvesting the third crop. This, it is approximately estimated, will reduce the exports of Japan tea to this continent about 2,000,000 pounds.

This third crop tea is of the lowest grade, and in this connection the visitors from Japan informed THE CANADIAN GROCER that it was their wish to reduce these exports of low-grade teas if it was at all possible. The exporters in Japan recognized the fact that their quality did not contribute to the general reputation of Japan tea, but the demand existed in Canada for these low grades, and they were afraid if it was not supplied that the consumer would take to drinking something else, coffee for instance, the consumption of cheap grades of which had enormously increased in the United States. Mr. Furuya believed that if Canadians could only be educated to drink tea as the Japanese did, they would want no low-grade teas. He expressed his abhorrence of the idea of milk and sugar in tea with a gesture eloquent of disgust. These two ingredients desecrated the tea, making it thoroughly impossible to taste the delicate bouquet possessed by the higher qualities. His receipt for a proper brew of tea was water boiling hot poured over the leaf to the proportion of one teaspoonful for every two cups, and slowly sipped, as only the residents of the Mikado's Empire know how to do it. If Canadians took their tea after this fashion, the liquid given off by the cheaper grades would prove distasteful to them. At present its unpalat-

ableness was disguised by the large quantity of milk and sugar used.

The writer being curious as to how the tea farmers were controlled in Japan, was informed that the Government had strict regulations governing the growth and production of tea. The Tea Association was delegated full power to act as it saw fit in matters of this nature, and any farmer who refused to obey its mandates was subject to heavy penalties. An annual convention was held every year, one delegate from each of the sixty tea-producing districts of the empire attending. This was the Tea Parliament of Japan, and it was to it that the commissioners would make their report. It was certain, therefore, that the association would take such action as would give the holders of tea on this continent a chance to work off the large stocks of tea which they had on hand.

The gentlemen from Japan were surprised that Canadian merchants and trading associations did not investigate the possibilities of the Japanese market. Their own commissions had resulted in increased business with Canada and the United States in their products. They now bought largely from the United States such materials as cotton, flour, oils and machinery.

When they learned that the Government was sending a commissioner to examine and report on the nature of the Japanese market they said that the move was a good one. There was certainly a field in Japan for the enterprise of Canadian merchants, if the latter were only wise enough to inform themselves as to the wants of that market, and consult these wants.

This hot weather may put color on the peach but it will put pallor on the cheek of the merchant who refuses to take a needed rest.

### PRICES WITHDRAWN ON SALMON.

Advices received this week in Montreal regarding canned salmon are of a firmer nature. Telegrams from the Coast on Tuesday to agents of some of the leading canneries indicated that the pack so far has been disappointing. Some agents also received instructions by wire to discontinue selling until the receipt of further advices.

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**TRADE AND WORSHIP.**

THE International Convention of the Epworth League, which met in Toronto last week, will have done one good and important service if it has brought home more fully the lesson that nations ought to dwell together in good business relationship as well as in Christian fellowship.

For many years it has been conceived by the great majority of people living within both Canada and the United States that a Customs tariff is necessary to the existence of the respective countries. As to the wisdom or otherwise of this doctrine we have nothing to say. We can with good grace leave the question to Free-traders and Protectionists for consideration.

But while the political economists of the various schools are dealing with the question, all commonsense business men will agree that at present, yes, and for some time to come at least, the fiscal conditions now obtaining will continue to exist. It would be utter folly to think anything else.

But while Customs tariffs may exist, it by no means follows that tariff warfare should. A nation can protect itself without striving in every conceivable way to maim and injure its neighbor.

It is the business of a government to promote international amity as well as international trade; but this is a tenet in the code of national manners of which the United States appears to have no knowledge whatever. It is possible, of course, that the explanation is to be found in evil intent and not in ignorance.

We are again and again reminded that the people of the United States are rich in estimable qualities. And the more we are brought into contact with them the more apparent does this become.

In every movement to defeat the forces of evil and advance the cause of religion they are ever ready to join their forces with those of Canada. Last week's convention in Toronto is only one of the many instances of that.

But let the subject for consideration appertain to the trade and commerce of the two countries; and what a difference!

Instead of extending to Canada the glad hand it is the cold shoulder the United States turns toward her, while, whenever it is engaged in remodelling its tariff it is certain

to deliberately train its guns on some Canadian industry with a view to accomplishing its destruction.

We are told that this is largely the work of the politicians. May be it is. But it is passingly strange that while the men placed at the guns at one election may be changed at another the desire to throw shot and shell at Canadian trade still remains.

Among the speakers at last week's convention was one who urged that the Leaguers, as individuals, should take a lively interest in political and economical questions. The advice was well given. And it is to be hoped its fruition will be seen in greater concentrated effort to elect to Congress and to Parliament more honest men, possessed of business commonsense, and fewer dishonest and unbusinesslike men than are now to be found within these representative institutions.

Where the spirit of international worship is there should also be the spirit of international trade.

**LOOK YE OUT BUSINESS MEN.**

BEFORE a great while Ontario will be in the throes of another general election, and it is time the business men in the province were bestirring themselves.

As in the House of Commons so in the Ontario Legislature, we want men who can look at each and every question which comes up for consideration from a practical, business standpoint.

It does not matter one iota whether an applicant for legislative honors be raised on the sincere milk of Conservatism or of Reform, but it does matter a great deal whether or no he has been schooled in the school of practical business commonsense.

Of course unqualified as well as qualified men will aspire to the honor. But the duty of the business men of the province is to try and separate the chaff from the wheat. And the winnowing should not be left to election day. It should begin now. At the party nomination it should be actively carried on, and thereafter every day until the ballots have been cast.

The political power of the average merchant cannot be estimated by his ballot, but being more intelligent and possessing a broader knowledge of the questions of the day than most classes of voters, he naturally

must possess the additional factor of influence.

It is to the exercise of this influence, as well as their vote in the interest of commonsense business men for the Legislature of Ontario, that THE CANADIAN GROCER calls the attention of the merchants of Ontario. They owe it as a duty not only to themselves, but to the business interests of the province as well.

The next Legislature must be cleared of the Patrons. That is one thing upon which business men must centre their energies. The Patrons were conceived in illusion and cradled in selfishness. The sooner they are dead and buried as a political and commercial organization the better.

We do not want a business men's Legislature. That would be a class Legislature. And that is something to which THE CANADIAN GROCER is strongly opposed.

What is wanted is a sufficient number of business men in the Legislature to ensure business commonsense in its proceedings and business commonsense in the construction of its measures.

In other words, we want business men for business, and the onus of securing them is upon the mercantile interests of the country.

**CHEESE SHIPPED TOO GREEN.**

It is well known that cheese this season has been shipped altogether too green. This fact possibly has some influence in keeping prices down on the other side, and advices received by the last mail strengthen this belief. Weddel's circular, under date London the 9th, says: "Old Canadian cheese is making better prices than a month ago; well-kept parcels realize 55s. to 56s. This rise of 4s. per cwt. is due mainly to the small quantity of this class of goods left on hand. The market for New Canadian and States cheese has somewhat disappointed shippers, owing to the condition in which the goods have arrived. In many cases the cheese has been shipped too young, and consequently it has not stood transit so well as older cheese. There is considerable variation in values just now, some shippers accepting as low as 41s. per cwt., London terms, while others are holding for 43s. to 44s., and cables which have come to hand during the last few days have asked 6d. to 1s. advance upon these prices. New Zealand cheese is pretty well cleared up at 47s. to 48s. per cwt., white having the advantage over colored of from sixpence to a shilling."

RETURNED



Aug 19/17



# See This?

GROCERS everywhere find they must have it.

In consequence we are working day and night to keep all supplied. Our capacity, however, is not exhausted, so all orders can be promptly filled.

Housekeepers all over the country are saying, "the Best I ever used."

## Robt. Greig & Co. Manufacturers, Montreal

### For Warm Weather...

### LORIMER'S RENNET POWDER

...HAS NO EQUAL

It is absolutely unchangeable: it will keep in any climate and under any conditions. Being pure it is free from smell and always active and reliable.

Packed in bottles containing sufficient for ten gallons of milk.

**ROBT. GREIG & CO., Sole Agents, MONTREAL**

## Maconochie Bros. London

Jams,  
Marmalade,  
Peels, Pickles,  
Preserved Fish,  
Fish Pastes, Etc.

Robt. Greig & Co. IMPORT AGENTS  
For Ontario and Quebec, Montreal



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# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

TORONTO, July 22, 1897.

### GROCERIES.

As a whole, business has not materially changed during the past week. The reduction in the price of sugar a few weeks ago continues to cause an increased output. There is a fairly good demand for canned goods, and dealers are looking for an increased business in this line. Teas are exceedingly quiet; Japan teas will be on the market soon, as dealers here have notice of shipments. Rice is going out at a lively rate. Cannery prices for future delivery of canned salmon have not yet settled. The hot weather has considerably affected the butter and cheese that has been shipped to dealers for export. The fruit marts are the busiest of places these days.

### CANNED GOODS.

No further developments are visible in the market this week. Business continues to be exceptionally quiet. Canned corn is still firm, 55c. being the lowest price. Tomatoes are in good demand at 80 to 85c. Horseshoe salmon, tall, for present delivery is very scarce. Canned peas are not on the market yet. Strawberries are moving actively. The price asked is about the same as last year, namely, \$1.50 to \$1.60. Canadian canned beefs are advanced 5c. a dozen for 1's and 10c. for 2's, owing to the hot weather. We quote as follows: Tomatoes, 80 to 85c.; corn,

55 to 75c.; peas, 75c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.25 to \$1.40; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.50; ditto, new season's, to arrive, \$1.25 in 5-case lots and \$1.30 in less quantities; cohoes, \$1.10 to \$1.25; canned mackerel, \$1.20 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, \$1.25 to \$1.35; 2's, \$2.30 to \$2.45; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

### COFFEES.

Everything in this line remains about as quiet as it was a week ago. 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.

The syrup market is still quiet and featureless. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

### MOLASSES.

Molasses is still neglected and quotations are unchanged. We quote: New Orleans,

barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

### SUGARS.

The market has not materially changed. The demand is rather brisk, but there are no exceptionally large purchases. We quote for Toronto as follows: Granulated—St. Lawrence and Redpath's, 4 7-16c. for single barrel lots and 4¾c. for 5-barrel lots; Acadia, 4¾c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3½ to 4¾c. per lb.; German granulated, in 100-lb. sacks, 4½ to 4¾c. per lb.; Demerara crystals, 3¾c.

### SPICES.

The demand has opened up for pickling spices, but orders are all small. We quote as follows: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb. cans; ditto, whole, 10c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 17c., 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.

There is still no feature to note and business is quiet. We quote as follows: Bra-

## BUTTER TUBS

....Ex Warehouse or direct from Factory

Prompt Shipment  
Best Goods . . .

**WALTER WOODS & CO.**  
HAMILTON

### DRINK :::

::: Chocolate for Breakfast

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



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

VANILLA . .  
CHOCOLATES

## CHOCOLAT MENIER

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

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

## HUNDREDS OF IMITATORS

NO EQUAL TO

## "SALADA"

CEYLON TEA

No Departmental Store selling it.  
No Pedlars. . . . .

### AGENCIES . . .

25 Front Street East - - TORONTO  
318 St. Paul Street - - MONTREAL  
15 Niagara Street - - - BUFFALO  
347 and 349 Fifth Ave. - - PITTSBURG  
206 State Street - - - BOSTON  
13 Exchange Street - - ROCHESTER  
219 Cambie Street - - - VANCOUVER

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

## Offer the Best Soap

Which means the best value for sale.

It Pays.

# SURPRISE SOAP

ON WASH DAY



#### 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.

zils, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; coconuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

#### RICE, TAPIOCA, ETC.

The demand for rice is brisk. Tapioca and sago are in fair demand. We quote: Standard "B," broken lots, 3¾c.; 1 to 5 sacks, 3¾c., and 5 sacks and over, 3¾c. per lb.; Japan, 5c.; Patna, 4¾ to 5¾c.; tapioca, 3¾ to 4½c.; sago, 3¾c.

#### TEAS.

The complete indifference of buyers of Japan teas to the exceptional values offered in London is commencing to give way and the street seems to be again taking interest in anything attractive offered. The large stocks that were laid in in anticipation of a new tariff have been almost entirely reduced by consumption itself. The time cannot be far distant when normal conditions will prevail, as there is no surplus stock; all the Canadian surplus having gone to the United States in anticipation of a new tariff there. Consignments of Japan which, agents are advised, will be sent on the Empress of India, leaving Yokohama on July 9, and of

which samples will arrive by the next mail, will represent the grade on which the bulk of the season's Japan business will be done, as values in Japan were very favorable for exportation at time of shipment. In the other varieties there is no change. 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.

As mentioned last week, the stock of currants is becoming wonderfully low, and, as a result, prices have advanced and are now firm and high. The new crop will be a fortnight earlier than during the last few years, not because the crop is earlier, but because the regulations in Greece prohibiting shipments before August 30 have been withdrawn. This removal will be received favorably all over the world, inasmuch as the old stocks are exhausted and everybody is looking for the arrival of the new fruit. Latest reports from Mr. Den Schisas, Patras, are not nearly so favorable as to the growing crop. In a letter dated the 20th June, he says the continual rains and com-

paratively low temperature have propagated the vine diseases, especially the mildew, and that complaints are coming in from all districts. He points out that growers always exaggerate, and he doubts whether the damage is as serious as reported, but certainly the crop has been injured to some extent but not sufficient to materially affect the probability of a good yield. We quote as follows: Provincials, 5½ to 5¾c. in bbls.; ditto, half-bbls., 5½ to 5¾c.; fine Filiatras, in bbls., 5½ to 5¾c.; do., half-bbls., 5½ to 5¾c.; Patras, 5½ to 6¼c. in bbls., 5½ to 6¼c. in half-bbls., and 6½ to 6¼c. in cases; Vostizzas, cases, 7 to 8c.

Valencia raisins will this year be the first on the market. They are exceptionally early. The fact that the shipments are to be made in the last week of July knows no precedent. We quote: Off-stalk, 4¾ to 5½c.; fine off-stalk, 5½ to 6c.; selected, 6 to 6½c.; layers, 6½ to 7c.

Sultana raisins have been moving rapidly lately. There is a good local demand. Prices are firm.

A few transactions in California loose muscatel raisins are reported, but business on the whole is dull. We quote: 3-crown, 7¼c.; 4-crown, 8 to 8¼c.

The first quotations of new season's Smyrna figs for August and September Shipment have been received on the

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Are in good de  
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**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.

As Gold is to Silver

SO ARE

**GOLDEN HADDIES**

compared with some other brands. Only the **BEST** fish are used, and they are cured, smoked and canned immediately on being caught.

By this process they retain their **DELICATE FLAVOR** and rich, **GOLDEN COLOR.**

Every Can Guaranteed

Packers' Agents **NORTHROP & CO.**

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

**VINEGARS**

Made under Government Supervision. Absolutely pure.

**BADGEROW SCOTT & CO.**

79 and 81 JARVIS ST. TORONTO.

TO CANADIAN MANUFACTURERS AND IMPORTERS

If not represented in WINNIPEG

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

**E. NICHOLSON**

124 Princess Street, Winnipeg, Man.

Successor to

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

Wholesale Commission Merchants and Brokers.

11 years' experience.

Established 1882

**ORANGES AND LEMONS**

Now is the time to buy your summer stock. Write us for prices. We can please you.

**CLEMES BROS., - Toronto**

51 Front Street East.

Toronto market. Prices are a little higher than last year. We quote spot goods: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; tins, 3¼ to 3½c. net; natural, 4½c. in bags, and 6 to 6½c. in boxes.

California evaporated fruits are expected soon. As yet they are neglected. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

The presence of an abundance of Canadian new fruits has demoralized the prune demand. We quote: 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 neglected. We quote: 5½ to 6c. for Hallowee and 5 to 5½c. for Kadrooee.

GREEN FRUITS.

The hot weather has caused fruit to move exceedingly rapidly. This week we quote Valencia oranges, which are again on the market. The stocks of lemons are running very light, but it is not likely prices will go above seven or eight dollars. Bananas are having an enormous sale, several carloads being disposed of weekly. Canadian cherries have dropped a little in price. There are large quantities on the market. Red currants are plentiful. Some sales have been made at figures which paid barely for the expense of picking, shipping and boxing. Raspberries are the principal feature in the trade this week. Both black and red crops are large and prices are low. California is arriving in large quantities. Muskmelons are obtainable now. Oranges—Valencias, \$6.50 per case; Sorrentos, 200's and 300's, \$4.25 to \$4.50 per box; 180's, \$2.75 to \$3, three-quarter boxes. Lemons, \$5 to \$5.50 per case. Coconuts, \$4.50 a sack and 60c. per doz. Onions, 2½ to 3c. per lb. for Egyptians. Bananas, \$1.25 to \$1.75. Strawberries, 5 to 8c. per quart. New cabbage, \$1.25 to \$1.50 per bbl. Mississippi tomatoes, \$1.10 to \$1.25 per case of 4 baskets. Green beans, 25 to 30c. per basket. Watermelons, 30c. California peaches, \$1.75 to \$2 per box; Canadian gooseberries, 30 to 50c. per 12-quart basket; Canadian cherries, 75c. to \$1. per basket; red currants, 35 to 45c. per basket; California plums, \$1.75 to \$2 box; California

ARTICLES FOR SALE.

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

IF YOU WANT TO

**ADVERTISE anything, ANYWHERE**

in Canada, we can do it for you.

MacLEAN PUBLISHING CO. Ltd.

ADVERTISING DEPARTMENT

MONTREAL - - TORONTO

The Following Brands Manufactured by

**The American Tobacco Co.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS . . . .

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY.

**CANADIAN TOMATO CHUTNEE**

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

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

**MORROW & EWING**

General Commission Merchants

13 St. John St., MONTREAL

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

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

**EGGS**  
Market steady and firm at 9½ to 10

**BUTTER**  
Brisk demand for all good Tubbs, Pails and Tubs now at 11 to 14 cents.

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

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

PACKERS OF THE

42 SCOTT ST. TORONTO. CELEBRATED

**BLUERIBBON TEAS**

pears, \$3 to \$3.50 per box; muskmelons, \$3 to \$3.50 per crate of 2 doz.; cucumbers, 70 to 80c. per 12-quart basket; black raspberries, 3½ to 4½c. per quart; red do., 4½ to 5½c. per quart.

**BUTTER AND CHEESE.**

**BUTTER**—The receipts of butter continue to show the effect of the hot weather. Many of the lots coming forward are much off condition, consequently buyers are much more particular in their selections. There is no export demand for dairy butter, and the enquiry for creamery is not quite so brisk this week. There is no material change in prices. We quote: Dairy—Tub, 12c. for best, and others, 7 to 9c.; pound prints, 11 to 13c. Creamery—Prices are firmer owing to an increased export demand. Tubs, 16½ to 17½c.; prints, 17 to 18½c.

**CHEESE**—Local trade has been very light and exporters are not eager buyers. The weather has been almost too warm for shipping, nearly all the cheese changing hands at present being put into cold storage. Prices remain nominally about the same as last week's quotations. We quote: Factory price, 8c.; jobbing price, 8¼ to 9c.

**SALT.**

Trade is brisk. The hot weather has caused an increased demand in all lines. Prices are unchanged. Quoted at Toronto, carload lots go at \$1 per bbl. and 60c. per sack; less than carload lots, \$1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

**FISH.**

Despite the warm weather and the abundance of fruit, there has not been enough fish to supply the demand. As a result the prices of white fish, trout and pike have each risen ½c. We quote: Pickerel, 6c. per lb.; pike, 5½c. per lb.; whitefish, 6½c.; 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.**

A very firm market still continues. The export demand is active. Live hogs have

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.**

advanced from one-eighth to one-quarter of a dollar a hundred, being now about \$5.87½. This is a remarkable advantage to Canadian farmers, as the price is about \$2 per hundred higher than is being paid on American markets. This is largely due to the quality of Canadian meats, peas being used as the fodder, while the people of the United States feed corn. There is no change from last week.

**DRY SALTED MEATS**—Long clear bacon, 7¼c. for carload lots, and 7½ to 7¾c. per lb. for ton lots and cases; backs, 8½c.

**SMOKED MEATS**—Breakfast bacon, 11½ to 12c.; rolls, 9 to 10c.; hams, large, 11 to 11½c.; 12 to 12½c. for small and 11½ to 12c. for medium; shoulder hams, 9c.; backs, 11 to 11½c.; all meats out of pickle, 1c. less than above.

**LARD**—Pure Canadian, tierces, 5¾c.; tubs, 6 to 6¼c.; pails, 6¼ to 6½c.

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

**GRAIN, FLOUR, BREAKFAST FOOD.**

**GRAIN**—We quote: Red wheat, 68c.; white, 68½c.; oats, 23 to 24c.; peas, 43 to 44c.

**FLOUR**—Trade is fair. We quote in carloads on track, Toronto: Manitoba patents, \$4.35; Manitoba strong bakers', \$3.85; Ontario patents, \$3.90 to \$4.30; straight roller, \$3.30 to \$3.40, Toronto freights.

**BREAKFAST FOODS**—Trade is moderate. We quote as follows: Standard oatmeal and rolled oats, \$3.10 in bags and \$3.20 in bbls.; rolled wheat, \$2.60 in 100-lb. bbls.; cornmeal, \$2.30 to \$2.40; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

**COUNTRY PRODUCE.**

**EGGS**—The egg trade has not materially changed from last week. The quality arriving is inferior and the quantity limited, both conditions owing to hot weather. The shading of prices continues. We quote 9 to

9½c. The conditions are no more favorable for export.

**POTATOES**—The trade in new potatoes is very active. Most of the growth is being sold out by the bushel. The quality is improving, and the quantity coming forward is steadily increasing. We quote to jobbers, 75c.; to retailers, 90c. a bush., and to consumers 30c. a peck.

**HONEY**—Dull. We quote: 80 to 90c. per dozen for dark, and \$1.50 to \$1.75 for light; strained, 6½ to 7½c. per lb.

**DRIED APPLES**—There are considerably more enquiries, although not much improvement in price. Probably ¼c. advance could be obtained. The idea now as to price is 2 to 2¼c. f.o.b. The local jobbing price ranges from 1½c. upward.

**EVAPORATED APPLES**—Have shown a marked advance. Buyers are paying 3¼ to 4c. f.o.b. Jobbers are selling at 4½ to 5c.

**HIDES, SKINS AND WOOL.**

**HIDES**—Trade is quite brisk. 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 brisk and prices are firm. 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, 50c.; pelts, 30c.

**WOOL**—The trade in wool is now dull, owing to all of the clip having gone out of the country to the States. There is almost nothing doing. The dealers are now paying 19 to 20c.

**PETROLEUM, ETC.**

The demand for lubricating oils continues on the increase, in spite of the fact that stocks were well filled. The trade in petroleum has now assumed its summer dull tone. We quote in 1 to 10 bbl. lots,

**WE ARE  
PAYING  
CASH  
FOR**

**DRIED  
APPLES**

**W. B. BAYLEY & CO.  
EXPORT BROKERS**

**48 FRONT ST. E. Toronto**



...Select

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...Select Whole Mixed...

**PICKLING  
SPICE**

Bulk and Packages.

**SPECIAL VALUE.**

**Overcoats in July**

Are not of special interest from a trade standpoint, but here are some **Hot Weather Hints** toward a profitable business in needed goods.

**STRAWBERRIES**

1897 PACK

**SIMCOE 2's.**

**For the PICNIC, SUMMER COTTAGE, CRUISE or CAMP**

Cunningham & De Fourier Co., Limited, Table Delicacies. SPECIAL PRICES.

Canned Soups, Fish, Meats, Game, Fowl, Potted Meats and Fowl.  
**ALL THE BEST PACKS IN STOCK.**

Hot Weather Breakfast Cereals, Condensed Milk, Condensed Coffee, Coffee and Milk, Coffee and Cocoa Essence.

Stower's Lime Juice, Lime Juice Cordial and Lemon Juice Syrup.

**LOBSTERS**

1897 PACK

Star XXX Flats  
Noble's XX Tall

**SALMON**

To Arrive.

1897 PACK

Talls and Flats  
**BEST BRANDS.**

**The EBY, BLAIN CO. Limited**

Wholesale Importing and Manufacturing Grocers,

**TORONTO**

imperial gallon, Toronto: Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

**MARKET NOTES.**

Smoked meats are higher.

The scarcity of currants has caused prices to be raised ½c.

Raspberries are very low; blacks are going out of the dealers' hands at 4c. and reds at 5c.

Trout, whitefish and pike have advanced ½c. per lb. The supply suddenly became insufficient this week.

**QUEBEC MARKETS.**

MONTREAL, July 22, 1897.

**GROCERIES.**

**A** GOOD fair business for the season has been transacted in general groceries during the past week. Business for forward shipment in many lines is very active also. This is especially the case in sugar, demand being good both for prompt and future shipment. This is a pretty good indication that supplies in country retailers' hands are light. Molasses is firmer at primary markets, but unchanged on spot. Rice furnishes a good trade, while

coffee and spices rule quiet. Tea remains steady, and in canned goods advices on salmon are of a firmer character than they were. Offers on new crop Valencia raisins have been made, but no business done, while a few carloads of California loose muscatels have been placed for forward delivery. Other lines are without feature.

**SUGAR.**

Sugar has exhibited quite a marked degree of activity during the past week both from first and second hands, while values are steadily held as last quoted. Both yellows and granulated have shared to an equal degree in the attention of retailers, and reports from many sections indicate pretty plainly that stocks are small in third hands. For this reason a good, steady movement is expected for some time to come. We quote: Granulated steady, at 4½c. for 1 to 9 barrels and 4 1-16c. for 10 barrels and over, with yellows ranging from 3¾ to 3¼c., as to quality.

**SYRUPS.**

The syrup market is absolutely without motion, while prices continue nominally the same at 1¾ to 1½c. per lb., as to quality.

**MOLASSES.**

Advices from primary centres continue firm on molasses, cables this week stating

that the first cost price had advanced 1c. at the Island owing to the crop being exhausted. On spot, however, there is no change, though the tone is steadier under a fair enquiry. Barbadoes in round lots are offering at 20 to 21c. and 22 to 23c. in a jobbing way. Porto Rico is quoted at 24c. for round lots and in a jobbing way at 29c. for fancy, 25c. for choice and 22c. for prime.

**RICE.**

This line continues fairly active, while prices show no change. We quote as follows: Crystal Japan, \$4.50 to \$5; standard B, \$3.50 to \$3.75; Patna, \$4.50 to \$5; Carolina, \$6.75 to \$7.75; choice Burmah, \$4 to \$4.25, and Java kinds, \$4.25 to \$4.50.

**SPICES.**

Demand for spices is slow and there is nothing to report. We quote: Black pepper, 9c.; pure white, 14 to 17c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 12 to 14c.; nutmegs, 50 to 90c.

**COFFEES.**

There is nothing to report in coffee, the easy feeling prevalent for over a month now

still ruling the market. Actual demand is slow and values are more or less nominal. We quote: Maracaibo, 16 to 19c.; Santos, 12 to 15c.; Rio, 12 to 16c.; Mocha, 24c., and Java, 25c.

## TEAS.

Tea has furnished a fair degree of activity on the whole, although many buyers are disposed to hold off at present. Business has been done in new crop Japan teas from 16 to 19c. for some 300 packages or so since last report, and higher grades are held at 22 to 25c. Arrivals of stock ex Empress of China will arrive next week. Several thousand boxes of her cargo are for Montreal, one firm controlling 1,800 packages. We quote as follows: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, and 28 to 40c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for high grades.

## CANNED GOODS.

Advices from the Coast are firmer on salmon, though no actual figures have been quoted. It is significant, however, that agents for leading brands here have been directed to discontinue selling until further orders are received. In other lines, such as canned vegetables, etc., there is nothing special to report. We quote as follows: Tomatoes, 80c.; corn, 50 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, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.30, in tall tins; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.30; lobsters, \$11 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

## DRIED FRUIT.

The Valencia raisin market has opened much earlier than last year, the first shipments to England having already been made from Denia. Here, offers 16s. 9d. c.i.f. for first half August, 14s. 9d. for second half, and 12s. 9d. for October shipments have been received, but nothing has been done so far. These figures are about on a par with last year. On spot we quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

California raisins for forward shipment have been subject to frequent fluctuation. Offers this week were on the basis of 2¼, 2¾ and 3¼c. for 2, 3 and 4-crown fruit,

f.o.b. Fresno. But later agents were wired an advance of ¼c. per pound on these figures. A few carloads have been placed here at these figures. For stocks on spot we quote: 2-crown 6¼ to 6¾c.; 3-crown, 7 to 7½c., and 4-crown 8 to 8¼c.

Advices from Patras state that the currant crop is slightly damaged by rain and will be late. Spot quotations are unchanged at 4 to 4¾c., as to quality and package.

Dates continue quiet at 5 to 6c., and figs at 8 to 12c.

Prunes are unchanged: 5½ to 6c. for Bosnia; 4 to 5c. for French, and 6½ to 7c. for California, as to grade, etc.

## NUTS.

There is still nothing to report in nuts. We quote as follows: Grenoble walnuts, 10 to 11c.; Brazils, 11c.; almonds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; and cocoanuts, \$3.50 to \$3.75 per 100.

## DRIED APPLES.

Dried apples remain unchanged at 2 to 2½c., and evaporated 3¾ to 4¼c.

## GREEN FRUIT.

Business in green fruit was of a more normal character during the past week

owing to the moderated temperature, and although trade was not so active, the volume was, nevertheless, quite large. Lemons have maintained the advance made and the same applies to oranges. Bananas continue steady under light supplies. Receipts of California cherries have ceased, but there are liberal offerings of the domestic fruit. Pineapples are in small supply. Offerings of strawberries are decreasing steadily, while raspberries are in heavy supply and the first receipts of blueberries from the Lake St. John country have arrived and are selling at \$1 per box. We quote as follows: Valencia oranges, \$6 per case; bloods, \$2.50 to \$3 per half-box, and Messinas, \$3 to \$3.50 per box; lemons, \$3.75 to \$4.50 per box for choice, and \$2.75 to \$3.50 for common; bananas, \$1.25 to \$1.65 per bunch; Canadian cherries, 40 to 75c. per basket; apricots, \$1.25 to \$1.50 per box; California peaches, \$1 to \$1.25 per box; do plums, \$1.25 per box; pineapples, 10c. each; Canadian strawberries, 7 to 10c.; raspberries, 5½ to 10c.; blueberries, \$1 per box. Egyptian onions, 4c. per lb., and Bermuda ditto, 3c. per lb., and \$3 per crate.

## COUNTRY PRODUCE.

EGGS—There was an improved demand for eggs to-day, and the market is moder-

## "Minute Tapioca"

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

## "Minute Gelatine"

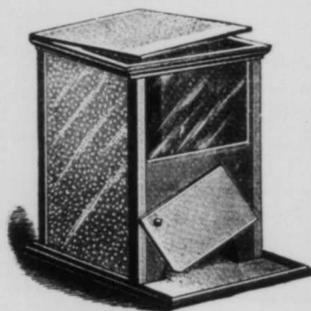
Requires no soaking, being always ready for use. Makes two quarts of clear, firm jelly. Ask your wholesaler for these goods. If he does not keep them let us send you a sample order.

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**WHITMAN GROCERY CO.**  
Samples Free.

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Specialties

Orange, Mass.



## MARSHALL'S

Saratoga Potato

## CHIPS.

Grocers sell them.

Manufactured by . . .

**JOHN E. MARSHALL**

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Agent in Montreal.



## ENAMELLED MEASURES

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

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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.

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**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 find 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 sales the legitimate reduction of profit. Makes it up twenty times over. And wonders what becomes of all the Cottams Seed he sells.

Cottams Seed is sold by all wholesalers.

**DAWSON & CO.**

FRUIT, PRODUCE AND  
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32 WEST MARKET STREET  
TORONTO.

**FRUIT**

Large quantities are now being handled by

**MCWILLIAM & EVERIST**  
WHOLESALE COMMISSION MERCHANTS

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TORONTO, ONT.

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

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

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**5 TUB**  
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LOTS.

**F. W. FEARMAN - HAMILTON**

**FANCY ORANGES**  
All Varieties

Extra Fancy Lemons, Finest Bananas Grown, Pineapples, Strawberries, Tomatoes, Etc., Arriving daily.

**WINE** Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.  
\$2.50 per case; 80c. gallon.  
**THE AMHERSTBURG VINTAGE CO.** 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. and ½-lb. pkts. All wholesalers. See you get it.



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Manufacturers' Agent,  
ST. JOHN, N.B. ETC., ETC.  
Wholesale trade only.

**BUTTER**

Choice Dairy Butter Rolls and Tubs in good demand at ten to twelve cents.

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**S. K. MOYER,**  
COMMISSION MERCHANT

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

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**Smoked Backs**

Special Prices for two weeks. Write for sample order. Full lines of all Smoked Meats and Lard. Quality and prices always right.

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

Pork Packers and Commission Merchants,  
TORONTO, ONT.

ately active and firm. Selected near-by stock sold at 10½ to 11c.; ordinary No. 1 at 9 to 9½c., and No. 2 at 8 to 8½c. per dozen.

**MAPLE PRODUCT**—In maple product business continues dull, and prices unchanged. We quote: Maple syrup, 4¼ to 5c. per lb., and 45 to 55c. per tin; sugar, 6 to 6½c. per lb.

**HONEY**—The demand for honey is almost nil. 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.

**BEANS**—Business in beans is exceedingly slow at 55 to 60c. in car lots, and at 65 to 70c. in a small way.

**PROVISIONS.**

With the warm weather demand for smoked meats is quite brisk, while pork is firmly held at the recent advance, and lard is quiet. We quote as follows: Canadian pork, \$14.50 to \$15 per bbl.; pure Canadian lard, in pails, 6¾ to 7¼c., and compound refined at 5¼ to 5½c. per lb.; hams, 11 to 13c., and bacon, 11 to 12c. per lb.

**FLOUR AND MEAL.**

There was a decided improvement in the demand for hard wheat flour, especially from the local and Maritime Provinces buyers, and quite an active business with sales reported of 36 carloads on the latter account, and 20 carloads and 4,000 bags on the former on Tuesday. There was also a good enquiry from abroad for Manitoba grades, and sales were made of 2,000 sacks on Glasgow, and 2,000 sacks on London account. The stock of Manitoba flour has been pretty much disposed of, and the mills generally are shutting down now waiting for the new crop of wheat. The tone of the market is firm. We quote: Winter wheat patents, \$4 to \$4.25; straight rollers, \$3.65 to \$3.80, and in bags, \$1.75 to \$1.85. Manitoba strong bakers', choice, \$3.95; outside brands, \$3.55 to \$3.65, and spring wheat patents, \$4.15.

The demand for feed is fair, and millers quote Manitoba bran, \$13 to \$13.50, and shorts at \$14 to \$14.50 per ton, including bags.

There was no change in the oatmeal market, prices being maintained at \$3.75 to \$3.85 per barrel and at \$1.80 to \$1.85 per bag for rolled oats, and at \$3.60 to \$3.70 per barrel, and \$1.75 to \$1.80 per bag for standard oatmeal.

**BALED HAY.**

Baled hay is unchanged at the decline noted last week, business ruling quiet. We quote: No. 1, \$13, and No. 2, \$11 to \$11.50 car lots on track here.

**CHEESE AND BUTTER.**

The cheese market is as difficult to understand as ever. The public cable came unchanged Tuesday and private advices did not warrant higher prices, yet the fact remains that, in addition to the full figures paid in the country on Saturday, higher

**HUGH WALKER & SON**  
GUELPH, ONT.

prices were realized at the wharf Monday morning on French cheese than the week before. Altogether, by boat and rail, the receipts aggregated 5,000 boxes. Only 1,000 of these were actually for sale, the balance being sold to arrive at a fraction above the ruling price, it is understood. Values on the 1,000 boxes ranged from  $7\frac{1}{2}$  to  $7\frac{3}{4}$ c. The outside, however, was only made on a small quantity, and a fair ruling price was  $7\frac{5}{8}$ c. Judging, generally, from the way prices on this side are holding up, it would seem as though the short interest extended into July make. It is difficult to explain the firmness in any other way. Finest Ontario cheese,  $8\frac{1}{4}$  to  $8\frac{1}{2}$ c.; finest Townships cheese,  $7\frac{5}{8}$  to  $7\frac{3}{4}$ c.; finest Quebec cheese,  $7\frac{1}{8}$  to  $7\frac{5}{8}$ c.

The butter market continues steady and values are unchanged. Exporters find it difficult to do business in any large way at the current figures on Canadian creamery. Three correspondents on the other side prefer to take northern New York creamery, which is being bought around  $15\frac{1}{2}$ c. at the factory, in that section. Local jobbers are still buyers of the domestic article at full prices, which maintains the steadiness of values. Finest creamery,  $17\frac{1}{4}$  to  $17\frac{1}{2}$ c.; seconds,  $15\frac{1}{4}$  to  $15\frac{1}{2}$ c.; dairy butter, 12 to  $12\frac{1}{2}$ .

## MONTREAL NOTES.

Advices from Patras state that the current crop is slightly damaged and that the market will be late in opening.

The first receipts of new province of Quebec blueberries have been received. They are jobbing out at \$1 per box.

Cables received from Barbadoes this week state that an advance of 1c. has taken place in first cost of molasses at the islands.

First offers on new Valencia raisins for August shipment have been received. So far nothing has been done for forward account yet.

Agents here for leading salmon canneries in British Columbia have been instructed to discontinue sales of salmon until the receipt of further orders.

## NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. JOHN, N.B., July 22, 1897.

THERE has been but a fair business doing during the week in groceries. The dry goods people also have found the wholesale business lighter than last year for the spring and early summer trade. Of course, last year was a very heavy one. Still, at least in dry goods lines, this season has not been up to the average. The busy people still continue to be those shipping lumber, both here and at up-bay ports. The prices on the other side are rather lower, but the present large quantities going forward are to fill contracts made earlier. The weather here continues cool, to the great pleasure of those fortunate

enough to be here and the great envy of those who are not. In grocery lines markets are rather better, showing in many cases upward tendency. Even flour seems to have turned its face upward. The many picnic excursions and tourists in town very much aid the retail business, which, owing to the large number of our own people out of the city, needs it.

OILS—Little can be said at this season. There is a rather better demand for burning oil, and that for lubricating continues to hold good. This season has seen a large demand. In cod oil small quantities continue to arrive. Stocks are light, but there is little life to the market and prices keep low. We quote: Best American burning oil,  $18\frac{1}{2}$  to 19c.; Canadian water white, 16 to 18c.; Canadian, prime, 14 to 16c.

SALT—The chief business of the week has been deliveries from the cargo spoken of last week. It finds but a fair sale. Prices show no change. There are ample stocks and prices are easy. An English table and dairy salt, in wood boxes, packed here, is finding some sale. The sale of English table salt, in glass, is confined almost altogether to the retail trade, and shows a great falling off as compared with past years. In dairy salt the Canadian has the large part of the trade. We quote as follows: Coarse, 44 to 47c.; Liverpool factory-filled, 90c. to \$1; Canadian fine, \$1 to \$1.05 per bag.; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.; rock salt, \$5 to \$6 per ton.

CANNED GOODS—There is more life; quite a quantity of old goods continues to arrive. The quantity of corn bought has been large, and at the price is good stock, particularly when compared with the prices the packers talk of getting latter. Quite a few old tomatoes have also been brought in. New peas and strawberries are both here. Oysters are higher, and some packers are all sold

out. Salmon easier, the quantity of new bought not large. In no lines have new goods been largely bought, as compared with last year. Except in salmon and haddies the tendency of the market is upward. Lobsters are hard to get even at the advanced prices. We quote as follows: Corn, 60 to 65c.; peas, 75 to 85c.; tomatoes, 85 to 90c.; gallon apples, \$1.75 to \$1.80; corned beef, Canadian, \$2.20 to \$2.30; American, 2-lb tins, \$2.40 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2.10 to \$2.25; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.75 to \$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.25 to \$2.75; salmon, \$1.25 to \$1.40; lobsters, \$2.25 to \$2.50; haddies, \$1 to \$1.15; 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—Small fruits still have the chief attention. Strawberries from Nova Scotia are over and the New Brunswick berries are in full swing. While the New Brunswick box is smaller than those received from Nova Scotia the berry is harder and better. The price has been well maintained, except where berries have been soft. The shipment of wild berries to the American market for manufacturing purposes is not as large as last year. Raspberries are beginning to arrive. Plums, it is said, will be a very small crop; last year it was very large. Cherries will also be light this year. Rhubarb is out of the market. Oranges—light business; a few Valencias were received this week; it is late for them. Lemons are much higher and have good demand. A car of melons, the first full car to be brought here, is daily expected. Pears of good quality are now coming in and continue to find improved sale. Apples are also better quality and sale; price lower. Tomatoes are lower; they have but fair sale. Cucumbers are lower, with good demand. In pineapples there is no change. We quote as follows: California plums, \$2 to



## Little Things.

Whisk Brooms—Fancy Whisks, yet they will increase interest in your stock on hand. They will catch the eye of your women customers, sure. If "Boeckh made them" you've a sale at once, without a question. Only the finest selected green corn is used. We guarantee the workmanship by our offer of "your money back if you want it."

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Is the condensed milk you should handle. It will give your customers perfect satisfaction, because it is a perfect milk, absolutely pure and scientifically treated. We guarantee it to be uniform in quality when and wherever bought. Just the thing for **Custards, Blanc Mange, Ice Cream, etc., etc.** Order from your wholesaler or from

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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

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Coffee and Spices  
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

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Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. + Once Tried Always Used.

**BALFOUR & CO., HAMILTON**

## There's Money Made

by selling reliable goods.  
If you want the best

**JAMS PICKLES JELLIES SAUCES**

on the market to-day, send your order to

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Vinegar Manufacturers

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## Meats and Fish

FULL LINES  
LOWEST PRICES

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

## Extra Choice

**Hams Bacon  
Pure Lard  
Mess Pork**

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

The Coffee  
with a

PAST  
PRESENT  
FUTURE

# Excelsior Blend

Satisfies the most Fastidious.

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Coffee Importers and Roasters  
TORONTO

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## Ivory Bar Soap

THE BEST MADE

# RICE

Japan No. 1 Polished

Our Own Quality.

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

\$2.25; California pears, \$3.50 to \$4; Lemons, \$4.50 to \$6; oranges, Valencia, \$7.50 to \$8; Messina oranges, \$3.75 to \$4.50; bananas, \$1.50 to \$2.25; lettuce, 25 to 30c. per doz.; pineapples, 10 to 14c.; strawberries, 8 to 12c.; cucumbers, 35c. per doz.; pears, \$5 to \$7 per bbl.; new apples, \$4.50 to \$5 per bbl.; tomatoes, \$1.50 to \$2.

**DRIED FRUIT**—This is still the dull line. New California raisins are quoted and open lower than last year. The feeling in the market is reported firm. These goods will have the market this year unless Valencias should be very low. Valencias, as a fruit, are not to be compared with the others, but their price would affect the market here. In prunes, the opening prices in California are also lower than last year; the outlook is that more California prunes will be brought to this market if price keeps low. The foreign prunes have the advantage of the rebate in duty. Some grades are opening high. Onions hold their price and have a good sale. Evaporated apples are rather higher, but not much doing. There is no life in dried apples. Currants are high and stocks light. Stocks of raisins light. There is very little doing. We quote as follows: Raisins, Valencias, 5¼ to 6c.; California L. M. 3-crown, 7 to 7¼c.; London layers, \$1.75 to \$2; currants, cases, 5¾ to 6c.; bbls., 5¼ to 5½c.; cartoons, cleaned, 7¾ to 8c.; bulk, cleaned, 6½ to 7c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples 2½ to 3c.; evaporated apples, 4¼ to 4½c.; onions, 2¾ to 3c. per lb.; cocoanuts, \$3.50 to \$3.75 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6 to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 7¾ to 8c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

**SUGAR**—There is a firmer feeling, and stocks are getting worked down. This is the time of demand, and a fair business is doing. There is little if any change in price yet made here. The effect of foreign sugar quotations is being more felt. Some English yellows are expected here, and German granulated is offered low. We quote: Granulated, 4 to 4¼c.; yellows, 3¼ to 3½c.; Paris lump, 5¼ to 5½c.; powdered, 5 to 5¼c.

**MOLASSES**—The market is rather firmer. In Porto Rico a cargo is to hand this week. The importers are holding price firm, and rather higher than was expected. There is a large demand for this grade, and the present outlook is that stocks will be light. In Barbadoes the market is low and dull; holders, however, seem less anxious to sell than they did; the stock is not large. The outlook is better than it was, much better than it was thought it would be early in the

season. We quote: Barbadoes, 22 to 23c.; Porto Rico, 26 to 30c.; New Orleans, bbls., 25 to 27c.; Antigua, 22 to 23c.; syrup, 36 to 38c.; St. Croix, 20 to 22c.

**DAIRY PRODUCE**—In eggs the sale is becoming dull, prices easy, but no change. Butter rather lower and coming in very freely. For best grade there is good sale. In cheese the price tends lower; buyers begin to hold off for later-made cheese. The large number of factories through the country which supply the stores near to hand have very much affected the demand from city dealers. West India market dull. The local demand is for a cheese weighing about 50 lbs. We quote: Dairy butter, 13 to 16c.; creamery, 17 to 18c.; prints, 19 to 20c.; cheese, 9½ to 10c.; eggs, 9½ to 10c.

**FISH**—Salmon are getting scarce and price moving upward. Fresh shad are more plentiful; those caught now are extra quality and are called salmon shad. The catch is not a large one and they are chiefly sold fresh. Smoked herrings, light stock with prices still low. There is little or no sale here for hard, dry bloaters. Some new pickled bay herring are being received, but demand is dull. In dry cod, large are now low and are likely to move up soon. There is but fair sale in dry fish. The hot weather is affecting the curing, and receipts are light. We quote as follows: Large cod, \$2.75 to \$2.85; medium, \$2.60 to \$2.75; pollock, \$1.05 to \$1.25; bay herring, \$1.25 to \$1.30 per half-bbl.; smoked, new, 5½ to 6½c.; shad, half-bbl., \$4.50; boneless, 2½ to 8c.; Barrington, \$3 per bbl.; Shelburne, \$3.25 per bbl.; halibut, 9 to 10c. per lb.; salmon, 15 to 18c.; boneless, 3½ to 4c.; cod, 6 to 6½c.; fresh shad, 20 to 25c.

**PROVISIONS**—There is little sale for pork. Beef shows a fair demand. No change in price. Canadian hams have had an active demand. The local curers being out of stock. The price, which has been high, has been further advanced, which will somewhat affect the sale. Demand for bacon small. Lard keeps very low. We quote: Clear pork, \$13.50 to \$14.50; mess, \$12 to \$13; plate beef, \$11.50 to \$13; hams 13 to 13½c.; rolls, 9 to 9½c.; pure lard, 6¾ to 7¼c.; compound, 6¼ to 6½c.

**FLOUR, MEAL AND FEED**—Flour has at last taken an upward turn. There is no change in prices here, but rather higher prices are looked for. Feed, particularly middlings, is high and very hard to get. Oats are the same. They have a good demand though buyers are offish at the price. Cornmeal rather firmer. In beans the market is still low; there is but light sale. Oatmeal is also on the upward move; prices show quite a range. There is a better feeling in this branch of the market, and improved business is looked for. We quote: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$4.25 to \$4.30; medium, \$4 to \$4.15; oatmeal, \$3.30 to \$3.50; cornmeal, \$1.75 to \$1.80; middlings, car lots, in bulk, \$15 to \$16; bran, do, do, \$13.50 to \$14.50; hand-picked beans, 85 to 90c.; prime, 75 to 80c.; oats, 33 to 34c.; hay, \$12.50 to \$13.50; barley, \$2.75 to \$3; round peas, \$1.15; split peas, \$2.85 to \$3; yellow eye beans, \$1.50;

## EARLY SUMMER CABBAGE

I have a fine lot of early cabbage to dispose of, and am offering it at

**75 cents a large barrel**

F.O.B. St. Catharines. Let me ship you a barrel. Freights low.

**L. M. SCHENCK**

Grower and Packer. St. Catharines, Ont.

## COX'S GELATINE

Always Trustworthy.

ESTABLISHED 1725.

Agents for Canada:

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Toronto, St. John, N.B., and Montreal

The **QUEEN CITY OIL CO., Ltd.**

SAMUEL ROGERS, President. TORONTO, ONT.

Importers of the very finest PRATT'S ASTRAL and



CAR LOADS OR LESS. — WRITE FOR PRICES.  
Best Canadian Lamp Oil Made in Canada.

## Refrigerators



of all kinds and all sizes.

**GROCERS' REFRIGERATORS**

A specialty. Do not order for this season before examining our lists.

**EUREKA REFRIGERATOR CO.**

Noble St., Toronto  
Telephone No. 5298.

## OTHER FIRMS

Are not content with copying our package, but are using the identical words on our labels. Imitation is the sincerest flattery, but do not be deceived, as Meadow Sweet Cheese has the largest sale of any package cheese in England and United States, and the sales in Canada are growing every day.

Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer.

Write to

**Meadow Sweet Cheese Co.**

P.O. Box 2321, Montreal

For Price List.

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# LAPORTE, MARTIN & CIE.

Importers and  
Wholesale Grocers.

Agents for...



**P. Richard's Brandy**  
**Mitchell's Scotch**  
**and Irish Whiskeys**  
**Vve Amiot Champagnes**

72 to 78 St. Peter St.

... MONTREAL



## Pickles.

Push Picnic Goods.

Picnic goods are in demand now. Heinz's Pickles and Food Products are the best line you can offer.

Other Popular Specialties

SWEET PICKLES

TOMATO CHUTNEY

INDIA RELISH

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.



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.

A cargo of 5,500 boxes bloaters cleared from Grand Manan this week for Boston.

Messrs. Baird & Peters are landing a cargo of very fine Porto Rico molasses this week.

Tourists are coming into our city to enjoy our cool climate in very large numbers. One day this week the International Steamship Co. landed upwards of 450.

The Laing Packing & Provision Co., of Montreal, have had a very large sale for hams here during the past few weeks. They are represented by Mr. I. C. Bowman.

James Dillon, wholesale grocer and commission merchant, who left the city some time ago without making any arrangements to meet his liabilities, has made an assignment.

Large quantities of New Brunswick cultivated strawberries have been shipped west. In some places the crop has been large, one grower getting upward of 6,000 boxes from an acre.

Mr. Magor, of Messrs. Frank Magor & Co., Montreal, was in the city this week in the interest of Keen's mustard, Robinson's barley and Cadbury's chocolate, etc. He reports a good business, particularly in

Cadbury's Christmas goods. An increase is also noticed in the sale of Robinson's barley. West, Mr. Magor says, he has been pleasantly surprised at the increased sale in this line.

THE GROCER extends its congratulation to Mr. David E. Loomer, of the well-known firm of McAfee & Loomer, who was this week married to Miss Mary Bigelow, of Spencer's Island.

The time for catching lobsters in the Maritime Provinces has been extended to July 24, that is nine days. This does not include the Bay of Fundy and the west and south coast of Nova Scotia, where the close season began July 1.

A number of Maritime commercial travelers presented Mr. T. H. Foster, late on the road for the Eastern Oil Co., with a well-filled purse of gold. Mr. Foster was very popular. THE GROCER regrets to learn that his health is very poor.

#### TRADE CHAT.

A large addition is being built to the storehouse at the starch factory in Port Credit, Ont.

A bold robbery was committed in J. & R. Robson's feed store, Brantford, the other day. A man entered the store and ordered a quantity of horse-feed. While the person in charge of the store was out upon the street having the visitor show where to take

the feed another man entered the store and robbed the till of \$75. The thieves got away with the booty.

On the 1st of July the law by which the interest on post office savings bank deposits was lowered from 3½ per cent. to 3 per cent. took effect, and since then some notice has been taken of the returns as they come in at Guelph to ascertain whether the change will have any effect in decreasing the deposits. So far it does not appear to have operated there in that way at all.

On account of the scarcity of apples in the neighborhood of Norwich, Mr. C. K. Graham of that place is desirous of moving his plant to St. Thomas. Last week he sent a letter to the Council of the latter place asking for a free building and boiler, and for help in moving his machinery. He promised, while in the city, to employ 40 men and 25 girls. He would spend \$500 a week in apples, and the same amount in wages. Although the proposal was given rather a "frosty" reception by the Council, it was referred to a special committee composed of the Clerk, the Mayor, and the chairman of No. 1 Committee.

L. M. Schenck, St. Catharines, is offering early summer cabbage at a very low rate. He quotes it at 75c. per barrel f.o.b. St. Catharines.

**MR. SEYLER BECOMES A BROKER.**

**M**R. W. H. SEYLER, sample-room manager of the Eby, Blain Co., Limited, has just severed his connection with that firm. Mr. Seyler's genial face will not, however, be missed from wholesale grocery circles in Toronto. He



leaves his old company to engage in the commission and brokerage business, handling foreign and domestic goods appertaining to the grocery trade. He already has secured a number of excellent agencies and will have a good many more on his list before long. He is now making a tour of New York, Boston and other commercial centres in the United States partly with that end in view, but as it is two or three years since Mr. Seyler enjoyed a holiday, he will also devote some of his time to pleasure as well as to business.

Mr. Seyler is one of the best known and most popular men in the wholesale grocery trade of Toronto. To his friends he is always genial and ready to crack a joke; to his customers, whether they be small or large, he is attentiveness itself.

He has been with the Eby, Blain Co., Limited, for 11½ years, during the past four of which he has been sample-room manager. A couple of years ago, when the firm was turned into a joint stock company, Mr. Seyler became a shareholder and also one of the directors.

As an evidence of the high esteem in which he was held inside the warehouse, he was on Tuesday last presented with a handsome suite of office furniture, including a desk and a revolving chair, while this was further supplemented by the many well-wishes for his welfare given utterance to by employers and fellow employes.

Mr. Seyler is in the full vigor of manhood, has a thorough knowledge of the grocery trade, and, besides, he is what is known as a well-read man. Thus fortified, he should make his new venture a success, and THE CANADIAN GROCER expects he will.

**APPLE SHIPPERS' ASSOCIATION.**

The third annual meeting of the National Apple Shippers' Association for the election of officers and the transaction of any other business will be held at Hotel Iroquois, Buffalo, N.Y., August 5th, and continue in session through the 6th and 7th.

As there will likely be several Canadian dealers attend the meeting, we might men-

tion that arrangements have been made for reduced railway fare on the certificate plan, which means to pay full fare going, and obtain a certificate of same from the agent selling the ticket, on presentation of which at Buffalo the return fare will be one-third single fare.

Hotel arrangements have been made at the Iroquois House. On Friday afternoon it is intended to run an electric railway excursion to Niagara Falls and along the gorge of the Niagara River to Lewiston.

**LUMBER BOOM IN ST. JOHN.**

**T**HERE is a decided boom in the lumber business in this port; in fact, there has been nothing like it known in the city before. The port is alive with vessels, and every available man is busy stowing them with lumber. Whether this rush is due to the fact that the winters have demonstrated St. John to be a great centre for freight or not, the fact is the vessels are coming here, and are being supplied with cargoes. While the cause of the boom may not be easily explained, yet anyone who visits the wharves will admit that there is a decided rush.

There were in port yesterday 15 ocean steamships, totalling 25,655 tons, and 16 sailing ships, totalling 13,582 tons—in all 39,247 tons, loading for the English and continental market.

It is estimated that the quantity of spruce which these vessels will take away will be not less than 25,000 standards, or in round figures 50,000,000 superficial feet. This, in addition to 6,000,000 already shipped this month, will make the shipments for July the largest for any one month on record, and will come within a few millions of being half as much as shipped during the previous half year, viz.: 106,000,000 superficial feet. The total for July in the two past years was:

1895—18 millions.

1896—25 millions.

This list does not include the vessels loading for the United States market.

Many are watching the action of the United States senators and their tariff tinkering. The law which has been in effect across the line for the past few years allowed all lumber cut on American soil and sawn by American mill owners here to pass into the United States free of duty, while no matter whether the lumber cut by Canadian mill owners was taken from American soil or not, the Canadians would have to pay the duty.

In the vicinity of this city there are 15 saw mills. Four of these have Canadian owners, while the other 11 are owned by Americans. The Canadian mills above the

falls are Messrs. Randolph & Baker's, at Randolph; George Barnhill's mill at Pleasant Point, W. H. Murray's mill at Marble Cove; and below the falls is Messrs. Hilliard Bros'. mill on the Strait Shore.

The American mills above the falls are S. T. King & Sons', at Kingsville; Andrew Cushing & Co.'s, at Union Point; C. F. Woodman's two mills at Milford; Mr. Charles Miller's mill at Pokiok, Stetson & Cutler's mill at Indiantown and another at Pleasant Point, Dunn Bros'. mill at Grand Bay, E. D. Jewett's mill at Millidgeville, and below the falls are Purves & Murchie's mill, West End; James F. Hamilton's and James R. Warner's mills at Strait Shore.

The new clause of the Dingley bill says that to have lumber admitted to the United States free it must be the product of American labor, that is sawn by American workmen.

Out of about 700 workmen who are engaged in the 11 American mills here there are, as far as can be learned, only 25 American workmen, while the rest are staunch Canadians.

A prominent millman told a Telegraph reporter yesterday that the idea of importing American labor to escape paying duty could not be thought of, for if such a thing did come to pass Canadian millmen would be out of work, and this would not be tolerated. It comes to this, the mills would have to shut down or pay a duty to get their lumber into the American market, where it is now free.

When the Wilson-Gorman tariff bill went into effect in the United States it reduced the duty on shingles 30c. per thousand. The mill owners did not lose or gain anything on the change, but the American consumer got his material 30c. per thousand (or four bunches) cheaper than before. Now, when the new clause of the Dingley bill goes into effect (if it does so) the duty on shingles will again increase 30c. per thousand. To meet this duty the mill owners will raise the price on the shingles.

The shingle mills in St. John are Mr. Charles Miller's mill with nine machines; Charles F. Woodman with 14 machines and Mr. S. T. King's, two machines. The demand for shingles at present is said to be good.

Nearly all of the American mills are at present cutting deal for the English market, and are all being kept very busy.—Telegraph, St. John, N.B.

It is said the Retail Grocers' Association will attach a private car to one of their excursion trains to the Falls to convey the King's Daughters, who played such an important part in the recent Pure Food Show.—Herald, Hamilton.

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# A BACK LOG

THAT KEEPS  
BUSINESS  
BRIGHT

SERVED EXCLUSIVELY TO

OVER  
TWENTY-ONE MILLION  
PEOPLE

AT THE WORLD'S FAIR

MONTREAL  
BOSTON  
CHICAGO

**CHASE & SANBORN**

THE . . .  
IMPORTERS



## A REVIEW.

**M**R. GEORGE HAGUE, general manager of the Merchants Bank, Montreal, in his annual address, says :

"I may say this, however, that it is hopeless for manufacturers of any kind, in these times of keen competition, to make profit on their business unless they have the latest appliances in machinery, the most economical appliances of power, the most skilful management in production, the best adaptations of labor, and the best facilities for transportation and communication. Along with these, it is becoming more and more essential that a manufacturer shall have his specialties ; that is, that he should produce some goods which are his own, known by his name, which will be such a guarantee of goodness that the name will sell the goods, as with 'Rodgers' cutlery or 'Horrocks' sheetings. When a manufacturer attains a position like this, and has his arrangements to keep it, he is a long way towards permanent success and wealth. In some branches of manufacture and production we have attained this position. Certain brands of flour are well known in foreign countries, as well as certain brands of cheese, and even of deals and timber. A customer of our own has established the reputation of

his brand of eggs in the English market, and enquiries are made for it by dealers there. We are exporting furniture to South Africa, agricultural implements and other articles to Australia, butter to Japan, and leather in large quantities to England ; and if attention is only paid to quality, to good make-up, and to the exact needs of the market, there is no reason why this should not develop very largely. In such matters as butter or apples it is not sufficient to have simply a good article, it must be well and tastefully packed, according to the fancies of the market it is sent to, or they can never establish themselves in general favor.

"Our apple exports of last year were frightfully injured by want of care in packing, and the trade injured to an extent it will take considerable time to recover from. Our orchards are well known to be among the best in the world, and so are our vineyards and peach gardens. I mention this for the benefit of any who may happen to read these words, to dispel the impression that Canada is a land of almost perpetual snow. I do not think we are at all obliged to the enterprising English poet who lately sung our praises as the 'Lady of the Snows.' We have snows, it is true, and exceedingly useful they are, as fertilizing the ground for the spring and summer, and enabling us to produce such fine peaches, grapes, melons

and apples as we do. While on this subject I may venture to say that much harm has been done to the country by the multiplication of snow pictures. We have had altogether too many of this sort. It would, I think, be a profitable venture if an illustrated book were published showing what Canada is in summer."

## THE RICE SITUATION.

English milled rice continues to be imported freely since the introduction of the new tariff, and the fact that the protection on Canadian milled rice was increased 25c. per cwt. does not seem in any way to have stopped the importation of rices milled in England. The greater variety and superior qualities in English milled rices appear to have made a lasting impression on the retail trade and it is claimed by the dealers that it will be difficult to reconcile retailers to buying the limited grades offered by the Canadian mills, notwithstanding that the protection to the latter is still of considerable importance.

Judge William Elliot sentenced Arthur Waterman to one year in the Central Prison for stealing groceries from Fitzgerald & Scandrett, London.

## MANITOBA MARKETS

THE first day of the Industrial Exhibition has brought along with it "ye gentle summer rain." However, it is hoped that this will serve to cool the air and make the getting-about pleasanter than last week when the heat was so intense. Already the city is crowded with strangers from all parts of the province, and more are coming in on every train. All available hotel rooms were taken days ago, and the hotels have advertised for room in private houses to accommodate later arrivals. The arches put up for the Jubilee were left up and are now being freshly decorated and will be illuminated every night this week. There is not much done in groceries and hardware during the exhibition week, the increase of trade is more in the retail dry goods line, but still all trades benefit by the influx to the Fair, as many articles exhibited are purchased after the return home. The exhibits in all trades are good, but it is too early to write any description of, as the things will not all be in place until late to-night. Prices have scarcely varied during the week. Butter, both creamery and dairy, is a little firmer, due to the demand for construction on the Crow's Nest railway. Cheese is weaker and lower. Sugar is more active than last week, but the price is unchanged. Though new pack of fruit and vegetables are offering freely very few purchases are being made, as there is a general tendency to wait for more settled prices.

**CURED MEATS**—There is a decidedly firm feeling in hog products. Prices are: Hams, assorted sizes, 11 to 11½c.; breakfast bacon, bellies, 11 to 11½c.; do., backs, 9½ to 10c.; short spiced rolls, 7½ to 8c.; shoulders, 6 to 6½c.; smoked long clear, 8½ to 9c.; fancy clear, 8 to 8½c. Dry salt meats are quoted as follows: Long clear bacon, 7 to 7½c. per lb.; shoulders, 5¼ to 5¾c.; boneless shoulders, 6½ to 7c.; backs, 7¼ to 8¼c.; extra charge of ¼c. for canvassed meats; barrel pork, clear mess, \$13 to \$13.50; short cut, \$15.50 to \$16; rolled shoulders, \$13 to \$13.50 per barrel.

**BUTTER**—Creamery firm and selling at 15c. f.o.b. factories. Dairy in very fair demand and firmer; prices 10 to 11c. in round lots.

**EGGS**—Supply just about equals demand; price paid, 10c.; price to jobbers after candling, 12 to 13c.

**CHEESE**—Is weaker, the price now being 6 to 6¼c. There is a feeling on the part of dealers that it will settle permanently at 6c., but if this is the case the chances are that factories will shut down, as there is nothing in it at 6c.

**POULTRY**—A few spring chickens are coming in and are as dear as they are tasteless after the manner of their kind. A properly managed broiler farm would be a benefaction to the inhabitants of Winnipeg. Spring chickens sell at 35c. the pair; last summer chickens, 10c. per lb.; turkeys, 9½ to 10c., live weight.

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

**CEREALS**—Rolled oatmeal, 80-lb. sacks, \$1.50 per sack; granulated, 98 lbs., \$1.75; standard, 98 lbs., \$1.75; rolled wheat, 80 lbs., \$1.75; pot barley, 98 lbs., \$1.75; pearl barley, 98 lbs., \$3.25 per sack.

**TEA**—No move in this market.

**COFFEE**—Market unchanged. Rios, still dull at 13½c.; Javas, 28c., and Mochas, 37c.

**CANNED GOODS**—Strawberries, new pack offering at \$1.35 to \$1.45 for case. Tomatoes still ruling high at \$2.25 per case; corn, \$1.40 to \$1.60, according to pack.

**SUGAR**—A little more activity than last week and market a little firmer. Granulated, 4½c.; yellows, 4 to 4½c.

**DRIED FRUITS**—Valencia raisins are reported as ready to ship by August 1st.

**VEGETABLES**—The supply both of domestic and imported is now abundant and prices are very reasonable. New potatoes are selling at 2c. lb.; lettuce and radishes are 8 to 10c. per dozen bunches; peas in pod, 3c. per lb.; cauliflower, 50c. per dozen, and cabbages, 45 to 50c. per dozen bunches.

**GREEN FRUIT**—New southern apples have arrived. They are better quality than new apples are generally. Bananas are good quality and are offering freely. Lemons are firm and higher. Stocks held here are small, and with the present warm weather and the influx of visitors lemons will be lemons before the week is out. California lemons are arriving and the stocks held are principally Messinas. California plums of good quality are arriving in considerable quantities. The first California Bartlett pears arrived last week and were in good condition. Oranges are all late Valencias, and as they are large oranges there is a difficulty in filling demand for small oranges. Pineapples are scarce, but this is thought to be temporary. Prices rule about as follows: California late Valencia oranges, \$6 to \$6.50 box; Messina lemons, \$6 to \$6.50; bananas, \$2 to \$2.75 per bunch; pineapples, \$2.50 to \$3 per dozen; pie plant, 1½c. per pound; tomatoes, \$1.75 per crate of 4 baskets; California cherries, \$1.50 to \$1.75 per box; apricots, \$2 per box; California plums, \$2 to \$2.25 box; California peaches, \$2 per box; California pears, \$3.50 to \$4 per box; onions, \$4 per 100 lbs.; cucumbers, 75 to 90c. per doz.; watermelons, \$5.50 per doz.

## LONDON GROCERS' PICNIC.

We are in receipt of a programme and invitation to the seventh annual outing of the Retail Grocers' Association of London, which is to be held in Queen's Park of that place on Wednesday, July 28.

Judging from the programme the committee intend making this year's affair an unprecedented success. A monster procession is to be marched to Queen's Park in the morning, and in the afternoon 20 field events will be run off.

The merchants of London, outside of the grocers, are co-operating to have all the stores closed that afternoon.

## THE SELF-PROVING ACCOUNTING SYSTEM.

"TWO leading considerations are to be kept in mind when examining accounting appliances and methods. One is the relationship of each individual element to the system as a whole, and the other the convenience and efficiency of the device in itself for the special purpose for which it is intended. The first of these is determined by the system itself, or the principles upon which the system is based, and the second by the features of the devices and their adaptability to the ends in view." It is with these words that the editors, J. F. Brown, Toronto, and A. O. Kittredge, New York, commence their work entitled "The Self-Proving Accounting System," and it is on these principles that they claim that this system is the best ever offered to the public.

The self-proving accounting system is a double entry system and may be characterized as double entry brought down to date and adapted to modern requirements. It is more than double entry, for, in addition to each transaction being represented in two accounts, one showing the debit and the other the credit, each account is twice entered, once as an individual element and once as a part of a group, or one of a number of elements taken collectively.

Another advantage of the system is its utility. According to the size of the business, one or twenty clerks may be employed in recording the different classes of transactions, and, when an error is found, the mistake may easily be rectified by comparing the books of the different employees.

The leading contention in the treatise is that the ledger of a business may be so constructed, and the accounts therein so classified and arranged, that it shall at all times be a going balance sheet of the business, not only with respect to resources and liabilities, but also in the matter of profits and losses. This is not a mere theoretical deduction, for the plan outlined in the volume is in successful use in many places at the present time.

The work is a credit to the publishers, the Self-Proving Account Book Co., who have an office in Toronto at 3 and 5 Queen street east. It contains some 328 large pages and is handsomely and substantially cloth-bound.

"Please Change  
Our Advertisement"

Will advertisers please remember that all copy for "changes" must reach us by 5 p. m. on Tuesday. All advertising copy received later than Tuesday must be held over till the following week.

THE CANADIAN GROCER.

# Smith, Baker & Co.

... of ...

Yokohama, Japan

## **ARE NOT . . .**

booking orders based on impossible Standards,  
or mixing old leaf with new

## **BUT ARE . . .**

shipping Teas better than Standards . . . . .

## **AND HAVE . . . .**

shipped this season the best---the very best---  
values which have come to Canada.

♦ ♦ ♦ ♦ ♦

## **WE HAVE BUYERS**

in Germany for more Dried and Evaporated  
Apples than Canada can produce. We want  
some now. Markets for apples are rapidly  
rising. . . . .

# Lightbound, Ralston & Co.

IMPORTERS AND  
COMMISSION MERCHANTS

MONTREAL \* TORONTO \* LONDON

## Dried Apples Wanted...

Highest cash prices paid.

## Pure Fruit Vinegars

Now is the time you want good Vinegar, and I have it pure and right in price. Send for a sample barrel.

## Jams and Jellies..

Don't forget that we are headquarters for these goods.

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

### SEND IN BUTTER.

IN conversation with a city wholesale provision merchant this week THE GROCER was surprised to hear that the city market reports received a great many merchants throughout the country, or rather the merchants were deceived by them. For instance, if we say that there is no scarcity of butter, but rather that the market is supplied, the merchants in the country who have butter on hand think that it isn't safe to consign their goods and that it is better policy to retain them till a scarcity on the city market is reported. This, the consignees say, is a mistaken idea. Even if the local market is supplied the consignee's business is to dispose of all the goods that come to his charge. If he advertises himself as a wholesale provision merchant he is sure to have a number of houses in Halifax, St. John, or in any of the ports where exporting goes on, to whom he can forward his provisions with the security that the highest market price will be paid.

It is this confidence that the dealers have in the exporters that the country merchants ought to have in the dealers.

Every day, we hear, the wholesalers receive letters asking them if they can receive a consignment of butter of 50 tubs.

Don't waste time and trouble by doing so. The sooner you get in your butter or any kind of provisions the fresher it will be, and the higher price it will bring. When you have 50 or 75 or 100 tubs of butter on hand don't think that it is such a large consideration to the dealer as it is to yourself. Send it along, he can handle it.

Merchants are continually sending in telegrams or letters asking for prices on their lots. It is only waste of time, money and trouble. If the dealer sends back a price, he has to reckon on his commission profit, similarly as he does on consignments. Don't try to "dicker" with the dealer. he is firm and is determined to get his regular profit.

This warning is particularly applicable at this time of year, when the hot weather is on. If your butter is good do not hold it over till October. What will bring 12c. now will bring only 9c. in October, for the present good flavor is sure to have gone by that time. It isn't even necessary to send on four or five tubs as a sample. If the butter is not below medium quality the dealer will sell it for you.

If this rule is followed, certainly a great deal of trouble and annoyance, to say nothing of money, will be saved to both merchant and consignee.

### A SIGN OF BUSINESS.

The manufacturers of "Happy Thought" soap, Hamilton, have found their business increasing so rapidly that they have had to enlarge their factory and put in additional machinery. They claim that hitherto they have not had capacity enough to fill their orders.

This growth of trade is due, doubtless, to the delicate appearance of the manufactured article, resembling, as it does, Castile soap. "Happy Thought" soap is useful for any household purpose, but is particularly adapted for the bath.

Grocers might take advantage of the success of the article by handling it more freely. It retails at 5c. per cake and a good profit is obtainable.

Cheese men will do well to pay heed to the new Branding Act, which is in force since June 29. Besides branding each box "Canada," each cheese must be branded similarly. The regulation applies only to cheese for export. The penalty for neglecting to fulfil this provision is a fine of \$5 per cheese. Half the fine goes to the informer.

Thomas Lawry & Son, pork packers, Wentworth street north, have laid off a number of their workmen for an indefinite period. The price of pork is said to have made its curing and packing unprofitable. It is also rumored that F. W. Fearman & Co. will reduce their working staff in the near future.—Hamilton Herald.

**VERY HANDY FOR THE TRADE**

## DALLEY'S HANDY PACKAGE SPICES.

DALLEY'S CREAM OF TARTAR  
" BICARB SODA  
" PURE SULPHUR  
" ENGLISH BORAX  
" SALTPETRE

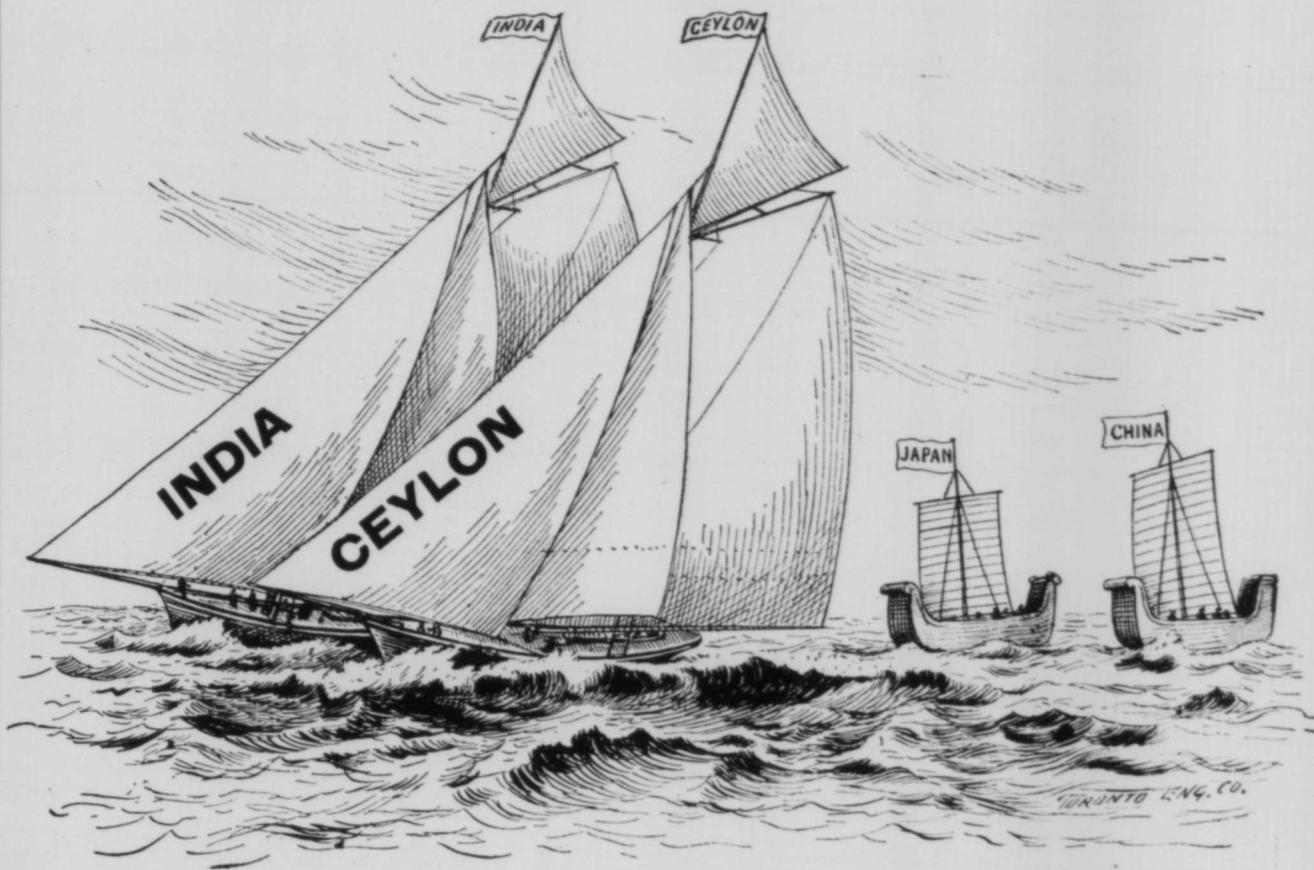
DALLEY'S ENGLISH EPSOM SALTS  
" SENNA LEAVES  
" CURRY POWDER  
" CELERY SALT  
" TOLEDO CORN STARCH

Every package of the above is warranted pure.

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

**HAMILTON, CANADA**

*The only result possible*



Modern ideas and modern machinery are bound to tell against the antiquated appliances and customs of the middle ages.

Ceylon and Indian Teas are outdistancing all competitors. Why? They are pure, clean, healthful, economical and profitable.

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**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**T**HE JOHN EATON CO., LIMITED, department store, Toronto, has assigned to E. H. C. Clarkson.

A. E. Faucher, general merchant, Fraser-ville, Que., has assigned.

George McGarry, pork packer, Montreal, is offering to compromise.

R. M. Foran, general merchant, Inker-man, N.B., has assigned.

J. Burton, tobacco merchant, Picton, Ont., has assigned to J. W. Hamly.

A. F. Geddes & Co., grocers, Winnipeg, have assigned to S. A. D. Bertrand.

Lucien Beaudette, general merchant, St. Jean des Challons, Que., has assigned.

Michael Walsh, manufacturer of cigars, Windsor, Ont., has assigned to F. H. Mc-pherson.

Moore & Kerr, general merchants, Orillia, Ont., have assigned to F. J. Henderson, Toronto.

Fannie L. Malzard, general merchant, Arichat, N.S., is offering to compromise at 50 per cent.

E. Bergeron & Frere, grocers, Montreal, are offering to compromise at 25c. on the dollar, cash.

G. H. Kerr, general merchant, Lake Megantic, Que., has assigned to Rover & Burrage. A meeting of creditors is called for the 22nd inst.

A meeting of the creditors of Therrien & Co., general merchants, St. Remi, Que., has been called for the 21st inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Organ & Hughes, grocers, Montreal, have dissolved.

T. Barsalou & Co., grocers, Montreal, have dissolved.

Trudeau & Frere, grocers, Ste. Cune-gonde, Que., have dissolved.

T. Dudevoir & Co., grocers and butchers, Maisonneuve, Que., have dissolved.

Franklin & Campbell, flour and feed mer-chants, Kingston, Ont., have dissolved.

Noonan & Buchanan, grocers, Perth, Ont., have dissolved. Henry Noonan con-tinues.

Peter A. Campbell and Harry C. Organ have formed a partnership in Montreal, to trade as grocers under the style of Organ & Campbell.

E. H. Crandell, grocer and dry goods merchant, Brampton, Ont., has admitted R. E. Parrett, Milton, Ont., under style of E. H. Crandell & Co.

Joseph C. Desjardins and Alfred Bel-anger have formed a partnership in Mont-real to do a grocery business under the style of Belanger & Desjardins.

Pineo & Merrick, general merchants, Virden and Griswold, Man., have dissolved partnership. Joseph A. Merrick continues

**CLARK'S POTTED MEATS**

Are unexcelled for flavor and quality.

Put up in cases of 4 dozen each, assorted to suit customers.

For sale by all Wholesalers

**W. CLARK, Montreal.****THE ARCTIC REFRIGERATOR**

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

**John Hillock & Co.** 185 Queen St. E. **Toronto**

the Virden branch and C. E. Pineo con-tinues the Griswold branch.

Michael Roach and Neil J. Gillis have registered a co-partnership in Little Grace Bay, N.S., to do a grocery and liquor busi-ness under the style of Roach & Gillis.

B. Shaw, John Cassils, C. T. Shaw, and H. B. Cassils have formed a partnership in Montreal to trade as tanners and leather merchants under the style Shaw, Cassils & Co.

SALES MADE AND PENDING.

The grocery stock of F. C. B. Whitelock, Toronto, has been sold.

The assets of E. Bergeron & Frere, gro-cers, Montreal, are to be sold.

Bertha W. Crux, grocer, Mimico, Ont., is advertising her business for sale.

The assets of M. Elliott & Co., grocers, Montreal, are advertised for sale by tender.

The assets of the general business of Robert Stafford, Joliette, Que., are to be sold.

The stock of Jos. Bordeleau, grocer, Quebec, has been sold at 83½c. on the dollar.

The general stock of Mathias Blaquiere, Avignon, Que., has been sold at 50c. on the dollar.

The assets of Paul Prozensky, saloon-keeper and cigar manufacturer, Montreal, are to be sold.

W. L. Ross, tobacco and cigar merchant, Montreal, is advertised to be sold out by bailiff on 22nd.

The assets of James Gillis, general mer-chant, Metapedia, Que., are advertised for sale on the 21st inst.

CHANGES.

James Lumsden, grocer, Toronto, has sold out to W. R. Oliver.

Blaquiere & Arsneault, are commencing a general business at Avignon, Que.

Eliza Cook, dealer in pork, Halifax, has sold her Lunenburg branch to R. L. McCulloch.

H. H. Welch, grocer, Nanaimo, N.W.T., has been succeeded by Robert Booth.

George Campbell & Son have started a flour and feed business in Kingston, Ont.

Wilfrid Burr, general merchant, Bloom-field and Consecon, Ont., has been suc-ceeded at Consecon by J. A. Eaton.

The Davy Bros. Co., Bancroft, Ont., proprietors of general store and mills, have been succeeded in the general business by Chester Davy.

Amanda Deneault, wife of Thomas Degruchy, has been registered proprietress of the business of Racine, Degruchy & Co., canners, La Prairie, Que.

DEATHS.

Richard McShane, grocer, Montreal, is dead.

**THE SALMON SITUATION.**

Packing on the Columbia River to date, it is reported, shows a much smaller total than at this time a year ago, and it is indi-cated that there will be a possible shortage in some canneries. The result, however, cannot be predicted, and nothing definite can be known of the output of Columbia River fish until the season closes. That will be late this month or early in August.

The strike on the Fraser River, it is re-ported, has assumed serious proportions, but if it is promptly settled, and there is said to be some prospect that it may, the quan-tity produced may yet reach expectations. The packing season is about to commence on the Puget Sound, and it is understood that the packers are making reasonable prices. No prices have yet been named on the medium and lower grades of association fish, and it is probable that none will be made until later in the season. Enquiries of the association agents reveal the fact that the usual quota of Red Alaska is being taken; that many of the other leading brands are closely cleaned up.—N. Y. Jour-nal of Commerce.

**WES****Fin**Capital,  
Capital  
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Hon. Geo. A.

Everybody  
so quickly.  
be convinced

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**Can**

**WESTERN** Incorporated 1851.  
**ASSURANCE COMPANY**

**Fire and Marine**

Capital, subscribed \$2,000,000.00  
Capital - - - 1,000,000.00  
Assets, over - - 2,320,000.00  
Annual Income - 2,300,000.00

Head Office: **TORONTO, ONT.**

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President  
C. C. Foster, Secretary.



**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.



**AN AUTOMATIC SELLING MACHINE ...**

To sell

**Adams'  
Tutti Frutti**

For full particulars, apply . .

**Globe Automatic Selling Co.**

13 Jarvis Street, - TORONTO, ONT.

**PUREST AND BEST**

**WINDSOR SALT**

Is the only perfectly granulated salt offered to the trade, and it is packed in the best packages it is possible to obtain.

FOR SALE BY ALL WHOLESALE GROCERS.

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



# Starch ..

Laundry Starch. Culinary Starch. Rice Starch.



We are headquarters for fine starches, and any package bearing our label can be relied upon for purity and first-class quality. All wholesalers carry our goods, and in buying, make sure you get the real thing.

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 00  
8 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. BOECKH & SONS.** per doz. net.  
Carpet Brooms—  
"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, 7, 4 strings.. 2 75  
" 6, 3 strings.. 2 60  
" 5, 3 strings.. 2 40

**BLUE.**

**KEEN'S OXFORD.** per lb.  
1 lb. packets 17  
1/4 lb. 0 17  
Reckitt's Square Blue, 12-lb. box 0 17  
Reckitt's Square Blue, 5 box lots 0 16

**CANNED GOODS.** per doz.

Apples, 3's 70 70  
" gallons 1 55 2 25

Blackberries, 2 1 40 1 70  
Blueberries, 2 0 75 0 85  
Beans, 2 0 65 0 95  
Corn, 2's 0 50 0 75  
Cherries, red pitted, 2's 2 00 2 25  
Peas, 2's 0 75 0 85  
" Sifted select 0 90 1 00  
" Extra sifted 1 25 1 40  
Pears, Bartlett 2's 1 65 1 75  
" 3's 1 65 1 75  
Pineapple, 2's 1 75 2 40  
" 3's 2 50 2 60  
Peaches, 2's 1 63 2 00  
" 3's 2 50 3 00  
Plums, Green Gages, 2's 1 55 1 80  
" Lombard 1 50 1 70  
" Damsen Blue 1 10 1 40  
Pumpkins, 3's 0 70 0 90  
" gallons 2 10 2 25  
Raspberries, 2's 1 50 1 80  
Strawberries, 2's 1 65 1 95  
Succotash, 2's 0 75 0 80  
Tomatoes, 3's 2 40 2 50  
Lobster, tails 2 40 2 70  
Mackerel 1 20 1 30  
Salmon, Sockeye, tails 1 35 1 50  
" Horseshoe 1 25 1 30  
" do. to arrive 1 15 1 20  
Sardines, Albert, 1/2's tins 0 13  
" Sportsmen, 1/2's tins 0 20 0 21  
" French high grade, key opener 0 12 1/2  
Sardines, Sportsmen, 1/2's 0 21  
Sardines, key opener, 1/2's 0 16 0 18 1/2  
" 10 1/2 0 11  
" 18 1/2 0 19  
Sardines, other brands 9 1/2 11 0 16 3 17  
" P. & U., 1/2's tins 0 23 0 25  
" 0 33 0 35  
Sardines, Amer., 1/2's 0 04 1/2 0 09  
" Mustard, 3/4 size, cases 0 09 0 11  
50 tins, per 100 10 00 11 00

**MARSHALL & CO., SCOTLAND.**  
Fresh Herring, 1-lb. 1 10 1 15  
Kipperd Herring, 1-lb. 1 61 1 93  
Herrings in Tomato Sauce 1 70 1 90  
Herrings in Shrimp Sauce 2 00  
Herrings in Anchovy Sauce 2 00  
Herrings a la Sardine 2 40  
Preserved Bloaters 1 85 1 90  
Real Findon Had lock 1 85 1 90

**CANNED MEATS.**

(CANADIAN.)  
Comp Corn Beef, 1-lb. cans.. \$1 20 \$1 35

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



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



**Beardsley'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  
" 14 lb. 17 50 18 00  
Roast Beef, 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  
Lunch Tongue, 1 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, 1/4 lb. 70 75  
Potted Deviled Ham or Tongue, 1/2 lb. 1 20 1 25

**WHITE LABEL.**

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

**Codfish.** per doz.

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

**CHEWING GUM.**

**ADAMS & SONS CO.** per box

Tutti Frutti, 36 fc. bars 1 20  
" (in cream pitcher) 36 fc. bars 1 20  
" (in sugar bowl) 36 fc. bars 1 25  
" (in glass jar) 115 fc. pkgs. 3 75  
Pepsin Tutti Frutti (in glass jar) 115 5c packages 3 75  
Pepsin Tutti Frutti 23 fc. packages 0 75  
Round Pepsin, 30 fc. packages 1 00  
Cash Register, 390 fc. bars and pkgs. 15 00  
Cash Box, 160 fc. bars 6 00  
Tutti Frutti Show Case, 180 fc. bars and packages 6 50  
Variety Gum (with book in each box) 150 fc. pkgs. 1 00  
Banner Gum (English or French wrappers) 115 fc. pieces 0 75  
Flotation Gum (English or French wrappers) 115 fc. pieces 0 65  
Mexican Fruit, 36 fc. bars 1 20  
Sappota, 150 fc. pieces 0 90  
Orange Sappota, 150 fc. pieces 0 75  
Black Jack, 115 fc. pieces 0 75  
Red Rose, 115 fc. pieces 0 75  
Magic Trick, (English or French wrappers) 115 fc. pieces 0 75

**CHOCOLATES & COCOAS.**

Cocoa—EPSS. per lb.  
Case of 14 lbs. each 9 35  
Smaller quantities 0 37 1/2

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# Please Remember that

we manufacture and sell all kinds of Plain and Fancy Biscuits, Jam, Jellies and Confectionery, from the every-day Sugar Stick to the finest hand-made Bon Bons and Chocolates. We sell Nuts in season; Maple Sugar and Maple Syrup; Chocolate, raw and sweetened. If you want anything in these lines remember we are here to serve you.

## Toronto Biscuit & Confectionery Co. Limited

A. W. PORTE.

7 FRONT STREET EAST, TORONTO.

S. R. PARSONS.

**COFFEE.**

**Green.** per lb

Mocha.....	0 27½	0 30
Old Government Java.....	0 30	0 33
Rio.....	0 09½	0 13
Plantation Ceylon.....	0 29	0 31
Porto Rico.....	0 24	0 28
Guatemala.....	0 24	0 28
Jamaica.....	0 18	0 22
Maracaibo.....	0 16	0 20

**JAMES TURNER & CO.**

Mecca.....	0 34
Damascus.....	0 30
Cairo.....	0 25

**TODD HUNTER, MITCHELL & CO.'S**

Excelsior Blend.....	0 34	
Our Own.....	0 32	
Jersey.....	0 30	
Laguaya.....	0 26	
Mocha and Java.....	0 32	0 34
Old Government Java.....	0 30	0 35
Arabian Mocha.....	0 32	0 34
Maracaibo.....	0 26	0 28
Santos.....	0 22	0 25
Crushed East India.....	0 20	

**EXTRACTS.** per doz

Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors.....	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors.....	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors.....	1 25
Crown Brand (Robert Greig & Co.)—	
1 oz. Bottle, per doz.....	0 90
2 ½ " " " ".....	1 50
2 " " " ".....	2 00
4 " " " ".....	3 00
8 " " " ".....	6 00
4 " " Glass Stop'r ".....	3 50
8 " " " ".....	7 00
Parisian Essence, per gross.....	21 00
Ketchup, Fluted Bottles.....	12 00
Ketchup, Screw Top.....	21 00
" " S. & L. "High Grade".....	
per doz.....	3 50
Pepper Sauce, per gross.....	15 00

**BOVRIL.** per doz.

Bovril—1 oz. bottles.....	\$2 00
2 oz. ".....	3 75
4 oz. ".....	5 50
8 oz. ".....	11 25
16 oz. ".....	18 25
Small bottles, (to make one cup).....	1 00
Invalid Bovril—2 oz. jars.....	3 85
4 oz. jars.....	6 55

**FRUITS.** per lb

**FOREIGN.**

Currants—Provincials, bbls.....	0 25½	0 05½
" " " ".....	0 05½	0 05½
" " Filistras, bbls.....	0 05½	0 06½
" " " ".....	0 05½	0 06½
" " Patras, bbls.....	0 05½	0 06½
" " " ".....	0 05½	0 06½
" " cases.....	0 06½	0 06½
" " Vostizzas, cases.....	0 07	0 08
" " Blue Pearls.....	0 08½	0 08½
Dates, Hallowee boxes (new).....	0 05½	0 06
Figs—Eleno, 10 oz.....	0 07½	0 00
" " 10 lb.....	0 09	0 12
" " 18 lb.....	0 11	0 13
" " 28 lb.....	0 13	0 14
" " taps.....	0 03	0 04
" " natural, boxes.....	0 05	0 06
" " ditto, bags.....	0 04½	
Prunes—Bosnia, cases.....	0 06	0 07
" " Bordeaux.....	0 04½	0 06½
Raisins—Valencia off stalk.....	0 04½	0 05½
" " Fine, off stalk.....	0 05½	0 06
" " Selected.....	0 06½	0 07
" " Layers.....	0 06½	0 07
" " Sultanas.....	0 07	0 10
" " Cal. Loose Muscatels.....		
50 lb. bxs., 3 & 4 cr.....	0 07½	0 08½

**MAIAGA** per box.

London Layers.....	1 60	1 80
Dehesa Clusters.....	3 50	4 00
Imp. Russian Clusters.....	5 00	5 50

**DOMESTIC.**

Apples, dried, per lb.....	0 02	0 03½
" evaporated.....	7 04	0 05

**FOOD.** per brl.

Split Peas.....	3 25	\$3 50
Pot Barley.....	3 25	3 50
Pearl Barley, XXX, 49-lb. pkt.....	2 00	

**ROBINSON'S BARLEY AND GROATS.** per doz.

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

**DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.** per doz.

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

**GELATINES.**

**KNOX'S**

Sparkling calves foot, 2 qt. size.....	1 20
Acidulated, 2 qt. size.....	1 50

(Sold by all wholesale grocers.)

**KEOPFF'S FAMILY GELATINE.**

Robert Greig & Co., Agents.

1 oz. Packages, White, per doz.....	95
1 " " Red, ".....	1 00

**COXS**

1 Quart size, per doz.....	1 15
2 Quart size, ".....	2 30

**HARDWARE, PAINTS AND OILS.**

**CUT NAILS—50 to 60 dy, \$1.74 Pittsburgh, duty included, or \$1.95 Toronto.**

**WIRE NAILS—\$2.04 delivered, Toronto.**

**HORSE NAILS—Canadian, dia. 50 per cent.**

**HORSE SHOES—From Toronto, per keg.....** 3 35

**SCREWS—Wood—Flat-head bright, 87½ and 10 p. c. dia. Round-head bright, 80 and 10 p. c. dia. Flat-head brass, 82½ and 10 p. c. dia. Round-head brass, 75 and 10 p. c. dia.**

**WINDOW GLASS.** [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.]

**1st break (25 in. and under).....** 1 20 1 25

**ROPE—Manilla.....** 0 07½ 0 08½

**Sisal.....** 0 05½ 0 06½

**AXES—Per box.....** 5 25 9 00

**SHOT—Canadian, dia. 17½ per cent.**

**HINGES—Heavy T and strap, 70 per cent. Screw, hook and strap.....** 2 40 3 50

**WHITE LEAD—Pure Association guarantee, ground in oil.** per 100 lbs.

25 lb. irons.....	5 15
No. 1.....	4 77½
No. 2.....	4 35
No. 3.....	4 02

**TURPENTINE—Selected packages, per gal.....** 0 41

2c. extra outside points.

**LINSEED OIL—Raw, per gal.....** 0 41

Boiled, "..... 0 44

2c. extra outside points.

**GLUE—Common per lb.....** 0 07½ 0 08

**INDURATED FIBRE WARE.**

THE E. B. EDDY CO.

½ pail, 6 qt.....	\$3 35
Star Standard, 12 qt.....	3 80
Milk, 14 qt.....	4 75
Round-bottomed fire pail, 14 qt.....	4 75
Tubs, No. 1.....	13 30
" " 2.....	11 40
" " 3.....	9 50
Fibre Butter Tubs (30 lbs).....	3 80
Nests of 3.....	2 85
Keelers No. 4.....	8 00
" " 5.....	7 00
" " 6.....	6 00
" " 7.....	5 00
Milk Pans.....	2 65
Wash Basins, flat bottoms.....	2 65
" " round bottoms.....	2 50
Handy Dish.....	2 25
Water Closet Tanks.....	17 00
Dish Pan, No. 1.....	7 60
" " 2.....	6 20
Barrel Covers and Trays.....	4 75
Railroad or Factory Pails.....	4 75

**JAMS AND JELLIES.**

**SOUTHWELL'S GOODS.** per doz.

Frank Magor & Co., Agents.

range Marmalade.....	1 50
Clear Jelly Marmalade.....	1 80
Strawberry W. F. Jam.....	2 00
Raspberry " ".....	2 00
Apricot " ".....	1 75
Black Currant " ".....	1 85
Other Jams " ".....	1 55
Red Currant Jelly.....	2 75

(All the above in 1 lb. clear glass pots.)

**LICORICE.**

**YOUNG & SMYLYE'S LIST.**

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

**MINCE MEAT.**

Wethy's Condensed, per gross, net \$11 00

**WINES, LIQUORS AND MINERAL WATERS.**

**CHARD, JACKSON & CO., MONTREAL, AGENTS.**

**Watson's Scotch—**

1 Star Glenlivet, in cases.....	\$8 50	\$9 00
3 " " " ".....	9 50	10 00
Old Liqueur " ".....	15 00	15 50
Old Glenlivet, in wood, p.gal.....	4 25	6 00

**Watson's Irish—**

Old Irish.....	7 50	8 00
Banagher.....	9 50	10 00
" " in wood, per gal.....	4 25	5 25

**Geo. Sayer & Co. Cognac—**

1 Star, in cases.....	11 50	12 00
V.S.O.P.....	16 50	17 00
In wood, per gal.....	4 50	6 50

**Warter & May, Oporto—**

Port.....	2 10	6 50
Sherris.....	2 00	6 00

**J. & R. M'LEA, MONTREAL.**

Cockburn very old Highland.....	8 75	9 25
" " Special Scotch.....	9 50	10 00
" " Special Liqueur, 14 " years old.....	15 50	16 50
In wood—Fine old Scotch.....	4 40	
Special old Scotch.....	5	

**MUSTARD.**

**COLMAN'S OR KEEN'S.** per lb.

Square Tins—	
D. S. F. ½ lb. tins.....	\$0 40
" " 1 lb. tins.....	0 42
" " ½ lb. tins.....	0 45
Round Tins—	
F. D., ½ lb. tins.....	0 25
" " ¼ lb. tins.....	0 27½

**F. D., 4 lb. jars, per jar.....** 0 75

" " 1 lb. " "..... 0 25

" " 4 lb. tins, decorated, pt. 0 80

**FRENCH MUSTARD**

**Crown Brand—(Robert Greig & Co.)** per gross.

Pony size,.....	\$ 7 50	Beer Mug.....	16 20
Small Med.....	7 50	Tumbler.....	11 50
Medium.....	10 50	Cream Jug.....	21 00
Large.....	12 00	Sugar Bowl.....	22 00
Spoon.....	13 00	Caddy.....	25 00

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

Dalley's Mustard, bulk, pure, per lb.....	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz.....	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz.....	1 00
Dalley's Superfine Durham Mustard, bulk, per lb.....	0 12
½ lb. tins, 4 doz. in case, per doz.....	0 65
¼ lb. tins, 2 " ".....	1 20
1 lb. jars, per doz.....	2 40
4 lb. " ".....	7 80
¼ lb. glass tumblers.....	0 75
Jersey Butter Color, 2 oz. bottles, per doz.....	1 25
1 gallon tins, per gal.....	2 50
Celery Salt, 2 oz. bottles, silver tops, per doz.....	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz.....	1 75

**RICE, ETC.** per lb.

Rangoon, imported.....	0 03½	0 03½
Patna.....	0 04½	0 15
Japan.....	0 05	0 05
Imperial Seta.....	0 04½	0 04½
Extra Burma.....	0 04½	0 04½
Java Extra.....	0 06½	0 06½
Genuine Carolina.....	0 09½	0 10
Grand Duke.....	0 06½	0 06½
Sago.....	0 03½	0 05
Tapioca.....	0 03½	0 05½

**SODA**

Bi-carb. stand'rd, per 100-lb. keg.....	2 40	2 50
Sal soda, per bbl.....	0 85	0 90
Sal soda, per keg.....	0 95	1 00

**ROOT AND GINGER BEER.**

Adams' 10c. size, per doz.....	\$ 80
" " " " gross.....	9 00
" " 25 " " doz.....	1 60
" " " " gross.....	15 00

**STARCH.**

**EDWARDSBURG STARCH CO., LTD.**

**Laundry Starches—**

No. 1 White or Blue, cartoons.....	0 05½
Canada Laundry.....	0 04½
Silver Gloss, 6-lb. draw-lid boxes.....	0 07
Silver Gloss, 6-lb. tin canisters.....	0 07
Edwardsburg Silver Gloss, 1-lb. chromo package.....	0 07
Silver Gloss, large crystals.....	0 06½
Benson's Satins, 1-lb. cartoons.....	0 07½
No. 1 White, blbls. and kegs.....	0 04½
Benson's Enamel, per box.....	3 00

**Culinary Starch—**

W. T. Benson & Co's Prep. Corn.....	0 05½
Canada Pure Corn.....	0 05½

**Rice Starch—**

Edwardsburg No.1 white, 1-lb. cart.....	0 09
Edwardsburg No. 1 White or Blue, 4-lb. humps.....	0 7½

**KINGSFORD'S OSWEGO STARCH.**

**SILVER** (40-lb. boxes, 1 lb. pkgs., 0 08)

**GLOSS** (6-lb. boxes, sliding covers (12-lb. boxes each crate) 0 08½)

**PURE—16-lb. boxes.....** 0 07

**OSWEGO** (40-lb. boxes, 1-lb. packages.....) 0 07½

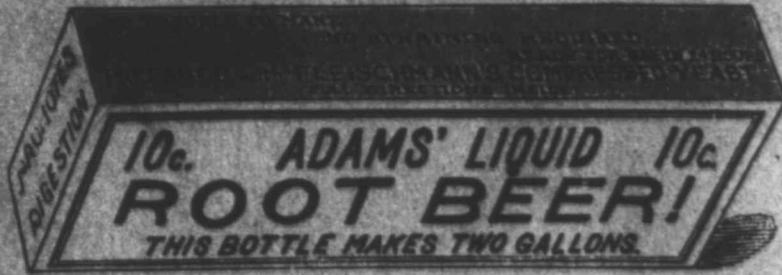
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**The right man**

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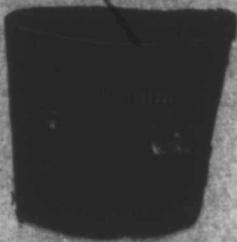
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- 1, 2, 3 satchel lunch baskets.
- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
- Fruit package of all descriptions.

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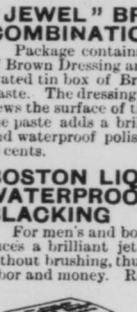
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Package contains a 4-oz. bottle of Nobby Brown Dressing and a full-size box of Nobby Brown Polishing Paste for renovating all shades of Brown and Chocolate shoes. The brown dressing cleans and renews the surface of the leather, and the paste adds a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



**"JEWEL" BROWN COMBINATION**

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

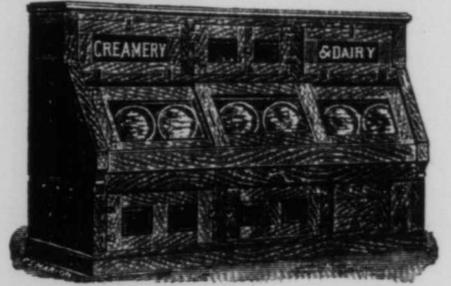


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