

THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, MAY 28, 1897.

No. 22

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1,000 cases CORN. at 50c. doz.

500 cases PEAS (EARLY JUNE) at 65c. doz.

Handsome labels. New pack.
Guaranteed equal to the best packs in Canada.

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1/4's at 75c. doz.

Equal to the best English.

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Wholesale Grocers,

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

ALL WHOLESALERS HAVE THEM.

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NEW PACK
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"Thistle Brand"
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LAZENBY'S
Soup Squares
PORTABLE, ECONOMICAL,
CONVENIENT
1 Dozen Packet
Arthur P. Tippet & Co., Gen. Agents
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200 Medals
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Rennet Tablets

Boxes contain 12 Tubes
20 Tablets . . .

The cheapest and best form
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ORDER NOW!

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

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Pickles IN—
Pure
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The St. Lawrence Sugar Refining Co.,

LIMITED

MONTREAL

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

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

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

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

SODA CRYSTALS

Of the Finest Quality.
In Barrels and Drums
Orders for direct importation from
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SOLE AGENTS FOR THE DOMINION OF CANADA

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"GOOD LUCK" BROOMS

Freight paid on lots of 6 dozen.

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



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

“EDDY’S MATCHES”

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

These are the kind of goods it pays to handle.

The E. B. EDDY CO. Ltd.

ESTABLISHED A.D. 1851.

HULL MONTREAL TORONTO QUEBEC HAMILTON
KINGSTON ST. JOHN, N.B. HALIFAX WINNIPEG
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TWO GOOD THINGS

Seville Orange Marmalade

of the highest quality; manufactured from the pure, luscious Seville Orange and Extra Standard Granulated Sugar.

The Best Imported is not superior to "Seville;" the ordinary article away below its standard.

Imitations are everywhere---a mixture of inferior fruit and apple jelly.

With "Seville" goes our absolute guarantee. Put up in 7-lb. pails, 6 to a crate,

New York Ginger Ale

That delightful, palate-tickling summer drink! Refreshing—Healthful—Invigorating. Every ingredient the purest and best.

Over 5,000 cases sold last season.

A cool way to make money for the wide-awake retailer.

1 doz. cases, sold in 5-case lots and over, at 80 to 85c., delivered according to distance.

We are Wholesale Agents

W. H. GILLARD & CO.

Wholesalers only - HAMILTON.

JOHN MOUAT, Northwest Rep., WINNIPEG.



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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, MAY 28, 1897

(\$2.00 per Year) No. 22

HISTORICAL SKETCH OF PROFIT-SHARING.

Edward Kramer Nicholson, A.B., in Business.

PROFIT-SHARING, in the broadest acceptance of the term, includes profit-sharing, gain-sharing, the system of rewards, and a system that might be called earning-sharing, or industrial profit-sharing. There are certain other schemes, those of "collection bonuses," "reference rate," and the "good fellowship scheme," but as they are really individual schemes, are of little importance except as illustrating the tendency of the times to increase the wages of the laboring class at the expense of some one else, no matter whom.

In gain-sharing, as described by Mr. Towne, of the Yale & Towne Manufacturing Co., of Stamford, Conn., the employer ascertains the cost of the product in labor, supplies, materials and such other items as the workman can influence. He undertakes to organize and pay for a system whereby the cost of products in these same items will be periodically ascertained, and agrees to divide a certain portion (retaining himself the remainder) of any gain or reduction of cost the workmen may effect by reason of increased efficiency of labor or increased economy in the use of materials, or both; the system of rewards consists in the certain promised reward for special excellence or diligence in some particular branch, as, for instance, that offered by certain railway companies for the discovery of flaws in axles or cracks in tires; the third system is that of giving a certain per cent. of the excess of individual sales to the individuals. Profit-sharing proper, however, differs from all of these in that it is a "pre-determined share in the profits," as the International Congress of Profit-sharing at Paris in 1889 defined it.

It may be described briefly as follows: At the beginning of the fiscal year the firm, either orally or by circular, announce to the employees that at the end of the year a cer-

tain percentage of the profits for that year will be divided among the said employees, either share and share alike, or in proportion to their wages, or the value of their services.

Albert Gallatin, the Secretary of the Treasury from 1801 to 1813, had some such plan in operation in his glass works. Lord Wallscourt attempted something of the kind in Ireland early in the century, but the scheme was really devised by M. Leclaire, the proprietor of a house decorating establishment in Paris, from a chance word dropped by the eminent English financier, Mr. Babbage.

M. Leclaire, by paying high wages, had secured a set of workmen who were the best in Paris, but even they required constant supervision, and lost two or three days a week from drinking and carousing. In attempting to reason out the cause M. Leclaire came to the conclusion that equal responsibility and equal proportionate reward between the employer and employe would settle the question. The scheme he involved was a complete success. Even in the first year none of his men who worked three hundred days received less than fifteen hundred francs, three hundred of these representing the lowest extra profit. M. Leclaire describes in strong terms the improvements already manifest in the habits and demeanor of the workmen, not only when at work and in close relations with their employer, but at other times and in other relations, showing increased respect both for others and for themselves.

The example set by M. Leclaire has been followed very extensively in France, the conditions of employes being such as to require some such system in order that a proper amount of labor and steadiness of habit may be secured from them. Mr. David T. Schloss, whose work, "Methods

of Industrial Remuneration," is considered the best criticism of the subject yet written, in a magazine article gives a glowing account of the success of the system in France.

Germany and Italy have not interested themselves in the system except to a very slight degree. England has had some experience and some success, but as the conditions of labor there are somewhat similar to those in this country, her success has been less complete than that of France.

In 1886, Mr. N. O. Nelson, the founder of the N. O. Nelson Manufacturing Company, of St. Louis, a firm which manufactures plumbing goods, steam goods, and machinery, introduced into this country a system of division of a portion of his profits with his employes. He is spoken of by others as the "pioneer of profit-sharing in this country," although it is somewhat difficult to determine the authenticity of the statement, since a large number of firms adopted practically the same method at about the same time. Mr. Nelson's system introduced at that time was as follows: Without making any changes in management or wages, it was stipulated that, after allowing interest at the ordinary market rate of capital, setting aside one-tenth for a reserve fund, one-tenth for a provident fund, and one-twentieth for an educational fund, the remainder should be divided between capital and wages. Interest was regarded as the proper wages of capital. The reserve fund was to meet the losses of bad years and to equalize dividend when profits were small. The provident fund was created to take care of the sick, the disabled, and the families of the deceased. The educational fund was to provide a library which should be accessible to all employes. The results for the first few years were very good, and the system (which he had adopted, in a modified form, from that of M. Godin, of Guise, France), has been continued in practically the same way ever since, though the provident and educational funds have been abolished, and in their place has been inaugurated the prac-

THE RISING SUN STOVE POLISH

AND

THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.



For sale by all Wholesale Grocers, also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

tice of paying out whatever amounts were required for these purposes, and at the end of the year charging them against the profits before the division. Mr. Nelson's system, he claims, has been successful, though the claim is not made that there has not been a lessening of profits.

During the same year (1886), when Mr. Nelson was introducing the new system into his manufactory, there was great disturbance caused by the sudden increase in the prominence of the Knights of Labor, and "employes in manufacturing establishments throughout the country became more or less restless." As Mr. Wm. Cooper Proctor says in *The Independent* for May 2, 1895: "During that year the firm of Proctor & Gamble, soap manufacturers, of Cincinnati, had in their various departments no less than fourteen different strikes, having, at different times, from eleven to one hundred and fourteen of their employes quit work in a body, and for all sorts of trivial causes. They were continually at the expense of breaking in new people, and the question was one of constant anxiety." After considerable thought and careful study it was decided to attempt a plan of profit-sharing, and to secure, if possible, some relief from their troubles. The employes of Proctor & Gamble are precisely such as a casual observer would think unfit for any such system, and that therefore it would be a test case as to whether among ignorant, unskilled labor, profit-sharing could be applied. It is just in such a case, however, that success is, and will be, most marked, and in this case the system adopted has shown what can be done. At first the employes were disposed to accept the dividend as a matter of course, but since the firm had retained the right of depriving those who showed any indifference from any share in the dividend, and of giving the share so withdrawn to those who showed an especial interest, this was soon broken up. The firm say: "It is, of course, a matter of education with them (the employes). We do not think that during the

first two years profit-sharing, as a money-making scheme, was a success, but as the men became more and more convinced that they were being treated with absolute justice, they gradually developed more careful and intelligent work, and now we are able to demonstrate very clearly that the saving under the profit-sharing system is largely in excess of what we pay as the share of the wage-earners in the profits. We, of course, have had no strikes nor any labor troubles of any kind since our plan has been in force. We find also that our people are staying with us better, and that we have very seldom to discharge a man for neglect of his work. In fact, our scheme, has, if anything, exceeded our expectations." When the firm was incorporated into the Proctor & Gamble Co. in 1890, the system was changed, but the profit-sharing was adhered to in another form.

One of the most instructive cases of profit-sharing in this country is that of Charles Gerard Conn, factory at Elkhart, Ind. Mr. Conn has been not only a manufacturer of band instruments, but also an inventor, an editor, a mayor, a state legislator and a congressman. The pressure of outside duties compelled him to withdraw, to a considerable degree, any careful oversight of his manufacturing interest, so he proposed to adopt a scheme by which the oversight would be unnecessary. His scheme was somewhat novel, in that the workmen receive their proportion according to their membership in one of three classes, the three classes being graded according to efficiency, length of employment, faithfulness or laxity, and moral character. The most peculiar features are: First—the principle that only those shall share the profits who assist in making the profits; second—not only is a distinction made in the distribution of profits in respect to length of service and faithfulness, but a moral distinction is made; third—the share of each participant is not determined by the amount of wages he receives, but equal efforts secure equal rewards.

They have been very successful in 1895, there being divided \$25,000 among a little over a hundred men, the shares running from sixty to two thousand dollars.

A number of other profit-sharing businesses, which might be described as successful, are the Bowne Mills, of Tinerton, R. I.; P. N. Kuss, painter and decorator, of San Francisco, Cal.; the Bowdoin Paper Manufacturing Company, of Brunswick, Me.; Pomeroy Brothers, of Newark, N. J.; the Malvern Lumber Company, of Malvern, Ark.; and the Columbus (Ohio) Gas Company. Mr. Paul Munroe, in *The American Journal of Sociology* for May, 1896, deals with these firms more particularly, as well as with a number of instances of failures.

There are several firms who state that they believe in profit-sharing, but that for several years there have been no profits to divide. As one of the great advantages given by advocates of the system is that it will decrease cost, and thereby increase demand, which shall use the extra efficiency, this fact seems rather against the system.

Among the failures can be cited those of Rogers, Peet & Co., New York; Siegel, Cooper & Co., in their Chicago store; the St. Louis (Mo.) Shovel Co., and the Ara Cushman Co., of Auburn, Me.

This last-mentioned failure is the most important in the list, both on account of its size and importance and the causes. There are on the pay roll about one thousand persons, twenty-five to thirty per cent. being females. The employes are enterprising and industrious as a class, nine-tenths or more natives of the town or state. In all social, business and church relations the people of Auburn are very democratic in their instincts and associations; no classes or castes are recognized. It is just such a place as would seem ideal for the introduction of any new system which would benefit the laborer, for everyone is intelligent, educated, active, industrious and pushing. In 1886 Mr. Cushman inaugurated a simple form of profit-sharing; wages were to remain the same as before; a

NO DIFFERENCE OF OPINION will exist in the mind of any grocer who compares our **No. 1 Blend** Coffee with any other brand at same price.

NO DIFFERENCE OF OPINION will exist in the mind of any grocer when our **L. P. & Co.** Spices are compared with any similar goods.

NO DIFFERENCE OF OPINION will exist in the mind of any grocer who compares our **Circle** Tea with any other Tea sold at same price.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **HAMILTON**



Ralston

Health Club Cocoa

IN 1/2 POUND TINS, PACKED IN BOXES, EACH 6 POUNDS.

Price now 45c. per pound

JAMES TURNER & CO. - - HAMILTON, ONT.

PURE MILK



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FRESH ARRIVALS

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

CROSSE & BLACKWELL'S Pickles, Pints and Half-Pints.
 " " Marmalade, 1-lb. Glass Jars.
 " " English Malt Vinegar, Quarts.
 JAMES EPPS & CO.'S Cocoa, ¼-lb. Tins.
 PATERSON & SON'S Worcestershire Sauce, Half-Pints.

... ALL AT LOWEST PRICES ...

THOS. KINNEAR & CO.

WHOLESALE GROCERS
49 FRONT STREET EAST

TORONTO

fair amount was to be allowed for interest on capital invested, management of the business, and for risks, depreciation and other contingencies; anything left was to be divided between employer and employes in the proportion that labor bore to the cost of the rest of the goods. A committee of employes was also appointed to care for their interests.

In 1887, at the close of the first year of business, an enthusiastic meeting was held at Auburn Hall, where Mr. Cushman made an address congratulating the workmen and Mr. C. S. Yeaton, of the committee of employes, answered, and gave a detailed report. Everything was on the top wave of success. The next year Mr. Cushman in his address showed that the beginning of the end had come by saying: "Profit-sharing must be accompanied by better co-operation and stronger efforts toward profit-earning and profit-saving than has yet been manifested by many who have worked for us and participated in the benefits of the business." The following year the system was abandoned.

Mr. Cushman gives as some of the reasons for the failure: "The inadequate ideas of most of the employes in regard to the exacting demands of business which led them to think that the profits of business were larger and more easily earned than they really are; the failure on the part of most of them to realize that success of the business such as would assure them a dividend above fairly liberal wages must depend on the individual efforts of all. But altogether the most important reason why we could not make our plan successful was the opposition, open or concealed, of the labor organizations under the control of professional agitators and leaders."

The question arises, then, Why is it, if profit-sharing is so successful in France, that it is so unsuccessful in this country? There are three reasons, each of them dependent upon the difference in the character of the workmen of the two countries:

First—The workmen of this country are

more under the domination of the labor organizations, who fear to lose control over wages.

Second—The self-will and self-assertion of the American employe, with a peculiar lack of reason in his actions.

Third—The difference in intensity of the employes in the two countries.

This last is the real reason for the failure of profit-sharing in this country. The French workman is inefficient, works with a very slight degree of intensity, has strong tendencies toward holiday taking, and is not particularly careful with materials. The American workman is commonly an educated person; that is, he has a common school education; he is industrious; when he works he does so with all the strength and intensity possible, and is peculiarly careful in handling materials. Profit-sharing, in order to be successful, needs an increase in the output caused by an increase in the efficiency, intensity, or carefulness in the workmen. Where such a thing is possible, there profit-sharing will be successful, but where no such increase is possible, no such system can be anything but a failure. If the time ever comes when our workmen need some greater incentive than good wages and active competition, then perhaps profit-sharing may prove to be that incentive, but until there is some such need, it is bound to be a failure here. One further reason for failure that might be given is that the American workman is sufficiently shrewd to see that in many instances the "benevolence" of the employer consists alone in the greater toil of the employe, that if he works hard enough to gain a small amount for himself, he will also have to gain more for the employer.

Profit-sharing, very evidently, is not the ultimate solution of the labor problem in America. It may possibly be a step in advance, but it is merely a step, or perhaps might better be termed an "indication" of the point toward which the laborer and the capitalist are moving.

HOW THE BOY WENT WRONG.

I've got a letter, parson, from my son away
out west,
An' my ol' heart is heavy as an anvil in my
breast,
To think the boy whose futur' I had once
so proudly planned
Should wander from the path o' right an'
come to sich an end!
I told him when he left us only three short
years ago
He'd find himself a-plowin' in a mighty
crooked row—
He'd miss his father's counsels, and his
mother's prayers, too,
But he said the farm was hateful, an' he
guessed he'd have to go.
I know thar's big temptation for a youngster
in the West,
But I believed our Billy had the courage to
resist.
An' when he left I warned him o' the ever-
waiting snares
That lie like hidden serpents in life's path-
way everywhere.
But Bill he promised faithful to be keerful
an' allowed
He'd build a reputation that 'd make us
mighty proud.
But it seems as how my counsel sort o' faded
from his mind,
An' now the boy's in trouble o' the very
wustest kind!
His letters came so seldom that I somehow
sort o' knowed
That Billy was a trampin' on a mighty rocky
road,
But never once imagined that he would bow
my head in shame,
An' in the dust 'd waller his ol' daddy's
honored name.
He writes from out in Denver, an the story's
mighty short;
I just can't tell his mother; it'll crush her
poor ol' heart;
An' so I reckened, parson, you might break
the news to her—
Bill's in the Legislatur', but he doesn't say
what fur.—Ex.

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James
1892

Evaporated { PEACHES - "Fancy."
 APRICOTS - Do.
 APPLES, "Sliced" and "Quarters."

WE CAN QUOTE YOU CLOSE ON THESE FRUITS

THE DAVIDSON & HAY, Ltd.

Wholesale Grocers

TORONTO.

TELEPHONES 399 AND 1399.

SOME GROCERS ARE CARELESS.

MY grocer treated me so badly last week that I resolved to accept the long-standing invitation of the editor of The Grocery World to contribute an article to his paper on some subject from the consumer's standpoint, writes J. B. N. Morley in that journal.

I never was more exasperated over any piece of carelessness than I was last week when my wife sent the servant to our grocer's for some vinegar. Unluckily she failed to send any receptacle for it, so the grocer himself supplied one, as he had done on one or two occasions before. When I smelled the vinegar which the girl brought home I noticed a peculiar odor to it, and a still more peculiar taste. When I investigated I found that the bottle in which the vinegar had been sent had been used to hold gasoline immediately before, and had apparently not been washed out at all. To close your eyes and smell the vinegar you would have thought that you were certainly smelling gasoline.

My experience leads me to believe that grocers, as a class, are far too careless about the matter. Not long ago I was in another grocer's after some molasses. I had no kettle and the grocer fished under the counter until he got one. As he picked it up I noticed that the inside was covered with a thick coating of syrup and molasses, covered with dust and pieces of dirt. The kettle had been used for molasses before and had never been washed out.

I supposed, of course, that before my molasses was drawn the can would be cleaned. What was my surprise to see the grocer go straight to the barrel and begin to fill the kettle, without any attempt whatever to wash it.

"See here," I said, "aren't you going to wash that kettle out?"

"Oh, no," he said, "it had molasses in before."

"That don't make any difference," I said, "I want it washed out or I don't want any molasses."

He then washed it out, but with a resentful, injured air, as if I was a crank who had

fads. And yet I had insisted only on what any clean person would, and what the grocer ought to have attended to himself.

Let me exhort grocers to be clean above everything.

A FISH STORY.

The tall yarns of Yankees are proverbial, but I think this is one of the best that I have ever seen. A small company of fishermen were seated in a Cardiff hotel, engaged in telling fish stories. "The most exciting day's sport I ever had," said one of the party, an American, "was when I was off Labrador. I was with two others; each had two rods, and we were simply pulling out fish as fast as ever we could put in our lines. I forget," he added, in a thoughtful tone, "what those fish were."

"Whales?" suggested an Englishman, with an attempt to be sarcastic.

"Whales!" said the Yankee, with a deprecatory wave of his hand; "why, man, we were baiting with whales!"

*Received
 June 7 1897
 W. B. Miller*



**Pure Gold
 Tomato Catsup**

is quickly spoiled
 if left exposed to the attacks of the household at the table.

It's just as good as ever.

Put up in 12 oz. bottles
 16 " "
 1 gallon jugs

How about your supply ?

PURE GOLD MFG. CO.

31 and 33 Front St. East, TORONTO



SEND FOR SAMPLES



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

BUSINESS RULES.

EVERY man who aims at becoming a clever and successful man of business, must have a regular and consistent line of conduct, writes V. M. C. in Retail Grocers' Advocate. He must have a character for strict regularity and attention to his duties. He must deny himself, in a great measure, the ordinary pleasures and amusements, and govern his private and domestic conduct by a system or method and regularity similar to that observed in business pursuits. In addition to regularity and attention and strict moral integrity, the possession of business habits implies also the possession of a certain mental aptitude for conducting business. The chief intellectual qualities requisite are a sound understanding, quick perception, prompt decision, and finesse in execution. The two latter are qualities which every man must practise and improve for himself, the former are natural endowments which men do not possess in common—which are strong or weak in different men, but capable of being more or less strengthened by all. To the foregoing qualifications may be added the cultivation of a pleasant and agreeable manner, for much depends on this.

There is nothing that creates a more unfavorable impression than a rude, hasty,

imperious or uncourteous manner. On the other hand, a man who is courteous and obliging will always conciliate, for the nearer men approach to free and unreserved intercourse with each other, the more smoothly the affairs of life seem to move forward.

It is a law of our nature that the more agreeable we are the more gratification we experience. This we find demonstrated in our daily commerce with the world, and it is therefore of immense importance to a man of business that, in addition to his other qualifications, he should study to acquire an agreeable and conciliatory manner. The main principles in connection with the immediate conduct of business will be found to be conveyed in the following rules.

Fulfil every engagement punctually. Do nothing carelessly or in a hurry. Employ nobody to do what you can easily do yourself. Keep everything in its proper place. Leave nothing undone that ought to be done, and which circumstances permit you to do. Keep your own business to yourself and do not interfere with the business of others. Be prompt and decisive with your customers and let your word be your bond. Be clear and explicit in all bargains; take care to understand every transaction thoroughly yourself and do not let these misunderstand you. Leave nothing of consequence to memory which can and ought to

be committed to writing. Retain copies of letters, invoices and other documents connected with business, classified and put away in such a manner that any document may be produced at a moment's notice. Never suffer your desk to be confused by many papers either lying inside or upon it. Have certain places for books and other things in constant use, always keeping them in their places when not required, so that they may be readily found without confusion or loss of time.

Superintend your own business affairs as much as possible, your personal attendance will be always more satisfactory to your customers, and will also ensure your servants paying proper attention to their duties. Examine your books day by day so that you may inform yourself of the progress you are making with your customers, and the progress they are making with you.

Avoid as much as possible all sorts of finessing in money matters and do not lend your name to any transaction that is not straightforward or in good faith. Be economical in your personal expenditure and rather live within your means than beyond them. Be cautious how you become security for persons, and choose without offending them by refusal rather than to be unjust to your creditors by acquiescence. Take pleasure in your business and it will soon become your recreation. Hope for the best, prepare for the worst and bear mainfully whatever may happen.

ROSE'SWEST
INDIA**LIME JUICE**Is **DELICIOUS,**
WHOLESOME
and **REFRESHING.**

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



Agents for Canada,

LAW, YOUNG & CO.**- MONTREAL.**

Butter Wanted

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

R. J. GRAHAM

... Belleville, Ont.



English Army Blacking

IS A READY SELLER,

and if you have not yet placed it in stock, send for a sample lot to your wholesale house or to the manufacturers. They are put up in $\frac{1}{4}$ gross boxes. You will be pleased with the results of the investment.

THE F. F. DALLEY CO. Ltd., Hamilton, Can.

SPECIAL
LIQUEUR HIGHLAND WHISKY

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

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

THE PERSONAL EQUATION.

It enters largely into all affairs in life, and is particularly the secret of success in retail store-keeping. People are quick to form likes or dislikes. Who does not prefer to be served by a newsboy that is bright and cheerful than one that is clumsy or ugly? Do we not instinctively go to that restaurant where the waiters are the most agreeable? There is in a Chambers-street restaurant a waiter who is a college graduate and a man of imposing presence. So captivating is he in manners, so efficient in service, that the tables he cares for are always in demand, and so liberal are his tips that his income is better than were he a college professor. He wins patronage through an agreeable personality.

The storekeeper whose clerks win popular favor may laugh at competitors. There is an influence about a good fellow that is irresistible. Such an one soon discovers there is tremendous power in a smile, a kindly greeting, a pleasant tone of voice, neat appearance, a bright eye to open pocket-books. A store may have French plate glass windows, be elegantly decorated and have a superb stock, and yet it will invite failure if the personality of its proprietor and his assistants is not of the right stamp.

"Well, what do you want?" gruffly asks a cross-grained clerk of a timid girl, and before he hears a reply that child has mentally resolved to keep out of his way. Unless a clerk can show some personal interest in customers he is more of a detriment than a help in winning trade. If taciturn, glum or morose, he had better sprout potatoes in the cellar, scrub windows, keep stock in order, in short, do anything rather than come in contact with customers. Courtesy, cheerfulness, self-command, cleanliness, will do more to win success in retailing merchandise than cheapness, advertising, display or other impersonal factor.—American Grocer.

THE FRUIT SALES.

The third fruit sale of the season took place to-day at the Montreal Fruit Auction Co.'s rooms, at the corner of Murray and Wellington streets. The fruit ex steamship Victoria was offered, which consisted of 24,500 boxes Valencia lemons, 3,400 boxes Palermo, 4,000 boxes Messina oranges and 1,500 boxes Palermo. The condition of this cargo of fruit was much better than that of the Sir Walter Raleigh's, but, notwithstanding this fact, the prices realized were only considered fair, and show a decline as compared with those ruling in the New York market this week for both oranges and lemons. The demand from American and western Ontario buyers was fair and fully one-third of the cargo will be exported. Valencia lemons sold at \$2 to \$2.60 per

box; choice, \$1.70 to \$2, and poor to fair, 50c. to \$1.50. Oranges brought from \$2 to \$3 per box, 50c. to \$1.50 per half-box, and some fancy ovals, \$2 to \$2.30. The principal local buyers were: Messrs. Hart & Tuckwell, John Barry & Sons, O. & E. Hart, J. J. Vipond, J. T. McBride, Vipond & McBride, T. Vipond & Son, Vipond and Peterson, Louis Sylvester, George Laird and J. R. Clogg & Co. The New York buyers were: C. H. Parsons, J. W. Lumsden, A. Zucca, E. A. Morris and T. Hulbert; Boston, G. N. Emery; Chicago, H. P. Stanley & Co.; Ottawa, H. A. Browse, J. A. Browse and G. W. Hunt; Toronto, George McWilliam, Clemes Bros. and Husband Bros.; Guelph, H. Walker; Hamilton, Dixon Bros.; Quebec, A. Legare and L. Beauchamp.

DEATH OF A GROCER.

William Kennedy, one of St. John's (N.B.) oldest and best known merchants, died a few days ago in the 83rd year of his age. He had been confined to his home about three months with tumor of the stomach. He came to St. John over 50 years ago from Boston, Mass., and was a native of Ireland, though of Scotch descent. For over 60 years Mr. Kennedy has been identified with the order of Oddfellows, joining the ranks in Boston and connecting himself with Pioneer Lodge in St. John about 20 years ago. He conducted a grocery business on King street, that city, and up to the time of his death was perhaps the only merchant living who had started in business 50 years ago in St. John. Deceased leaves one son, E. J. Kennedy, who conducts the old firm's business on King street.

"CAPITAL" SAFETIES.

The Toronto branch of the E. B. Eddy Co. have just received a stock of the "Capital" safety matches which they have been advertising for some time. They are of such a nature as to recommend themselves for use in hospitals, asylums, and all large buildings where great care from fire is needed. They can be lighted only on the box which contains them. Insurances companies, for this reason, have strongly recommended their use. A stock has been placed in the hands of the wholesale grocers, from whom retailers may now purchase them, or from the E. B. Eddy Co., Hull, or its branches.

PERSONAL MENTION.

W. H. Dunn, commission agent, Montreal, is leaving for a visit to Toronto and the province of Ontario this week.

A. P. Tippet & Co. are introducing a new article on the market, viz., rennet tablets, each tablet being sufficient for a dish of junket. It is claimed to be entirely superior to wine of rennet or other similar essences, and its cost is much less.

STATISTICAL POSITION OF CURRANTS.

N. Y. JOURNAL OF COMMERCE: "If it were not for the uncertainty which exists as to the outcome of the tariff question it is claimed that currants would be bringing higher prices than those which have been accepted during the past week. On the other hand it is reported the delay in the passage of the tariff bill and very dull condition of general trade has induced some holders to make an effort to get rid of their stocks. After sales of several hundred packages had been made, however, the continued interest shown by buyers had a strengthening influence upon holders' views, and at the present writing the tone of the market shows a very confident feeling on the part of sellers.

"Speculative interest which was quite noticeable a few days since has at the present range of market values apparently subsided, but on the other hand holders are not disposed in view of the statistical showing to make any further concessions. Stocks now available on the spot under ordinary wants of consumption are not sufficient it is held to keep the market supplied but for a few months, and there is nothing more to come forward from the primary market according to reliable authorities until the new crop is ready for shipment, and that will be some time toward the end of next September.

"With the disappearance of speculative interest, which was a feature of the market last week, and which, by the way, seemed to centre largely in the better grades, the market has been quiet but strong, holders being actuated more by the statistical situation than by the present apparent indifference of buyers. From a reliable source we have obtained the following statistical statement which will give a good idea of the conditions now prevailing. The latest cables from Greece reported that stocks there are exhausted, and there is nothing on the way. Spot stocks are closely concentrated. The statistics, according to the authority above referred to, are as follows:

	Bbls.	1/2-cs.
Stock on hand May 1, 1895	4,000	15,000
Total arrivals to end of crop	19,225	31,800
	23,225	46,800
Stock on hand May 1, 1896	7,000	11,000
Total arrivals to end of crop	12,400	19,000
	19,400	30,000
Stock on hand May 1, 1897	5,200	7,500
Received during May	2,392	2,450
	8,092	9,950
Distribution from May 1, 1896, to October, 1896	18,000	27,800

	Tons.
May 1, 1896	5,664
May 1, 1897	2,938
Deficit	2,726

	Tons.
May 1, 1896	12,112
May 1, 1897	6,879
Deficit	5,249

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LIGHTBOUND, RALSTON & CO.

IMPORTERS AND COMMISSION MERCHANTS.

MONTREAL

TORONTO

LONDON

AGENTS FOR

Smith, Baker & Co. - Yokohama, Japan

WHO, it is claimed, ship the best Teas which leave Japan. The Retail Trade will consult their own interests by insisting upon being supplied with Teas fired, prepared and shipped by SMITH, BAKER & CO.

AGENTS FOR

**IRWIN, McBRIDE, CATHERWOOD & CO., Teas Only,
New York, Philadelphia and Chicago.**

Dodwell, Carlill & Co.,	Foochow, China	
Dodwell, Carlill & Co.,	Colombo, Ceylon	
Tarrant, Henderson & Co.,	Colombo, Ceylon	
Reid, Evans & Co.,	Shanghai, China	
Lyall, Marshall & Co.,	Calcutta, India	
Lyall, Anderson & Co.,	London, England	
AGENTS FOR ...		
E. H. & W. J. Peck,	New York	Coffees
Cutting Fruit Packing Co.,	San Francisco, Cal.	
P. A. Burlumi,	Patras, Greece	Currants
Arguimbau & Ramee,	New York	Fruits
Bennett, Day & Co.	New York	Nuts
Ranschoff & Wissler,	London, England	Beet Sugars
Cudahy Packing Co.,	South Omaha, Neb.	Canned Meats
AGENTS FOR ...		
R. Crooks & Co.,	New York and Liverpool, Eng.	Sugars, Rice, and Sundries
AGENTS FOR ...		
Union Sardinere du St. Laurent,	Quebec	Sardines
Port Hope Preserving & Canning Co.,	Port Hope, Ont.	Tomatoes, Corn, Peas, Fruits
RED CROSS BRAND.		
D. F. Hamlink,	Port Hope and Goderich	Dried and Evaporated Apples
R. P. Rithet & Co.,	Victoria, B.C.	Canned Salmon
Geo. I. Wilson,	Vancouver, B.C.	Canned Salmon
Evans, Coleman & Evans,	Vancouver, B.C.	Canned Salmon
J. A. Hume & Co. Ltd.,	New Westminster, B.C.	Canned Salmon

With Agents and Correspondents in every Wholesale Centre from the Atlantic to the Pacific.

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9,950
27,800

Tons.
5,664
2,938

2,726

Tons.
12,119
6,879
5,249

To the Grocery Trade

We are now putting in a new stock and after our Salvage Sale is over will be ready for business again. We beg to thank our friends for the leniency which they have extended to us during the interruption to our business caused by the late fire, but we can now confidently solicit business with the guarantee that orders will have prompt attention.

Our travellers are now on their respective routes.

Yours truly,

H. P. ECKARDT & CO.

Wholesale Grocers

TORONTO



Purity.

Pure Leaf Lard in parchment bags—one of our highest grade specialties. Every possible care is taken in its preparation. Tried out in the good old-fashioned way, in open kettles. And well the experienced house-

keeper knows, no better method exists. A protest against adulterated Lard is going up all over Canada. Your customers are going to become suspicious if you hold out against this fight for purity. You get **absolute** purity in

"Rose Brand"
Lard—Bacon—Ham

The Geo. Matthews Co. Ltd.
Ottawa and Peterborough

"Rose Brand" Lard



FOR THE
Whitest
Lightest
and
Sweetest
Cakes



Ocean
Wave
Baking
Powder

Manufactured by the

Hamilton Coffee and Spice Co.

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A SCURRILOUS PRACTICE.

A GREAT many complaints have been heard lately from manufacturers of various kinds of commodities regarding the imitation of their goods, their packages or their labels by competitors. Some of the cases of imitation are flagrant.

We have special reference to canned goods, pickles and other staple package goods.

When one man imitates in this way the manufactures of another he testifies by ocular demonstration that either the goods or the package he imitates are superior to his own. He would probably deny the impeachment, but it is true, nevertheless. The very fact that he has counterfeited it proves it beyond peradventure.

But testimony of this kind is neither compensation for the man who is wronged nor justification for the wrong act.

The manufacturer or the merchant who, in order to build up his own business, steals what his own unimaginative and sterile brain cannot create, namely, ideas, is full brother to a thief and first cousin to a coward.

When a man builds himself a house it is his own. Equally so is the product of a man's brain his own.

Fight a competitor day in and day out, but fight fair. Use all the ideas you can command, but use your own. "Thou shalt not steal" applies to ideas as well as to commodities. Stealing is taking whatever is not your own, no matter what the

shape, form or condition of the thing taken may be.

Every man in business ought to be able to stand upon his own bottom. If he cannot he has no right to be in business. And rob his competitors as he may it is only a question of time before he will have to get out.

It is the man who originates, not the man who imitates, that succeeds in business to-day.

Merchants can help a great deal in securing justice by refusing to handle goods which are put up with the obvious intention of deluding the public into the belief that they are Jones' goods when they are Smith's. Unless the merchants so refuse they are accessories after the fact to the dishonest practices of unscrupulous manufacturers.

Even in the brutal prize ring a man must fight fair or be ruled out. And, if in the prize ring how much more in the business arena.

It is sometimes necessary for a merchant to cut down expenses in order to save himself from being cut off from the land of business.

TO BUILD UP CANADIAN TRADE.

The Dominion Government has appointed Mr. E. E. Sheppard, of Toronto, a trade commissioner for Mexico, Central and South America. Not being acquainted with the intricacies of each Canadian manufacturer's business, he has sent out requests for price lists and catalogues to those who might carry on an export business.

By means of these he intends to determine the lowest price at which Canadian goods may be placed in these markets, and thus what goods may be exported with advantage to the countries referred to. He intends also to carry away with him much more information by having measurements and photographs of these various productions.

Hitherto Canadians have had little precise information with regard to forwarding facilities or financial arrangements, but with the hearty co-operation and assistance of those to whom he is addressing these requests, he hopes to bring back exact and original reports. On these reports the manufacturers will be able to rely, and Canadian trade will then assume its proper proportions.

NEARER THAN EVER BEFORE.

GEOGRAPHICALLY Canada has everything in her favor for inter-communication with Europe. But the advantage of nearness to Europe which our geographical position gives us is negated by the disadvantages which the absence of an efficient steamship service has created.

While, therefore, nature planted the shores of Canada a day or two nearer the shores of the Motherland than it did those of the United States, we have, by our neglect to take advantage of the fast steamships which science has created, shoved ourselves as it were three or four days further back from the coasts of Great Britain than is the United States.

Naturally the very exigencies of the case induced the Dominion to repent of her sins of omission and to bring forth fruits meet for repentance in the shape of a fast steamship service.

For half a dozen years or more we have been actively trying to secure this desideratum. Parliament has stipulated large bonuses which it was willing to pay, tenders were repeatedly advertised for, agents were sent to Europe to do missionary work, and eventually the financial co-operation of the Imperial Government was secured. But still we did not secure the fast steamship service. It seemed a "wild will o' the wisp."

Now, however, we appear nearer to the desired fast steamship service than we ever have been before.

The Dominion Government has made a contract with Petersen, Tait & Co., a Newcastle ship-building firm, whereby four fast steamships are to be put on the route between Canada and the United Kingdom. And a cable received at Ottawa on Friday last states that the contract has received the approval of the Imperial Government, something which was essential to securing the latter's financial aid.

The details of the arrangement have not yet been made public, but we are promised they shall be at an early date.

About all we know is that the steamers are to be equal to the Campania, which seems to have become a recognized standard boat, and to be capable of maintaining a minimum speed of 500 knots per 24 hours,

or a little over 20 $\frac{3}{4}$ knots per hour. Ample cold storage facilities, we are told, are to be provided. The subsidy the owners are to receive is \$750,000, of which amount the British Government will contribute \$250,000. Compared with the tender which it was proposed to enter into with the Allans nearly a year ago, there is an annual saving in cash of \$375,000, of which \$250,000 is saved to the Canadian Treasury.

On the face of it the bargain seems to be a better one financially than that which the late administration proposed to make. But whether all round it will be so when all the details are known remains to be seen. So far, the evidence is all in its favor.

It is to be hoped that there will now be no more hitches, born of politics or anything else. Much will depend, of course, upon the business ability with which the Government manages the affair. If it does right, it has a claim on the thanks of the business men of Canada.

STORE SIGNS.

If merchants only knew how much custom they lost owing to their lack of a large sign they might, perhaps, regard the expenditure of a few dollars in such an article as a good investment. Strangers often see a progressive firm's advertisement in a paper, and, noticing something advertised of which they are in need, they go to town as would-be customers of that firm.

Owing to the absence of a noticeable sign they inquire of the first merchant they come to as to the whereabouts of Mr. Somebody's store, telling him at the same time why they want to see him. This merchant is in the same line of business and, of course, does not fail to grasp the opportunity of being ignorant of the existence of Mr. Somebody and of selling his own goods.

Unless Mr. Somebody owns the first store a stranger can come to, he ought to have a large sign decorating the front of his place of business.

CANNED TOMATOES AND EVAPORATED APPLES WANTED.

C. E. Jarvis & Co., of Vancouver, B.C., are open to buy tomatoes and a few carloads of evaporated apples. Those who may have either line to dispose of are requested to advise Jarvis & Co. by wire.

THE COCOANUT TARIFF.

THE Canadian cocoanut manufacturers are complaining that they are not fairly treated under the new tariff, and it looks as if there was a good deal of justice in their complaint.

A duty of 50c. per hundred is charged on cocoanuts when imported direct from the country of growth, and \$1 per hundred when brought in through the United States. The latter has the effect of discriminating directly against the Canadian manufacturer, for the reason that most of the cocoanuts used in this country are obtained through the United States, and the industry here is not sufficiently large to permit of cocoanuts being purchased in such quantities as would warrant their being brought direct from Jamaica. Even should the Canadian manufacturer adopt this course, the additional freight rates would more than counter-balance the reduction in duty.

Under the new United States tariff cocoanuts are admitted free, and this, added to the low duty imposed by the Canadian Government on the manufactured article, and the serious disadvantages which our manufacturers labor under, permits the American cocoanut manufacturer to undersell the Canadian dealer in his own market.

This is not right. The Government should place cocoanut on the free list, or at least make a material reduction in the duty when imported from the United States. The Canadian manufacturer should be given a chance to compete with the well protected, and therefore cheap, American manufactured article.

KEEP STOCK IN SIGHT.

A GREAT many sales are lost and a great deal of dead stock is carried by stores which are in the habit of having places behind or under the counters in which to place goods. These goods are probably never overhauled except at stock-taking times, and these drawers and hiding places are an excellent catch-basin for all sorts of goods which are usually called "stickers," and which ought to be out on the counters where they can be pushed more than ordinarily.

Do not have any places in your store where goods can be stuck away out of sight. If you have plenty of room it is better to have all the goods above the counters on

the shelving. If possible have no shelves below, and there will be less probability of things being-put out of sight. A great many stores, however, cannot do this, as they are crowded for room, and it is, therefore, necessary that a part of the goods should be kept below the counter-board. If this is necessary see that every piece of goods not in easy access is looked over and examined and brought out to the light at least once a week.

If the goods are kept out where they can be seen all the time they are very much more apt to sell than if hidden away. Salesmen are sometimes careless about goods which are not easy to reach, and they very seldom take the pains to look into any of these old drawers or under the shelves to find the goods to sell.

If customers come in and call for some particular thing which they know to be in such and such a place, they usually go and get it, but if it is in some place where there is any doubt about finding it, they either say they haven't got it or they don't take the pains to look for it where they should, and try to substitute something else which possibly the customer does not want.

If you have goods that cannot be carried on the shelves, arrange them on the counter or on a centre-table in the middle of the aisle and place them there in full view of the customer.

MONTREAL GROCERS' PICNIC.

A special meeting of the Montreal Retail Grocers' Association was held in the Monument Nationale to decide where their annual picnic should be held. The committee handed in their report on various places, and St. Rose was finally chosen as the place to spend the day. It is a lovely little place, about thirty miles from Montreal, on the C.P.R., and a favorite resort for picnickers. The grocery travelers have decided to cast in their lot with them on that day.

The following are the chairmen of the respective committees: Games, E. Upton; Music and Dancing, E. Massicotte; Railway, N. Lapointe; Printing and Advertising, J. P. Dixon; Refreshments, V. Raby; Reception, S. Demers; Finance, John Scanlan; Subscription, J. O. Levesque. Each chairman has, however, to choose as many members as he thinks necessary to complete the arrangements.

THE TARIFF CHANGES.

THE promised amendments to the tariff were brought down on Tuesday by the Minister of Finance. The only article appertaining to the grocery trade in which any change has been made is tobacco. We give in full Mr. Fielding's reference to this article. He said:

"In the matter of the Inland Revenue and Excise Department it will be remembered that we brought down a resolution imposing a duty of 10 cents a pound on raw leaf tobacco unstemmed and 14 cents per pound on the stemmed; that is an excise duty. It has been represented that it is desirable in the interest and convenience of the trade that that duty, if it be imposed, should be imposed by way of a Customs duty. There would be a manifest disadvantage in imposing it at the first stage as a Customs duty for reasons which I think perhaps it is not necessary to enter into, but which the House quite readily understands; reasons which are very largely in the direction of increased public revenue. We propose, however, that this excise duty on raw leaf tobacco shall be continued until the 1st day of July and thereafter as respects any raw leaf tobacco which is now in warehouse and which remains in warehouse after the 1st July, but as respects all importations of tobacco after the 1st day of July we propose that that duty shall be levied by way of a Customs duty instead of an excise duty. In the meantime as respects the levying of excise duties we shall ask the House to authorize the Department of Inland Revenue to make such changes in the regulations as will facilitate the payment of excise duty on the raw leaf at convenient terms, so that dealers who might feel it an embarrassment to be called upon to pay these duties immediately will find the Department anxious to make every reasonable arrangement with them so that that duty will not be found to be too heavy."

Mr. Foster: "They pay in instalments?"

The Finance Minister: "I think the idea is that they might be able to pay in proportion for the use of it, practically as they do now on the manufactured product, that is to say, as it comes out of the warehouse, and they leave the Department of Inland Revenue to make an arrangement, this is only a temporary one, to extend the tobacco now in warehouse, and we think that any arrangement which will facilitate the handling of the business to the convenience of the tobacco trade will be readily concurred in by the House."

Mr. Foster: "But the tobacco will always pay that anyway."

The Finance Minister: "Certainly."

Mr. Foster: "You make a difference on stamped tobacco?"

The Finance Minister: "Ten and fourteen cents are the two rates, which, I believe, will be quite reasonable and in proportion to the value of the two articles. In the matter of excise duty on cigarettes, a change was made from \$1.50 a thousand to \$3. We propose that that change should stand as respects foreign leaf tobacco out of which cigarettes are made, or cigarettes made from foreign leaf tobacco, but we propose as respects cigarettes made from Canadian tobacco that the old rate of \$1.50 should stand, so that as between our former resolution and the present one there is a reduction in favor of the Canadian leaf. These two articles, of course, are regarded perhaps by some as coming in competition. The parties in the tobacco trade, however, seem to think that they are not so closely in competition as would be thought from a general view of the question. However that may be, if there is any advantage in that for the growers of Canadian tobacco we are desirous that they should have it. With regard to Customs duty we have made a number of increases, but in the great majority of cases the changes that we make are in the direction of a decrease."

"In the case of Customs duty on tobacco we make a change, without, however, increasing or decreasing the duty. In the first resolution the Customs duty on manufactured tobacco was 45 cents per pound and 12½ per cent. ad valorem. We think it better to have a specific duty instead of a compound duty and we change the duty to a straight specific of 50 cents per pound instead of 45 cents per pound and 12½ per cent. ad valorem. The effort is to make it equivalent, and I think we have done so. The 5 cents per pound added is intended to be equivalent to the ad valorem duty. In regard to cut tobacco, item 425, we have applied the same rule. The first resolution provided for a duty of 50 cents per pound and 12½ per cent. ad valorem, and we now make it a specific duty of 55 cents per pound."

Some relief has been given to the wire nail and cut nail industries, to the bridge builders, to the makers of woolen yarns and the printers and lithographers of advertising matter, by increases of duty. In the steel schedule there is a large increase in the articles for the manufacture of which steel may be imported free of duty. Flat steel spring, steel axle bars and billets may be imported by carriage manufacturers for use in their business, as well as steel used in the making of cutlery when under a half-inch in diameter. Steel used by toolmakers and of a class not produced in Canada is reduced to 5 per cent. Under the old tariff, scrap

iron was taxed \$4 per ton. It was proposed in April to reduce it to \$1.50 per ton, and now it is announced that the duty will be \$1 per ton only. Steel billets were \$5 under the Foster tariff; under Mr. Fielding's first draft it was proposed to impose \$4 per ton duty. The rate is now fixed at \$2 per ton. The makers of bridges get an increase of 5 per cent. on the finished product, and a reduction of 5 per cent. in the cost of the bridge plates, which are their raw material. The only change in the woolen schedule, regarding which there was much pressure brought to bear on the Ministry, is a re-arrangement of the duty on woolen yarns. It is provided that the duty on yarns worth over 30c. a pound shall be 20 per cent., while worsted tops made from wools not produced in Canada are placed on the free list. There is no change in the duties on textiles. A concession is given to the makers of shirts, collars and cuffs, blouses, ties, scarfs and the like, under which the cloths used by them may be imported at 15 per cent. duty if cut ready for making up in bond. The duty on cheap unbound and paper-covered books remains at 20 per cent.; the duty on the better class of books has been further reduced to 10 per cent. The first draft of the tariff prohibited the importation of reprints of British copyrights. Mr. Fielding has decided to let the copyright law alone, and the clause dealing with reprints is withdrawn. Printed matter other than books is to be taxed 15c. a pound and lithographed matter 35 per cent.

During his speech, Mr. Fielding announced that the Government still held that the Belgian and German commercial treaties did not apply to the new tariff or give those countries a right to come in on the minimum tariff, and that nothing had transpired to alter that belief. It would, however, be necessary to make provision for an adverse decision, should it be come to, and so he proposed to add to the reciprocal tariff resolution the words, "that the Governor in Council may extend the benefits of such reciprocal tariff to any country which may be entitled thereto by virtue of any treaty with Her Majesty."

DUTIES ON SPICES.

A Washington despatch of May 21 says: Senator Davis' amendment to the tariff bill, relating to spices, strikes out paragraph 640 from the free list, providing for crude spices, and substitutes the following for paragraph 286:

Spices: Mustard, ground or prepared, in bottles or otherwise, 10c. per pound; cassia, cassia vera, cassia buds, cinnamon, cinnamon chips, nutmegs and mace, if unground, 15c. per pound; if ground, 20c. per pound; cloves, clove stems and ginger root, not preserved or candied, if unground, 10c. per pound; if ground, 15c. per pound; pimento, peppers and peppet shells, of all kinds, if unground, 5c. per pound; if ground, 10c. per pound; all other spices not specially provided for in this Act, if unground, 3c. per pound; if ground, 5c. per pound.

JUST TO HAND

Keopff's Family Gelatine 1-oz. packages

Owing to the immense demand for this line the manufacturers have been unable to fill our orders as promptly as we would like; consequently we have been compelled to disappoint our customers in not being able to supply their needs for some weeks, but we have now received a large shipment and can fill all demands without delay.

Lorimer's Rennet Powder

for making junket, curds and whey, etc. This entirely supersedes the liquid rennet and being absolutely pure and wholesome it is free from all the objectionable features generally present in liquid essence of rennet.

Packed in bottles containing sufficient for 10 gallons of milk. Send for a free sample.

Lorimer's Sandringham Sauce

is a splendid sauce. It is made from the very finest and most wholesome ingredients and is unequalled for piquancy and zest.

Sole Agents for Canada

Robert Greig & Co., Montreal

MANUFACTURERS OF THE
CELEBRATED CROWN FLAVORING EXTRACTS

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, May 27, 1897.

GROCERIES.

THE holiday has naturally interfered with business during the week, but, taking it all round, the conditions are much about the same as at the time of last review. Generally speaking, trade is quiet, and in no one line can there really be said to be activity. In teas, the only feature is the continued demand for parcels to ship to the United States. Sugars are dull and somewhat unsettled in the outside markets. Canned vegetables are meeting with fair demand. So is canned salmon. Currants are still strong with the demand good. Peppers have experienced another advance.

CANNED GOODS.

There are no new features to note. Prices are, on the whole, firm, with the demand for tomatoes, peas and salmon good. We quote: Tomatoes, 75 to 80c.; corn, 50 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.25 to \$1.40; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.50; cohoes, \$1.10 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.25 to \$2.40 for tall tins; flats,

\$2.85 to \$2.90; ½-lb. flats, \$1.60 to \$1.65; Canadian canned beef, 1's, \$1.20 to \$1.30; 2's, \$2.25 to \$2.40; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

There is not much doing and the outside markets are somewhat irregular. Jobbers quote green in bags as follows: Rio, 14 to 16c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

There is nothing doing. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

The local market is quiet and featureless. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

While the wholesale houses report a slight improvement in the demand for sugar, the refineries are still practically doing nothing, the former still being able to get their supplies of granulated from speculators at prices below refiners' figures. The speculators appear, however, willing to part with yellow sugars at cut figures. Generally speaking the market is gradually assuming a healthier

condition. Beets have advanced ¼d. in London for June delivery, and the visible supply shows a decrease of 125,000 tons. The Cuba sugar crop is not expected to be over 200,000 tons, which is 31,000 less than last year. Local wholesalers' quotations are: 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, 3¾ to 4¾c. per lb.; Demerara crystals, 3¾c.

SPICES.

The spice market continues firm. At a forced sale of pepper in London, England, the other day full prices were obtained, which may be taken as a pretty good indication of the condition of the market. We quote: 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, 14 to 18c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

NUTS.

Business is quiet and featureless and prices unchanged. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled

BUTTER TUBS

....Ex Warehouse or direct from Factory

Prompt Shipment

Best Goods . . .

WALTER WOODS & CO.

HAMILTON

DRINK :::

::: Chocolate for Breakfast

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



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

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

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

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

ONE TENTH

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

"SALADA"

CEYLON TEA

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

P. C. LARKIN & CO.

25 Front Street East - - TORONTO
318 St. Paul Street - - MONTREAL
15 Niagara Street - - BUFFALO
347 and 349 Fifth Ave. - - PITTSBURG



That word **SURPRISE** stamped on soap means Standard of Excellence and Purity of Soap.

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.

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

RICE, TAPIOCA, ETC.

There is not much doing. We quote: Standard "B," broken lots, 3¾c.; 1 to 5 sacks, 3¾c., and 5 sacks and over, 3¾c. per lb.; Japan, 5c.; Patna, 4¾ to 5¾c.; tapioca, 3¾ to 4½c.; sago, 3½c.

TEAS.

There is still a demand for tea for shipment to the United States, although it is not as active as it was. The first samples of new season's Indian teas reached the Toronto market this week. The quality is better than last year. The first sales of Indian teas will be on a small scale and will not likely interest the Canadian market. The prices of new season's Japan teas are so high, due to the activity of the demand from the United States, that it is not likely the Canadian market will see shipments to any extent of May or early June teas. The Foochow market is expected to open about the middle of June. 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 the fact of the shortage becomes more emphasized the currant market increases in strength. The local demand is good and prices firm. We quote as follows: Provincials, 4¾ to 5c. in bbls.; ditto, half-bbls., 5c.; fine Filiatras, in bbls., 5 to 5¾c.; do., half-bbls., 5 to 5¾c.; Patras, 5¾ to 6c. in bbls., 5¾ to 6c. in half-bbls., and 5¾ to 6c. in cases; Vostizzas, cases, 7 to 8c.

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

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

Figs are still dull. We quote: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¾ to 3¾c. net; natural, 4½c. in bags, and 6 to 6½c. in boxes.

Dates are quiet and uninteresting. We quote: 5½ to 6c. for Hallowee and 5 to 5¾c. for Kadrowee.

California evaporated fruit trade is light. Peaches are dearer on the Coast, stocks there being exhausted. 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.

In prunes the demand is still nearly altogether for the California article. We quote as follows: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

GREEN FRUITS.

The demand for both lemons and oranges is good. Blood oranges are now on the market. Common apples are about exhausted, there only now being a few choice Spies to be had. Florida tomatoes are this week arriving in carload lots for the first time this season. We quote: Oranges—Valencias, ordinary, 420's, \$6 to \$6.50 per case; large 420's, \$7 to \$8; Messinas \$3.25 for 200's, \$3.50 to \$4 for 300's, \$1.75 for 80's, \$2 to \$2.25 for 100's, \$2.20 to \$2.25 for 120's, \$2.50 to \$2.75 for 150's, \$2.75 to \$3 for 180's; blood oranges, \$2.50 per half box. Lemons, \$2 to \$3.50. Cocoa-

What Others Say . .

Not what we say, concerning the qualities of . . .

GOLDEN HADDIES

Is the most convincing proof of their **SUPERIORITY.**

Some brands are good, others better, but the "GOLDEN" is the **BEST.**

Every can guaranteed. A full pound in each one.

NORTHROP & CO.

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

BUTTER AND EGGS

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

J. A. McLEAN,

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

VINEGARS

Made under Government Supervision. Absolutely pure.

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.

14 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.

nuts, \$4.25 a sack and 60c. per doz. Onions, \$3 to \$3.25 per bag for Egyptians. Bananas, \$1.50 to \$2.50. Pineapples, 6 to 18c. each. Strawberries, 15 to 16c. per quart. New cabbage, \$2.50 per crate. Tomatoes, \$3.25 to \$3.50 per case of six baskets. Apples—Fancy Spies, \$3 to \$4 per bbl., and other kinds \$1 to \$2 per bbl.

BUTTER AND CHEESE.

BUTTER—The demand is good for the better quality of dairy butter in both tubs and pound rolls; but there is not much attention being paid to creamery butter. Dairy tub butter is arriving more freely, but the cool weather is causing large rolls to be more plentiful than they otherwise would. We quote: Dairy butter—Tubs, 10 to 12c. for good to choice; large rolls, 9 to 11c. for good to choice; pound prints, 11 to 12c. for good to choice. Creamery—Tubs, 16 to 16½c.; 1-lb. blocks, 17c.

CHEESE—Market is lower. New cheese is selling outside at 8½ to 8¾c., and it is being jobbed out here at from 9½ to 10c. The demand is only fair. Old cheese is firm at 11 to 11½c.

COUNTRY PRODUCE.

BEANS—There is no improvement. We quote mixed at 40 to 50c. and hand-picked at 60 to 65c.

DRIED APPLES—The market is still dull and featureless. There is no export demand. Prices are nominally 1 to 2½c.

EVAPORATED APPLES—Market is firm, but the demand is not as good as it was. Wholesale quotations are: Quarters, 3 to 3½c.; ordinary sliced, 4 to 5c.

EGGS—Receipts are fairly liberal and about equal to the demand. The idea as to price is 9 to 9¼c.; No. 2 eggs are quoted at 6½ to 7c.

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

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

POTATOES—Are dull and weak at 20c. on track and 25 to 30c. out of store.

FISH.

The demand still continues unequal to the quantity coming in. Prices remain low. We quote as follows: Pickerel, 6c. per lb.; pike, 5c. per lb.; whitefish, 5½ to 6c.; trout, 5½ to 6c.; 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

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.

BUTTER

The demand is fairly steady for all good Roll Butter. Selling at 10 to 12c. for large Rolls and Pounds . . .

EGGS STEADY AT 9½ TO 10c.

Correspondence invited. Consignments solicited.

Rutherford, Marshall & Co.

62 Front St. East, TORONTO

JAPAN MOUNT ROYAL JAVA
RICE
MILLS BRAND
PATNA BURMAH
D. W. Ross Co., Agents.

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

We make the **Best Biscuits**

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

Jas. McLaughlan & Sons

Biscuit Manufacturers

Owen Sound.

half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; ciscoes, \$1.25 per 100; fresh water herring (heads off), \$2.50 per keg.

PROVISIONS.

Trade in provisions, while still good, is not as active as it was. Prices are about as before.

DRY SALTED MEATS—Long clear bacon, 7 to 7¼c. for carload lots, and 7½c. per lb. for ton lots and cases; backs, 8c.

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

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

BARREL PORK—Canadian heavy mess, \$12.50 to \$13; Canadian short-cut, \$13.75 to \$14.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—During the week prices have fallen considerably. We quote: Red wheat, 74c.; white, 75c.; oats are in good demand from 20½ to 22c.; peas, 40c.

FLOUR—Business dull; prices firm. We quote in carloads on track, Toronto: Manitoba patents, \$4.60; Manitoba strong bakers', \$4.20; Ontario patents, \$4.20 to \$4.40; straight roller, \$3.85 to \$3.90, Toronto freights.

BREAKFAST FOODS—Trade is quiet and prices unchanged. We quote: Standard oatmeal and rolled oats, \$3 in bags and \$3.10 in bbls.; rolled wheat, \$2.60 to \$2.70 in 100-lb. bbls.; cornmeal, \$2.25 to \$2.35; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

SALT.

Trade is fair and prices are firm and 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.

HIDES, SKINS AND WOOL.

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

CALFSKINS—Market brisk, with a rise in prices: No. 1 veal, 8 lbs. and up, 9c. lb.; No. 2, 7c. Deatons, from 30 to 35c.; culls, 15 to 20c. each. Sheep skins, \$1.25 to \$1.35; shearlings, 15 to 20c. each.

WOOL—Owing to the delay in the passing of the American tariff, the market is in a state of uncertainty. As soon as duty of 16c. per lb. on washed fleece and 9c. per lb. on unwashed is put on, it is expected there will be a falling off in price. Price now is 21c., which may be changed any moment. Unwashed, 12 to 13c.; tub-washed, 19c.; pickings, 9c. We would advise caution in bringing wool.

PETROLEUM.

Since last issue the oil market has undergone no change. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

New cheese is weaker.

California evaporated peaches are dearer on the Coast.

The visible supply of sugar has decreased 125,000 tons.

Beet for next month's delivery is ¼d. dearer in London.

Tea is still being purchased on the Toronto market for shipment to the United States.

Although dairy tub butter is arriving more freely, there are still too many rolls for the comfort of the market coming forward.

Mr. Hayter has received advance samples of the new season's Indian teas, April's manufacture, from the Consolidated Tea

and Lands Co. The quality shows an improvement upon last year's first invoices. The plucking season commenced early, and prospects are good for fine quality.

QUEBEC MARKETS.

MONTREAL, May 27, 1897.

GROCERIES.

THERE has been a very indifferent week's business in groceries and the volume of trade is, if anything, lighter than it was. Retailers are strictly confining themselves to actual wants in every staple. Sugar is so quiet that one of the refineries has shut down so that it can work off some stock. The same dulness prevails in syrups, and a cargo of Barbadoes molasses that arrived and was offered on ship's account found that jobbers were satisfied with what they had on hand for the present. Americans have continued active enquirers for tea, but supplies here are worked down and the amount of business in consequence was small. Rice is very firm abroad with every prospect of the strong feeling being maintained.

SUGAR.

The local sugar market continues without feature, business being dull and prices at the refineries nominally unchanged. In fact, trade is so slack that the St. Lawrence refinery is shut down temporarily until the stock of refined is reduced. In a jobbing way values range from 4¼ to 4¾c. for granulated and 3½ to 4c. for yellows. Outside advices have ruled easy and the fact may influence this market later, although it has not done so yet. At New York the refined as well as the raw article has been weak in tone.

SYRUPS.

There was no change in syrups, business ruling quiet and prices unchanged at 1¾ to 1⅞c. as to quality at the factory.

MOLASSES.

The continued easiness in molasses at the

**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**



W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. **Toronto**

A Few of Our Specialties:--

Always
in the lead

Kolona
Ceylon Tea

Retails 30, 40, 50, 60
and 80cts.
per lb.

"CRUSHED"
Java and Mocha
COFFEE (XTR)

Tins — 25 and 50 lbs.

Price 20c. lb.
" 20½c. " ground.

STOWER'S
Lime Juice
Lime Juice Cordial
Lemon Juice Syrup

NO MUSTY
FLAVOR

"ANCHOR"
Salmon
The Finest Fish Packed
Every tin
guaranteed

Bensdorp's
ROYAL DUTCH
"Cocoa"
NONE FINER

¼'s, ½'s, and 1 lb. tins.

"Anchor"
Cream Cheese
RETAILS AT
10c. per pack-
age.

Do you handle them?

THEY WILL BUILD UP YOUR TRADE FOR YOU.

The EBY, BLAIN CO., Ltd.

Wholesale Importing and Manufacturing Grocers

Toronto, Ont.

Islands has failed in having any influence on the local situation so far, prices for jobbing lots ruling unchanged. New Barbadoes here is offered in carload lots on ship's account at 23c. without much encouragement, as most of the jobbers are well supplied for the present. A further reduction of $\frac{1}{2}$ to $22\frac{1}{2}$ c. did not produce any better results. In a jobbing way 25c. in 15-puncheon lots and 26 to 27c. in smaller quantities is the ruling basis.

RICE.

With the receipt of stronger advices from primary markets, especially India, the rice market has exhibited a strong feeling. We quote: B grade, or any other quality equal or inferior as follows: Bags, 250 lbs., 1 to 4 bags or equal to \$3.50; 5 to 9 bags, \$3.45; 10 bags or over, \$3.40. Half-bags, 100 lbs., 1 to 4 bags, \$3.55; 5 to 9 bags, \$3.50; 10 bags and over, \$3.45. Quarter-bags, 50 lbs, 1 to 4 bags, \$3.60; 5 to 9 bags, \$3.55; 10 bags or over, \$3.50. Pockets, $12\frac{1}{2}$ to 25 lbs.; 1 to 4 bags, \$3.65; 5 to 9 bags, \$3.60; 10 bags and over, \$3.55.

SPICES.

There is only a limited demand for spices, and no changes are to report in the markets. We quote: Black pepper, 10c.; pure white, 12 to 15c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

COFFEES.

There has been no improvement in the coffee market. We quote: Maracaibo, 15 to 25c.; Santos, $12\frac{1}{2}$ to 18c.; Rio, 12 to 16c.; Mocha, 24 to 26c., and Java, 24 to 27c.

TEAS.

Americans have continued active buyers of tea in this market, but business is restricted by the greatly reduced stocks here, a result of the recent heavy buying. In fact, holders of small lots of desirable goods are in no hurry to sell them, as they feel that they will all be wanted before the first arrivals of new crop. Actual local demand from the retail trade is moderate at present. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, $16\frac{1}{2}$ to 20c. for mediums, and 30 to 65c. for higher grades.

CANNED GOODS.

There is a moderate jobbing trade passing in canned goods, with no special features to report. Fish is in some enquiry. We quote: Tomatoes, 75 to 80c.; corn, 50 to 80c.; peas,

80c.; peaches, \$1.50 to \$1.80 for 2's; raspberries, \$1.40 to \$1.90; strawberries, \$1.70 to \$1.90, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$2.30; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37 $\frac{1}{2}$ to \$1.40; Lowe Inlet, \$1.30, in tall tins; cohoes, \$1.05 to \$1.15; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.30; lobsters, \$8.50 to \$11 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

DRIED FRUIT.

Valencia raisins continue quiet and unchanged. We quote: Ordinary off-stalk, $5\frac{1}{4}$ to $5\frac{1}{2}$ c.; fine, $5\frac{3}{4}$ to 6c.; selected, $6\frac{1}{4}$ to $6\frac{1}{2}$ c., and layers, $6\frac{3}{4}$ to 7c.

California raisins are quiet and steady also at a range of 6 to 8c., according to grade.

There has been no change in currants, and locally little is doing in them. We quote 4 to $4\frac{3}{4}$ c., according to quality.

Prunes are dull and lifeless, but prices are unchanged. Stocks here are light. We quote: California, $6\frac{1}{2}$ to 7c.; French, $4\frac{1}{2}$ to 5c., and Bosnia, 6c.

Figs are dull and inclined to heaviness at 8 to 12c., while dates rule quiet, with prices largely nominal at 5 to 6c.

California evaporated fruits move along very slowly indeed. Prices, however, are steady. We quote: Peaches, 11 to 12c.; pears, $9\frac{1}{2}$ to 12c.; apricots, 10 to 14c., and prunes 8 to 12c., according to brand and quality.

NUTS.

There is only a small jobbing trade in nuts. We quote: Grenoble walnuts, 10 to 11c.; Brazils, 11c.; almonds, 10 to $10\frac{1}{2}$ c.; do shelled, 17 to 18c.; filberts, $8\frac{1}{2}$ to 9c.; peanuts, 7 to 9c.; and cocoanuts, \$3.50 to \$3.75 per 100.

APPLES.

Apples are steady, with stocks pretty well cleaned up here on the basis of \$2 to \$3 per bbl., as to quality.

DRIED APPLES.

Without life at 3 to $3\frac{1}{4}$ c. for dried and $3\frac{3}{4}$ to $4\frac{1}{4}$ c. for evaporated.

COUNTRY PRODUCE.

EGGS—The egg market has ruled very steady since last report, prices ruling to-day at 9 to $9\frac{1}{4}$ c.

MAPLE PRODUCTS—Business in these is quiet and values are unchanged. We quote: Syrup, $4\frac{1}{2}$ to $4\frac{3}{4}$ c. per lb. in wood; 45c. per small tin, and 50 to 55c. for large ones. Sugar brings 6 to $6\frac{1}{2}$ c. per lb.

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

HOPS—Canadian good to choice hops sell steadily at $11\frac{1}{4}$ to $11\frac{1}{2}$ c.

HONEY—Comb honey continues steady at 8 to 10c., and extracted at 6 to $7\frac{1}{2}$ c.

POTATOES—Largely nominal at 35 to 40c. here in car lots, and 45c. in a jobbing way.

TALLOW—Quiet and steady at $1\frac{1}{2}$ to 3c.

PROVISIONS.

There was no improvement in the local provision market, trade being quiet, but prices are fully maintained. We quote as follows: Canadian pork, \$12.50 to \$13.50 per bbl.; pure Canadian lard, in pails, $6\frac{1}{4}$ to $6\frac{3}{4}$ c., and compound refined at $4\frac{3}{4}$ to $5\frac{1}{4}$ c. per lb.; hams, 10 to $12\frac{1}{2}$ c., and bacon, $10\frac{1}{2}$ to $11\frac{1}{2}$ c. per lb.

FLOUR AND MEAL.

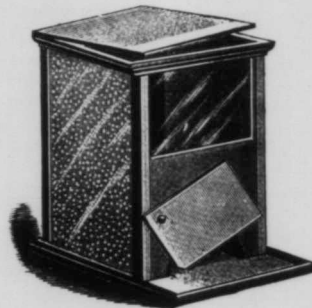
The demand for flour continues good, and millers in some cases state that they oversold of some grades. We quote: Winter wheat patents at \$4.25 to \$4.40; straight rollers, \$3.90 to \$4, and in bags, \$1.90 to \$2. Manitoba strong bakers', choice, \$4.25; outside brands, \$3.90 to \$4.10, and spring wheat patents, \$4.40 to \$4.60.

There continues to be a good demand for feed, and millers in some cases are asking an advance in prices. On the whole the market is active and firmer, Manitoba bran selling at \$9.50 and shorts at \$10.50 per ton, including bags.

Business in oatmeal was quiet and prices are unchanged at \$2.80 per barrel and at \$1.37 $\frac{1}{2}$ per bag for rolled oats.

BALED HAY.

Baled hay has ruled firmer since last report, an advance of 50 to 75c. per ton having been established. Prices therefore are



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Saratoga Potato

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Grocers sell them.

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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.

BIRD SEED ETHICS

You don't think it right for your tailor to put cotton goods in a suit and charge for silk and all wool. And bird keepers, when they find it out, don't think they should be charged 10c. and get any other than **Cottams Seed.** Cottams is double the value of any other bird food, is manufactured under 6 patents, and gives the grocer the largest possible profit consistent with reliable goods.

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All orders will receive our best attention.

PURE
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Best Quality.

Special Prices This Week
Get Our Figures.
IN 5 TUB AND 15 PAIL LOTS.

F. W. FEARMAN - HAMILTON

firm at \$11 to \$11.25 for No. 1 and \$10 to \$10.50 for No. 2, on track.

CHEESE AND BUTTER.

The cheese market continues heavy and it is difficult to say whether prices are to go much lower or not this season. Of course the pessimists contend that the bottom has not yet been reached by any means, predicting all sorts of low figures. It may be admitted, however, that the make this season is going to be a large one, for though the flush is still some weeks away, yet the receipts are very large. On spot to-day prices were nominal, but the equivalent of 9c. was paid in the country, so that 9 to 9 1/4 c. is still the range. Mail advices of the 15th from Great Britain state that consumptive demand has been of a steady character, but that the shipments of new cheese on the way across is exerting its influence on buyers. Bristol reports of the date mentioned stated that finest new Canadian fodders were being offered prompt shipment there at 49s. c.i.f.

The butter market rules much the same. In the country it is learned that, owing to competition between buyers, some pretty full prices were paid in the Townships. The figures paid, however, were entirely unwarranted by the legitimate position here, as more was paid in the country than it is possible to realize here. We quote a range of 16 to 16 1/2 c. There is no indication of any enquiry for export, and shippers don't anticipate any until they are able to offer genuine grass creamery, which they cannot do at present.

MONTREAL NOTES.

Cables on raw sugars have been easier, but the fact has not affected local prices.

Cables on Barbadoes molasses have continued easy on the basis of a first cost at the Islands of 6 to 6 1/2 c.

The St. Lawrence sugar refinery has shut down temporarily to work off some of the accumulation of refined stock on hand.

Offers of new molasses have been made here in cargo lots on ship's account, first at 23c., and the offer has been reduced to 22 1/2 c.

Americans have continued active buyers of Japan, Ceylon and black teas here, but business was not large owing to the fact that the stock to deal in was limited.

Cables from India state that the demand in Burmah for rice on Indian account will last for at least two or three months more, and tend to keep prices high for the balance of the season.

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.

KEEP ONLY THE BEST

For your customers. It pays in the long run.



BROCK'S BIRD SEED

Is admittedly the cleanest and best on the market. ALL WHOLESALERS

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E. T. STURDEE

Mercantile Broker, Manufacturers' Agent,

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

LONG CLEAR **BACON**

Roll Bacon, B. Bacon, Hams, Pure Leaf Lard

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Pork Packers, TORONTO

S. K. MOYER,

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

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Are the best value in the market today, and "MAPLE LEAF" Brand is the best in quality, cut and cure.

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FANCY ORANGES

All Varieties

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

HUGH WALKER & SON
GUELPH, ONT.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. JOHN, N.B., May 27, 1897.

BUSINESS during the week has shown some improvement, but the weather here and through these provinces has been bad, being cold and wet, and farmers have as yet done very little. Last spring it was too dry. Markets show but little change. In cream of tartar there is a slight advance, but the price is still low. It is a hard market to keep track of. In rice about all our merchants, since the change of duty, have ordered from England. The price is quite high and market is advancing. In grocery lines now many more lines than ever before are being put up in packages. A New York house offers evaporated apples in 1-lb. cartoons. There has been a complaint here that some packages, said to contain one pound, do not do so. Retail dealers should watch this and not allow even a cut in prices to influence them to handle short-weight packages.

OIL—The demand for lubricating oil tends lighter, but is still good. That for burning oil is very light. Lard oil is held firm owing to light receipts. It is difficult to get best quality. We quote: Best American burning oil, 18½ to 19c.; Canadian, 17¼ to 18c.; prime, 14½ to 16c.

SALT—Market is dull. Dealers are feeling the effect of the large importations during the winter with which they filled up all the trade. Fine salt shows a better movement on account of the starting of the dairy business. Stocks in all lines are large. We quote: Coarse, 43 to 45c.; Liverpool factory-filled, 95c. to \$1; Canadian fine, 95c. to \$1 per bag.; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.

CANNED GOODS—Packers west report corn firmer and stock of tomatoes light and peas higher. This market works up slowly, goods being sold as low as they could be replaced. Owing to the low prices last fall the importations were rather larger than usual. Gallon apples continue to show better demand, price ruling low. Local packed sardines show a better sale. The demand is chiefly from the west. Some of our leading wholesalers are now selling canned meats, oysters, etc., under their own labels. Market is still bare of lobsters. We quote: Corn, 65 to 70c.; peas, 80 to 85c.; tomatoes, 85 to 90c.; gallon apples, \$1.75 to \$1.80; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb tins, \$2.40 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.75 to

\$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.25 to \$3; salmon, \$1.25 to \$1.40; lobsters, \$2.20 to \$2.25; haddies, \$1.15 to \$1.25; clams, \$5 for 4 doz; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—Business continues active. Bananas are a large sale, but hardly equal to last year. The sale of oranges keeps active, but the quality begins to be against it. The price has helped the sale, for while it keeps going up, it is still lower than usual at this season. Lemons show good demand at even prices. California oranges and Cape Cod cranberries are out of the market. Apple trade is about over. Rhubarb has come in more freely than was expected. The native has taken the place of the American. Pineapples have better sale at lower prices. Strawberries tend lower, and therefore find freer sale. Cucumbers and tomatoes have but fair demand. We quote: Messina lemons, \$2.50 to \$3.25; oranges, Valencia, \$6 to \$6.50; bananas, \$1.50 to \$2.25; apples, \$1.50 to \$3 per bbl.; lettuce, 50c. per doz.; pineapples, 10 to 15c.; rhubarb, 2 to 2¼c. per lb.; strawberries, 16 to 18c.; cucumbers, \$1 per doz.; tomatoes, \$3 per crate.

DRIED FRUIT—Trade continues dull. There is a little life in currants, as they are scarce and higher. Quite a large shipment came forward this week direct from Greece in barrels, chiefly to be used after cleaning for packing in cartoons. Evaporated apples continue to arrive, while the market is firmer. There is quite a stock of dried here, which holders would sell low. Prunes keep low. A shipment of Bosnias arrived this week. Small lots of Californias keep coming in; also small lots of muscatel raisins. The market is easier. In onions price is firmly held. Bermudas are scarce. We quote: Valencias, 5¼ to 6c.; California L. M. 3-crown, 7 to 7¼c.; London layers, \$1.75 to \$2; currants, cases, 4¾ to 5c.; bbls., 4¼ to 4½c.; cartoons, cleaned, 7¼ to 7¾c.; bulk, cleaned, 6¼ to 6½c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples 3 to 3½c.; evaporated apples, 4½ to 5c.; onions, 3 to 3¼c. per lb.; Bermuda onions, \$2.50 per crate; coconuts, \$3.25 to \$3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6½ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 8 to 8¼c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—Market shows no change. It is supplied for some time, particularly with granulated. Prices rule easy, but show no change. We quote: Granulated, 4½ to 4¾c.; yellows, 3¼ to 3½c.; Paris lump, 5¾ to 6c.; powdered, 5½ to 6c.

MOLASSES—Market is weak. There is quite a quantity moving. There is still some old here. Barbadoes finds light demand, though quite a quantity of new has been moved since the opening of the season. First cost is lower than ever known. Porto Rico has the trade and some very fine is offered. Some new St. Croix and Nevis is here, the latter in barrels. These grades could be bought low. We quote: Barbadoes, 24 to 26c.; Porto Rico, 27 to 28c.; New Orleans, bbls., 25 to 27c.; Antigua, 24 to 26c.; syrup, 36 to 38c.; St. Croix, 23 to 24c.

DAIRY PRODUCE—Eggs are low and not active. The retail price is down to three dozen for 25c. Butter keeps low, but the stock is light, and good butter is in demand. Stock of cheese keeps small. Local factories are now working and market will soon be well supplied and prices, which have kept high, will likely drop off a little, though coming on a bare market with prices well sustained in other places, there will not likely be much change. Prospects are for a large output. We quote: Dairy butter, 15 to 17c.; creamery, 19 to 20c.; prints, 20 to 21c.; eggs, 8 to 8½c.; cheese, 11½ to 12c.

FISH—The only business moving of any account is that in fresh fish, which is active. Haddock, which a short time ago had to be imported to fill the demand for smoking, are now being shipped west. Gaspereaux are a good fair catch. They are being chiefly pickled, and also sold fresh for bait. Shad are now running freely. Salmon are also coming in more freely, and this, which is one of our largest fresh fish trades, will soon be in full swing. Dry, pickled, and smoked fish are dull. Lobsters scarce and halibut easier. We quote as follows: Large cod, \$3.25 to \$3.30; medium, \$2.75 to \$2.80; pollock, \$1.15 to \$1.25; bay herring, \$1.25 to \$1.30 per half-bbl.; smoked, new, 6 to 7c.; shad, half-bbl., \$4.50 to \$5.50; boneless, 2½ to 8c.; bloaters, 65 to 75c. per box; Barrington, \$3 per bbl.; Shelburne, \$3 per bbl.; lobsters, 4 to 12c. each, small; gaspereaux, 50 to 60c.; halibut, 6½ to 7c.; smoked gaspereaux, 80c. per 100; smoked shad, \$1.50 per doz.; fresh shad, 6 to 8c. each; salmon, 20 to 22c.; fresh haddock, 2 to 2½c.

PROVISIONS—Trade is quiet. Clear pork continues to be sold in this market low. In mess, stock is not so large, and there is a rather firmer feeling. Beef has a good, steady sale. Smoked meats, while firm, are beginning to show less demand. Lard seems to tend rather easier. We quote: Clear pork, \$14 to \$15; mess, \$12 to \$13; plate beef, \$12 to \$13; hams, 11½ to

Mess Pork
Long Clear Bacon
Hams Pure Lard

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Good Brooms

Good, because made well. Well made because the people who make them have too much at stake to risk their reputation with inferior quality or workmanship.

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SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ♦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

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Wine Vinegar, Malt Vinegar, Pickles, Catsup, Jams, Jellies and Marmalade

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SELECTED FINE OFF-STALK OFF-STALK

Special quotations for round lots.

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DO YOU WANT COCOANUT? Packages or Bulk



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THE STANDARD COCOANUT

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

Prices and samples on application.

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PAST PRESENT FUTURE

Excelsior Blend

Satisfies the most Fastidious.

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THE BEST MADE

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Imported "Pure" Mottled.

A Shipment just to hand.

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TORONTO,



EAST INDIA PICKLES

The most delicious Spiced Pickle ever prepared.

Handsome Glass-Stoppered Bottles.

A. E. Richards
& Co.

Agents

HAMILTON, ONT.

OUR STANDPOINT

In pushing our biscuits we admit there are already excellent brands on the market. We nevertheless have solid practical reasons for considering that

Jamieson's Biscuits

are better, and this view is being convincingly confirmed by daily extensive and extending demands—the true touchstone of merit.

The Manufacturer, R. E. Jamieson, Ottawa

12½c.; rolls, 8½ to 9c.; pure lard, 7½ to 8c.; compound, 6½ to 7c.

FLOUR, FEED AND MEAL — Flour shows little change, and that little is on the downward side, particularly Ontario. Oatmeal and oats, while the demand is but fairly active, prices tend higher. Cornmeal, while ruling low, is off another 5c. this week. Our local mills, while getting the city trade, find it difficult to hold the outside business. Like the flour business, it seems to be slipping away. Beans, while higher outside, show little change here. Stocks are large. In barley the feeling is easier. Seeds have still a good sale, but the season is getting late. Feed keeps high, particularly bran. We quote: Manitoba flour, \$4.85 to \$5; best Ontario, \$4.50 to \$4.60; medium, \$4.30 to \$4.40; oatmeal, \$3.25 to \$3.30; cornmeal, \$1.75 to \$1.80; middlings, car lots, in bulk, \$15 to \$16; bran, do, do, \$14.50 to \$15; hand-picked beans, 85 to 90c. prime, 70 to 80c.; oats, 32 to 33c.; hay, \$11.50 to \$12.50; barley, \$3; round peas, \$1.15; split peas, \$3.10 to \$3.25; yellow eye beans, \$1.50; timothy seed, Canadian, \$2 to \$2.25; do. do., American, \$1.75 to \$2; clover, 8¾ to 9c.; alsike, 8½ to 9c.

ST. JOHN NOTES.

A. L. Goodwin is this season importing his bananas by rail rather than by steamer,

as usual. He receives one car each week or about 500 bunches.

James Dillon, commission merchant, South Wharf, has suspended payment.

Steamer Campania from Charlottetown last Friday took away 1,000 cases eggs.

Steamer Hiawatha is now making her regular weekly trips to Basin of Minas ports.

Lobster fishing at Richibucto has been good during the week, one boat landed 2,500 in one day.

Baird & Peters, one of our largest wholesale grocery firms, have adopted private labels for a number of canned goods lines. The labels are handsome.

About 2,500 casks of molasses have so far been imported into this market, about half of which has been Porto Rico. The larger part of the balance is Barbadoes.

Steamer Nor from Charlottetown to England last week carried 100,000 bushels of oats for Carvell Bros. Five barkentines are chartered to load oats at this port, taking 30,000 bushels each.

W. F. T. Harrison, son of W. F. Harrison, has taken the old stand of W. F. Harrison & Co., where he is conducting a grocery business; also warehouse business, both bonded and free.

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 sales of "Blue Ribbon" teas have been increasing nearly 50 per cent. each month. The printing of the retailer's name on each package offers a further inducement besides the quality to the grocers to handle it. It is put up by G. F. & J. Galt, 42 Scott street, Toronto. The price is such as to suit the purchaser.

"Silico" is for sale by the Eby, Blain Co., Ltd.

T. Kinnear & Co. are offering selected Valencia raisins at low prices.

H. P. Eckardt & Co. have received samples of new season Japan teas.

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

The Davidson & Hay, Ltd. report large sales for their pure jams in pails and glass.

Dawson & Co. will have another shipment of Valencia oranges before the week is out.

Retailers will find a fine assortment of Valencia and California raisins at Laporte, Martin & Cie's. Canned fruits of best known



IMITATORS

cannot produce anything to resemble it in any way.

It is the only perfect Cheese on the market for

**Cottage, Cruise,
Camp and Palace**

For sale by all reputable grocers.

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



ANOTHER REASON why Heinz's Baked Beans with Tomato Sauce is popular:—

It is known by millionaire and mechanic alike as a delicious, nutritious and enjoyable dish.

Other Popular Specialties—

**SWEET PICKLES
INDIA RELISH**

**TOMATO CHUTNEY
TOMATO KETCHUP**
ETC.

For sale by—

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

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PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

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



brands are offered at what are claimed to be bargain prices.

Demerara sugar is moving out well with the Davidson & Hay, Ltd.

"Sterling" brand pickles put up by T. A. Lytle & Co. are finding ready sale.

A shipment of soft-shelled almonds is in stock this week with the Davidson & Hay, Ltd.

The Eby, Blain Co., Ltd., report large sales of Clark's canned meats and potted delicacies.

Fresh shipment of Bachert's coffee extract arriving this week for the Davidson & Hay, Ltd.

A lot of "Lion" extracts in the large round 10c. bottles is in store with T. B. Escott & Co.

The Davidson & Hay, Ltd. have shipments of malt vinegars, in bulk and glass, arriving this week.

"Kola" coffee is now in stock with Lucas, Steele & Bristol. Their travelers have samples of it.

"The 'Mogul' and the 'Pearl' are handsome wheels; a shipment arriving," say T. B. Escott & Co.

"Jubilee" is a new brand added to Chal-lond & Jenks' long list of summer drinks. Lucas, Steele & Bristol sell it.

McWilliam & Everist received a carload

of Florida tomatoes on Tuesday. It was the first carload to arrive this season.

In view of big advance abroad, Lucas, Steele & Bristol's prices for currants and raisins are very cheap.

The Eby, Blain Co., Ltd., are offering a novelty in wooden toothpicks in cases 100 packages to retail at 5c. per package.

A carload of "Puritan" vinegar, halves and barrels, white wine, cider and "Silver Dew" pickling, is to hand with T. B. Escott & Co.

Park, Blackwell & Co report a low price in butter. Owing to the large quantity coming in they would advise the packing of good quality.

H. P. Eckardt & Co. have now a complete new stock and are doing business as formerly. Travelers are all on their respective routes.

The fancy assortment of "Circle" tea, packed by Lucas, Steele & Bristol, contains black and mixed of "4-bar" and black of "5-bar," pounds and halves.

T. B. Escott & Co. have just received two carloads of pure lard, bought at the lowest point the market touched. "We offer at great bargain," writes the firm.

The Eby, Blain Co., Ltd., report the arrival of a shipment of Crosse & Blackwell's goods, consisting of pickles, marm-

lade, capers, essence of anchovies, sauces, soups, vinegar, curry powder and lucca oil.

A. P. Tippet & Co. report a very active demand for Lazenby's soup squares this spring.

Since the spring sampling in Montreal the demand for Knox gelatine has been of a most satisfactory character.

The Davidson & Hay, Ltd. are showing samples of new season's Japan teas. The shipment is due to arrive in about a week.

Laporte, Martin & Cie. are offering a choice lot of Barbadoes molasses; also Antigua, extra choice quality, and New Orleans, at lowest price on market.

Grocers who have "Ralstonite" customers will be pleased to see by James Turner & Co.'s ad. in this issue that they are reducing the price of the Ralston Health Club cocoa to 45c. per pound. This will allow this brand to be retailed at 30c. per tin and pay the grocer a fair margin.

Besides several shipments of the "Arctic" refrigerator to the west, two have recently been placed on the steamer Persia, and two handsome ones have been supplied to the Wm. Davies Co. Except for some changes in the panels, etc., there is no difference in this year's construction from those built by Hillock & Co. last year.

THE MAN AND THE OPPORTUNITY.

HISTORY furnishes thousands of examples of men who have seized occasions to accomplish results deemed impossible by those less resolute. Prompt decision and whole-souled action sweep the world before them.

True, there has been but one Napoleon; but, on the other hand, the Alps that oppose the progress of the average American youth are not as high or dangerous as the summits crossed by the Corsican.

Don't wait for extraordinary opportunities. Seize common occasions and make them great.

On the morning of September 6, 1838, a young woman in the Longstone Lighthouse, between England and Scotland, was awakened by shrieks of agony rising above the roar of wind and wave. A storm of unwonted fury was raging, and her parents could not hear the cries; but a telescope showed nine human beings clinging to the windlass of a wrecked vessel whose bow was hanging on the rocks half a mile away. "We can do nothing," said William Darling, the light-keeper. "Ah, yes, we must go to the rescue!" exclaimed his daughter, pleading tearfully with both father and mother until the former replied: "Very well, Grace, I will let you persuade me, although it is against my better judgment." Like a feather in a whirlwind the little boat was tossed on the tumultuous sea, and it seemed to Grace that she could feel her brain reel amid the maddening swirl. But borne on the blast that swept the cruel surge, the

shrieks of those shipwrecked sailors seemed to change her weak sinews into cords of steel. Strength hitherto unsuspected came from somewhere, and the heroic girl pulled one oar in even time with her father. At length the nine were safely on board. "God bless you; but ye're a bonny English lass!" said one poor fellow, as he looked wonderingly upon this marvelous girl, who that day had done a deed which added more to England's glory than the exploits of many of her monarchs.

A cat-boat was capsized in 1854 near Lime Rock Lighthouse, Newport, R.I., and four young men were left struggling in the cold waves of a choppy sea. Keeper Lewis was not at home, and his sick wife could do nothing; but their daughter Ida, twelve years old, rowed out in a small boat and saved the men. During the next thirty years she rescued nine others at various times. Her work was done without assistance, and showed skill and endurance fully equal to her great courage.

"If you will let me try, I think I can make something that will do," said a boy who had been employed as a scullion at the mansion of Signor Faliero, as the story is told by George Cary Eggleston. A large company had been invited to the banquet, and just before the hour the confectioner, who had been making a large ornament for the table, sent word that he had spoiled the piece. "You!" exclaimed the head servant, in astonishment; "and who are you?" "I am Antonio Canova, the grandson of Pisano, the stone-cutter," replied the pale-faced little fellow.

"And, pray, what can you do?" asked the major-domo. "I can make you something that will do for the middle of the table if you'll let me try." The servant was at his wit's end, so he told Antonio to go ahead and see what he could do. Calling for some butter, the scullion quickly moulded a large crouching lion, which the admiring major-domo placed upon the table.

Dinner was announced, and many of the most noted merchants, princes and noblemen of Venice were ushered into the dining-room. Among them were skilled critics of art work. When their eyes fell upon the butter lion, they forgot the purpose for which they had come, in their wonder at such a work of genius. They looked at the lion long and carefully, and asked Signor Faliero what great sculptor had been persuaded to waste his skill upon a work in such a temporary material. Faliero could not tell; so he asked the head servant, who brought Antonio before the company.

When the distinguished guests learned that the lion had been made in a short time by a scullion, the dinner was turned into a feast in his honor. The rich host declared that he would pay the boy's expenses under the best masters, and he kept his word, but Antonio was not spoiled by his good fortune. He remained at heart the same simple, earnest, faithful boy, who tried so hard to become a good stone-cutter in the shop of Pisano. Some may not have heard how the boy Antonio took advantage of this first great opportunity; but all know of Canova, one of the greatest sculptors of all time.—Pushing to the Front.

LAPORTE, MARTIN & CIE.

Agents for

IMPORTERS AND WHOLESALE GROCERS

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

72 to 78 St. Peter Street, MONTREAL

is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.



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

JUBILEE BAKING POWDER

♦♦
25 OUNCES
25 CENTS

♦♦
Absolutely Pure
and Wholesome

SOMETHING NEW!

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

Jubilee Baking Powder

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

25 Ounces - 25 Cents

2 DOZEN IN CASE.

SEND FOR TRIAL ORDER.

THE TORONTO COFFEE & SPICE CO. LTD.

H. H. SUYDAM, PRES.

J. D. ROBERTS, VICE, PRES.

J. A. WATSON, SEC.

KEEPING MACKEREL.

NEARLY every retail grocer has experienced disappointment at one time or another in the keeping qualities of mackerel, and not a few have been inclined to blame the packer or jobber. For this reason they have limited their purchases and often found their stock inadequate to meet demand. The fault is not with the packing or the jobber, but with the retailer, who does not exercise sufficient care with the fish after he places them in stock.

A writer in *The Grocery World* gives some information on the subject of keeping mackerel, which is well worth preserving. He says:

Keeping mackerel is a very simple matter when you know how. Many grocers buy a barrel of mackerel and allow the brine in which the fish are submerged to leak away or evaporate, leaving the fish dry. Under these circumstances mackerel will invariably grow rusty. The cause of this is that in the absence of brine the natural oil of the fish comes to the surface and granulates, so to speak, or gathers on the surface and discolors. While mackerel in this condition are not necessarily inferior to non-rusted fish, they are unpleasant in appearance to the average consumer, and as a rule great difficulty is experienced in working them off.

Mackerel kept covered with the proper sort of brine will never rust. Indeed, they should keep in perfectly good condition for a year if properly taken care of. Never allow the brine in which the fish are packed when the barrel reaches you to escape, and always keep enough in the barrel, so that the fish are entirely submerged in it. Sometimes the brine escapes without the grocer's knowledge. When this is so more should be made and immediately supplied. The proper way to make brine is not to sprinkle salt on the fish and add water, as many grocers do, for this method will spoil the mackerel nine times out of ten. It should be made in a bucket or cask, a mixture of coarse salt and water being made sufficiently strong to float an egg or potato. This should then be poured over the fish.

WHERE NOTHING IS EVER SOLD.

In Bainbridge, Geauga County, O., not far from Cleveland, is the queerest country general store I ever ran across, says a writer in a Chicago paper. Bainbridge is a small hamlet, but the store is as large and as well stocked as the average suburban store. It is kept—that is precisely the word for it—by an old widower, who has no relatives in that section of the country. When the civil war began he was running a flourishing general store in Bainbridge, and made money rapidly during the succeeding four years. When

peace was declared prices, which had been greatly inflated, took a sudden drop. The old fellow believed that this would be followed by a boom which would send prices skyward again, and refused to sell his goods for less than he paid for them. Down went the prices—down, down, down—and finally he was forced to close his store for want of purchasers.

To-day his store stands almost exactly as it did thirty years ago. It is stocked with such goods as are usually found in country stores, but, of course, the stock is now practically worthless.

Every day the old man opens up the place to give it an airing. He is there, too, for business, if anyone chooses to buy what he has to sell, and is willing to pay what he asks.

"Why, sir," he said to me, "some of the calico I've got here cost me sixty-five cents a yard in 1867. Wouldn't I be a fool to sell it for five cents?"—Chicago Times-Herald.

AGAIN READY FOR BUSINESS.

Mr. W. Clark, Montreal, who was burned out some time since, is now in a position to fill all orders without delay. Although crippled for two weeks he has made arrangements which will enable him to fill at once all orders received during that time, and at the same time keep up with his regular business. He reports large sales of tomato soup, put up in 1-quart cans.

MANITOBA MARKETS.

WINNIPEG, May 27, 1897.

THE state of trade is practically same as last week. There is no rush, but business is fair and steady. Contrary to expectation, butter is scarcer than last week and the price is up, but this is, no doubt, but a temporary rise.

TOBACCO—The Macdonalds, of Montreal, still maintain the advance of 14c. and refuse to sell in bond. Tuckett, of Hamilton, is not quoting regularly at present. Two or three carloads have been bought during the past week and, of course, the dealers will ask the advance of 14 to 15c. all round.

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

CANNED GOODS—Future packs of peas are now being offered by some Ontario factories. Tomatoes are still \$1.90 per case.

BUTTER—Scarce and demand brisk; price, 16 to 17c.; choice dairy, 18c. per lb.

EGGS—Plentiful, but still high, the last week's price of 10c. being maintained. The sales of the early part of the week were made at 11c., but this price only held for two days.

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

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

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

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

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

A MACKEREL NOVELTY.

One of the Boston fish houses is introducing in this market a novelty in the mackerel line. It is termed "spiced Hamburg mackerel," and consists of five-pound wooden pails, filled with small mackerel very highly spiced.

Spiced mackerel are not entirely unknown, although they are in the way the idea has been carried out in this case. Small mackerel are used, being soaked for several days until all saltiness has disappeared. They are then packed in vinegar together with slices of lemon, onions, cloves, allspice and various other spices of the same sort. The result is an entirely

new wrinkle, and presents a not altogether displeasing flavor. The idea is to eat the fish cold, in which it somewhat resembles soused mackerel. The cost to the retailer is about 75c. per pail, and it retails for about \$1.—Grocery World.

ECKARDT'S SALVAGE SALE.

THE salvage sale of groceries of H. P. Eckardt & Co., which closed last week, was probably the largest sale of the kind ever held in Toronto, about \$60,000 worth of goods being disposed of. The attendance was fairly good, particularly on the first two days.

Fair prices were obtained for the small lines, but the staple lines went at very low figures.

Here are some of the lines sold and the prices obtained: 300 boxes C. & B. lemon peel, free from damage, 6½c. per lb.; cleaned Filiatra currants, 3½ to 4¼c.; 100 cases Hallowee dates, 3¾c.; 1,000 boxes Arguimbau's selected Valencia raisins, 2½c. per lb.; 100 bags choice apricots, 2¾c.; 75 bags of egg plums, 1c. per lb.; 3,000 cases of tomatoes, 55 to 64c. per doz.; 1,500 cases corn, 40 to 45c.; 384 cases Lakeport gallon apples, \$1.01 per dozen; 281 cases 3-lb. apples, 42c. per dozen; 151 cases Flemish Beauty pears, 2-lb. tins, 60c. per dozen; 82 cases blue damson plums in heavy syrup, 80c. per dozen; 62 cases Orleans plums, 2-lb. tins, 75c. per dozen; 50 cases apricots, 3-lb. tins, \$1.30 per dozen; 25 cases mackerel, 90c.; 500 cases salmon, 90 to \$1.05 per dozen; 94 cases sardines, imported, ¼ tins, 3¾c. per tin; 30 bags Marbot walnuts, 3¾c. per lb.; 200 Aylmer tomato catsup, 42c. per dozen; 5 cases Eleme figs, 10 and 20 lb. boxes, 2½c. per lb.; 100 caddies of "Prince of Wales" tobacco, 7's, 55½c. per lb.; 100 caddies "Brier," 55c. per lb.; 75 boxes and 78 bags natural figs, 2c. per lb.; 200 cases large French prunes, 70's to 80's, 2c. per lb.; 25 boxes Oregon prunes, 40's to 50's, 4c. per lb.; 500 cases of tea at from one-half to two-thirds their value. The sugar stored in the burned building was sold by private sale to confectioners for manufacturing purposes.

There were in all 719 lots put up, and as the sale was without reserve everything was cleaned up. The goods sold are estimated at one hundred carloads. H. P. Eckardt & Co. are now starting off with a new stock of goods. The new stock is already complete with few exceptions.

The firm was compelled by the underwriters to take over the goods at an appraisal of the damage, and in order to dispose of them quickly recourse was made to the auction mart. Three catalogues and two supplementaries were got out for the sale.

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. (t.f.)

IF YOU WANT TO

ADVERTISE anything, ANYWHERE

in Canada, we can do it for you.

MacLEAN PUBLISHING CO. Ltd.

ADVERTISING DEPARTMENT

MONTREAL - - - TORONTO



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Asphalt Footpaths, etc., Public Buildings, Ottawa" will be received until Monday, 31st instant, for the construction of Asphalt Footpaths, etc. required at the Public Buildings, Ottawa.

Plans and specifications can be seen and form of tender and all necessary information obtained at this Department, on and after Saturday, 22nd instant.

Persons are notified that tenders will not be considered unless made on the printed form supplied, and signed with their actual signatures.

Each tender must be accompanied by an accepted bank cheque, made payable to the order of the Honourable the Minister of Public Works, equal to five per cent. of amount of the tender, which will be forfeited if the party decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

E. F. E. ROY,

Secretary.

Department of Public Works, }
Ottawa, May 18th, 1897. }

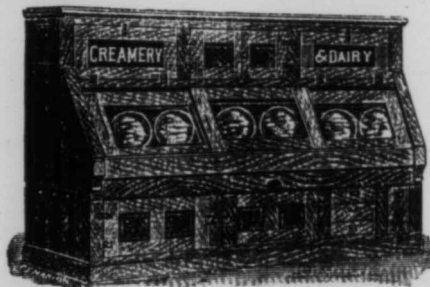
Newspapers inserting this advertisement without authority from the Department will not be paid for it. (22)

**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**Aubin's Patent Refrigerator**

The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

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

CANNED TOMATOES IN THE U.S.

THE N. Y. Journal of Commerce of the 21st inst. said: "The market for canned tomatoes is generally claimed to be in better shape statistically than it has been at this season for many years past. Most of the cheap stock which has been seeking an outlet with a demoralizing effect upon market values has been cleaned up by recent purchases, it is reported, and as a result a stronger feeling has been developed. However, progress toward higher prices is slow, partly because the speculative demand which has in past years been a prominent feature of the trade at this season is wholly lacking this year, the purchases made recently and such business as is now going on in spot goods being to cover actual needs of consumption.

"Another reason for the slow recovery of the market is said to be the continued offerings of small lots from various sources, some coming from packers who are in need of ready money for the coming season and others and perhaps the larger number from people who had made advances on the goods and are now anxious to realize. It is claimed that a considerable proportion of this cheap stock is of inferior quality. Hence it is finding a limited outlet and the pressure to dispose of it, which increases with the nearer approach of the new packing season,

helps in connection with the present moderate wants of consumption to keep down the prices of the comparatively small remaining stocks of more desirable goods.

"Nevertheless, holders of the latter are more confident of the future than they were apparently a week or two ago, as new goods will not be on the market for some months to come, and even at the present rate of consumption the balance of the old stock will, they believe, be needed. It is reported that of late there has been a considerable demand for fancy packed tomatoes for forward delivery, as these goods are wanted by consumers, and little, if any, of the former pack remains."

FAITH IN BUSINESS.

Faith in the foundation of business. It is an essential asset to every bank and mercantile house in existence. Many a thriving business and successful enterprise has been carried through dark days of reverse on no other capital; and without such capital the markets of the world would soon come to a standstill. I have known men whose ruin has been brought about by some little insinuation relative to their credit—the business equivalent for trustworthiness. The loss of public faith has brought the darkest reverses to the richest of corporations, and even nations have felt the ruin which it entails.—Moody.

"GOOD LUCK" BROOM.

The H. A. Nelson & Sons Co. have added two desirable lines to their regular assortment of brooms, and have called them the "Good Luck." The one dollar line is sewn with four strings, two and two, i.e., two close together and two farther down, making a good, serviceable broom and adding considerably to their appearance. The two-dollar line is a shorter broom. It also is sewn with four strings, but they are all close together. Both lines are made of the finest quality, carefully selected brush. They have also the firm's new fancy striped handle. Up to the present they have been able to meet only the city trade, but will soon be in a position to supply all their customers throughout the country, who would do well to immediately send in orders.

FLORIDA PINEAPPLE CROP.

A conservative estimate of the Florida pineapple crop for the present season, including the Keys, is 150,000 barrel crates, 300,000 standard crates. The large output is placed on the market in a period of two or three months. The natural increase from year to year is 50 per cent. If this business can remain in a prosperous condition the increase will be much more rapid and there will not be a dearth of the fruit during its season in any of the markets of our country, though all foreign fruit should be excluded.—Titusville (Fla.) Star.

MOLASSES

Now unloading from the brigantine "Irma":

543 puncheons Barbadoes Molasses

(S. P. Musson, Sons & Co.)

54 tierces Barbadoes Molasses

70 half-tierces Barbadoes Molasses

The quality of this Molasses is A 1, the packages all new and in first-class condition.

We deliver f.o.b. boats. Special prices for shipments from the wharf.

L. CHAPUT, FILS & CIE. - MONTREAL

HIS IDEA OF REST.

A business man accustomed to hard work for many years usually finds idleness irksome. Men who have been actively in the harness, as a rule, do not like to retire, although retirement in old age is the goal of the average worker. A successful Chicagoan, who has reached sixty years, said to me the other day: "I am going to quit. I have worked for thirty years without a week's vacation; now I am going to rest for thirty years. I have earned every dollar I possess; now I intend to spend and stop worrying about accumulating it."

I applauded this determination and inquired how he intended to spend his leisure.

"I have bought a homestead in Blank," he said, naming a small Michigan town, "and I shall remove there with my family and simply wallow in idleness and contentment!"

"But how will you pass your spare time?" I insisted.

"Well, I'll hunt and fish," he said.

"Good—but that will not keep you busy the year round," I ventured.

"No, but I shall read. I'll take all the papers, I will get together a little library, too."

"Will that occupy all your extra time?"

"Oh, I shall walk about a good deal, I dare say. Exercise—you know—great thing for an old man."

"Is that your entire programme?"

"N-no; not exactly," he said, hesitatingly. "I'm going to organize a private bank down there and manage it."—Chicago Times-Herald.

THE MERCHANT WOULD NOT BITE.

Sharper are trying to make money easily for themselves out of the gold mine boom. A few days ago a well-known merchant received a letter from Sandon, B.C. It was addressed correctly, but when he opened it he was surprised to find that it began "Dear Harry," while his name is George and was correct on the envelope. The letter appeared to be a confidential communication from the sender, to a personal friend, advising him of a particularly good find in the gold region and advising him to get up a company and send out an expert. The Simcoe man at first thought it a great chance, but when he began to reflect he concluded that it was a game. The "mistake" in putting the confidential letter into his envelope had evidently been intended to lead him on. The letter was very cleverly written, but disguised in poor writing and occasionally bad spelling. Probably others have received similar letters.

ENAMELLED MEASURES

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

GOVERNMENT STAMPED



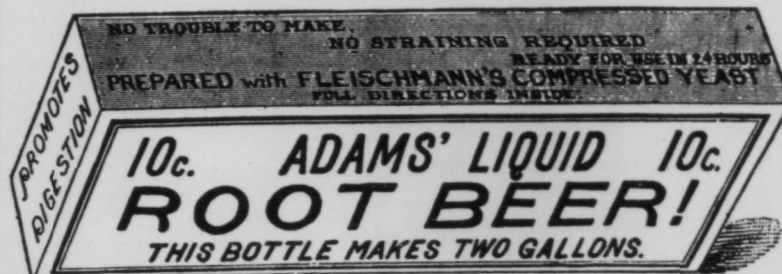
Superior

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

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.

ADAMS' GINGER BEER IS DELICIOUS.



ORDER NOW

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

THE CANADIAN SPECIALTY CO.

Dominion Agents.

38 Front St. E., Toronto, Ont.



Crosse &

Blackwell

CELEBRATED FOR

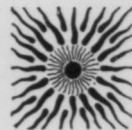
Jams,

Pickles,

Sauces,

Potted Meats,

Table Delicacies.



—SOLD BY—

All Grocers in Canada



RETURNED
Sept 27/95
J. M. G.

CHASE & SANBORN'S LATEST NOVELTY.

CHASE & SANBORN, the big coffee dealers, continue to take a great interest in their customers. They are not content with placing their coffee on the shelves of all the best merchants in Canada. They go further: they assist them in disposing of it by schemes which draw consumers to their stores. Having got a customer in, it is the fault of the salesman if she leaves without purchasing.

Their Brownie Book was a great hit. It brought people in hundreds to the stores which gave them away. Many new customers were thus secured. The "snap shots" and "grocers' aprons" were also good things in their way. Their latest promises to be the best hit yet. It is a little book giving thirty-six tricks and puzzles, and explaining how they are done. They are specially suited for after dinner. Above is a reproduction of the front cover. It is printed in several colors. The inside is most artistically and attractively gotten up

in three printings. For both appearance and contents copies are likely to be largely sought after. There is no advertising connected with the booklet's contents, but the back cover shows a reproduction of a can of coffee.

Any reader of THE GROCER wishing a supply for distribution may have them by asking his wholesale house or by applying direct to Chase & Sanborn, Montreal.

Whether this particular brand of coffee is handled or not, the distribution of these "trick books" will awaken an interest in the store where they are given away. They are certain to arouse the curiosity of the younger people, and, through them, their parents. Children will take their copy of the booklet to school, and they will thus interest the whole neighborhood in the tricks, just as people went crazy over the Fifteen puzzle a few years ago. The following are a few of the puzzles:—

WITH ELEVEN MATCHES.

Required, so to place them as to make nine of them.

WITH NINE MATCHES.

Required, so to place them as to make three dozen of them.

WITH NINE MATCHES.

Required, so to place them as to make three and a half dozen of them.

WITH THREE TOOTHPICKS.

Required, so to lay them on the table as to make four of them.

WITH THREE TOOTHPICKS.

Required, as to lay them on the table as to make six of them.

WITH THREE WINE GLASSES AND THREE MATCHES.

Required, with the three matches, to form a bridge between the three wine glasses strong enough to support a fourth wine glass.

N.B.—Each match must rest on one glass only, and touch such glass only at a single point.

The booklet gives the illustrated answers to these and each of the thirty-six other puzzles and tricks.

WE ASK YOU.



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

PEOPLE WHO GIVE

Appleton's Teas

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

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

GILLARD & CO., London, Eng.

Manufacturers
of



Gillard's New Pickle

Packed 2 dozen in case.

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

Gillard's New Sauce

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

Single dozen lots, \$1.90.

Barrel lots of 12 dozen, \$1.75.

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

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

OUT-DISTANCING ALL COMPETITORS

are the Teas of —

India and
— Ceylon

Their purity, aroma, cleanliness,
flavor, and drawing qualities are
unrivalled.

The world now knows that

India and Ceylon Teas

are the BEST.

Grocers

Use Ceylon and India teas
and increase your tea trade.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE premises of Martin, Elliott & Co., grocers, Montreal, are closed and the landlord is in possession.

J. C. Leclerc, general merchant, Quebec, is offering to compromise.

D. St. Amour, general merchant, Comber, has assigned to Robert Pinchin.

Neil McNeil, general merchant, St. Paschal, Que., is offering to compromise.

McLeod & Jardine, general merchants, Mount Stewart, P.E.I., have assigned.

W. Fry, general merchant, Sequin Falls, has assigned to E. J. Henderson, Toronto.

Leon Lambert, general merchant, Halifax South, has compromised at 70c. on the dollar.

Mr. Laroche, flour and grain merchant, Quebec, is in financial difficulties. He owes about \$28,000.

Simeon W. Croft, general merchant, Broad Cove, N.S., is offering to compromise at 25c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

T. H. Mallette & Co., grocers, Montreal, have dissolved.

Trent Valley Creamery, Campbellford, has dissolved. T. G. Gillespie continues.

Chase & Sanborn, wholesale teas and coffees, Montreal and Boston, have dissolved. Henry P. Smith retires.

H. L. Harrison and Sydney St. C. Jones have registered a co-partnership to carry on business at Belliveau Cove as general merchants under the style of Jones Bros.

Thos. Harling and L. Bartlett have formed a partnership to carry on business in Montreal as dealers in hay, produce, etc., under the style of the Bartlett Compress Co.

SALES MADE AND PENDING.

Dudley & Co., cheese factory, Mansonville, Que., sold out.

Gordon & Ryan, fruits, etc., Hamilton, have been sold out by the bailiff.

Hiram Johnson, grocer and baker, Stouffville, is advertising business for sale.

The assets of Oscar Tessier, grocer, Montreal, are to be sold on the 28th inst.

The stock of E. Desilets, general merchant, Grand Piles, Que., has been sold at 61c. on the dollar.

CHANGES.

E. Crysler, grocer, Brantford, is selling out.

John Doyle has opened up a flour and feed business in Perth.

John C. Orr, crockery, etc., St. Thomas, is commencing business.

Joseph Garneau has opened a general store at Pont Rouge, Que.

J. M. Kennedy, grocer, Guelph, has been succeeded by T. Cleghorn.

**TO THE TRADE**

Try a case of

CLARK'S TOMATO SOUP

It will please your customers.

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

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

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

Jermie Lussier has opened a grocery store at Chateauguay Basin, Que.

G. A. Bingham, groceries and crockery, Aylmer, is closing up business.

John McLeod, general merchant, Quartz Creek, B.C., has removed to Ymir.

Marcus Taylor, general merchant, Mansonville, Que., is starting in business.

Thos. McIntosh, flour and feed, Toronto, is offering to compromise at 50c. on the dollar.

P. Jubinville & Co., teas and coffees, Montreal ; Emma Donohue registered proprietress.

Patterson & Steeper, merchants, Nelson, B.C., have been succeeded by the Whitelaw Trading Co.

Waters Bros., groceries, boots and shoes, Dunnville, is advertising to close up and leave there.

A. Milloux has been registered proprietor of the business of Frere Martin, cigar manufacturer, Montreal.

The Davidson Co., Ltd., Neepawa, Man., has sold out to John Brown, late of Brown, Smellie & Co., Russell.

Wm. Parr, general merchant, Blackstock, is removing to Port Perry, where he has bought out M. Williams, liquor dealer.

DEATHS.

W. Vaughan, general merchant, etc., St. Martin's, N.S., is dead.

Joseph Barsalou, of Joseph Barsalou & Co., soap and candle makers, Mansonville, Que., is dead.

HANDLE BEST VALUES.

A grocer cannot do better than to handle the best values for the prices asked. The temptation to do otherwise is often great ; but greater are the rewards of the grocer who resists the temptation. A consignment of canned corn, for example, is found on inspection to be of a superior quality. The dealer can sell the goods at 15c. and make the desired profit, or, because of the excel-

lence of the corn, he can sell at a higher price. Shall he do it? "A bird in the hand is worth two in the bush ;" but more than one grocer has found to his cost that, by so doing, he has frightened away the bird in the bush, and even the one in hand has managed to get away.—Ohio Merchant.

TWO THOUSAND PIGS.

A butcher residing in a country town was afflicted with a terrible lisp. One sale day, being suddenly seized with an inspiration to raise his own pork, he invested in a few pigs ; but, having no place ready for their immediate occupation, he called upon a neighbor whom he knew had an empty sty.

"I thay old man," he began, "I have jutht bought a few pigth. Could you lend me your thty?"

"Certainly, if it is any use. But how many pigs have you? The sty is none too large."

"Oh, only two thowth and pigth."

"Two thousand pigs! Good gracious! It wouldn't hold 200!"

"I did not thay two thowthand pigth. I thed two thowth and pigth!"

"Yes, I hear; and it won't take a quarter of them. It's no use."

"You don't underthand me," said the poor fellow, "I do not mean two thowthand pigth; I mean two thowth and pigth."

"Well, you couldn't get twenty in; so there!"

"I don't want to!" exclaimed the lisper, excitedly. "There are not two thowthand pigth, but two thowth and pigth"—(gesticulating)—"two thowth and pigth, I tell you!" And so he kept on in vain, until a happy thought struck him. "I did not mean two thowthand pigth, but two thowth and pigth!"

He got the sty.—Answer.

SITUATION VACANT.

TRAVELER WANTED TO HANDLE GOOD SIDE
line. Box A, GROCER. (22)

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

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

THE BEST CANADIAN LAMP OIL MADE IN CANADA
Car Loads or Less. Write for Prices.

THE QUEEN CITY OIL CO., Ltd.
Samuel Rogers, President. TORONTO



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., Ltd., LONDON, N. W. ENG.

Ask for Prices } WHEN YOU WANT } Glad to Send Samples }
SALT
FOR ANY PURPOSE }
VERRET, STEWART & CO., Montreal - Quebec.



AN AUTOMATIC SELLING MACHINE ...

To sell _____

**Adams'
Tutti Frutti**

For full particulars, apply ..

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

PUREST AND BEST

WINDSOR SALT

TABLE SALT
BUTTER SALT

CHEESE SALT
ORDINARY FINE SALT

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

WINDSOR SALT CO. Ltd., Windsor, Ont.

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
Stove pipe Varnish, 4 oz. bottles 1 00
6 oz. bottles 1 25
Boston Brunswick Black, 8 oz. bottles 1 75

BIRD SEEDS

BART. COTTAM & CO.

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

THE F. F. DALLEY CO.

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

NICHOLSON & BROCK.

Brock's Bird Seed 0 07
Norwich Bird Seed 0 06
Maple Leaf Bird Seed 0 05

CORN BROOMS

CHAR. BOECKH & SONS. per doz.

Carpet Brooms—
"Imperial," extra fine, 8, 4 strings 33 65
" " " " 7, 4 strings 3 45
" " " " 6, 3 strings 3 25
" " " " 8, 4 strings 3 30
" " " " 7, 4 strings 3 10
" " " " 6, 3 strings 2 90
" " " " 8, 4 strings 2 90
" " " " 7, 4 strings 2 75
" " " " 6, 3 strings 2 60
" " " " 8, 3 strings 2 40

BLUE.

KEEN'S OXFORD.

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

CANNED GOODS.

Apples, 3's \$0 70 \$0 95
gallons 1 65 2 25

Blackberries, 2's 1 40 1 70
Blueberries, 2's 0 75 0 85
Beans, 2's 0 65 0 95
Corn, 2's 0 55 0 75
Cherries, red pitted, 2's 2 00 2 25
Peas, 2's 0 75 0 80
" Sifted select 0 90 1 00
" Extra sifted 1 25 1 40
Pears, Bartlett, 2's 1 65 1 75
" " 3's 2 40
Pineapple, 2's 2 50 2 60
" 3's 1 75 2 40
Peaches, 2's 1 65 2 00
" 3's 2 50 3 00
Plums, Green Gages, 2's 1 55 1 80
" Lombard 1 50 1 70
" Damson 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 85 1 95
Succotash, 2's 1 15
Tomatoes, 3's 0 72 1 15
Lobster, tails 2 30 2 52
" flats 2 85 2 90
Mackerel 1 20 1 30
Salmon, Sockeye, tails 1 35 1 50
" Horseshoe 1 50 1 75
" flats 1 40 1 75
" Cohoes 1 15 1 20
Sardines, Albert, 1/2's tins 0 13
" 3/4's tins 0 20 0 21
" Sportmen, 1/4's genuine 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
" " " " 3/4's 0 19 0 21
Sardines, other brands 9 1/2 11 0 16 0 17
" P. & C., 1/2's tins 0 23 0 25
" " " " 3/4's 0 33 0 36
Sardines, Amer., 1/2's 0 04 1/2 0 09
" " " " 3/4's 0 09 0 11
Mustard, 1/4 size, cases 50 tins, per 100 10 00 11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb. 1 10 1 15
Kipped Herring, 1-lb. 1 60 1 90
Herrings in Tomato Sauce 1 70 1 90
Herrings in Shrimp Sauce 2 00
Herrings in Anchovy Sauce 2 00
Herrings a la Sardine 2 40
Preserved Bloaters 1 85 1 90
Real Finlon Haddock 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 " " 2 75 2 90
Camb Sausage 1 " " 4 00
Soups, assorted 1 " " 2 25
Soups and Boull. 2 " " 1 80 4 50



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



Beardley's Boneless Herring. per doz. 2 doz. 1 40

ARMOUR PACKING CO.—HELMET BRAND
Corned Beef, 1 lb. 1 40 1 50
" 2 lb. 2 60 2 75
" 4 lb. 5 50 5 80
" 6 lb. 8 50 8 80
" 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
Ox Tongue, 1 1/2 lb. 7 00 7 20
" 2 lb. 8 50 8 80
" 2 1/2 lb. 10 75 11 00

Lunch Tongue, 1 lb. 3 35 3 50
" " 2 lb. 6 50 6 80
Chipped Beef, 1/4 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
" " 1 pt. 2 00 2 10
Gelatine of Boar's Head, 2 lb. 3 00 3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb. 3 00 3 10
Plover Roast 5 00
Iced Gold Band Bacon 3 00

Codfish.

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

CHEWING GUM.

ADAMS & SONS CO. per box

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

CHOCOLATES & COCOAS.

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

WILLIAM EVANS
Field, Garden AND Flower Seeds

AGRICULTURAL
IMPLEMENTS

Superphosphate and other Fertilizers

Warehouses { Nos. 89, 91 and 93 McGill Street
Nos. 104, 106 and 108 Foundling St.
No. 42 Norman Street

MONTREAL

THE "DIAMOND"
OIL BLACKING



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

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

W. BERRY, - MANCHESTER.

Send for samples and quotations to

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

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

STONEWARE

QUALITY THE BEST.
PRICES RIGHT.

TRY US.



HART BROS. & LAZIER
Belleville, Ont.

Send for price list. Mention GROCER.

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS

Hamilton, Ont.

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.

COWAN'S

Hygienic and Perfection and Cocoa Essence

Queen's Dessert Royal Navy and Perfection

Chocolate Pink White Lemon Color

Cocoas
Chocolates
Icings
A child can ice a cake in three minutes.

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

THE COWAN CO. LTD. - TORONTO



IS THE BEST.
ASK FOR
MOTT'S



Always the Same.
The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.
MONTREAL

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

CHOCOLAT MENIER.	
Vanilla—	Cases of In 12
Yellow wrapper, p. lb.	10x12 lb lb bxs
White " " "	0 34 0 36
Unsweetened—	0 73 0 83
Blue Premium " " "	0 38 0 42
Pastilles—	Cases of Less
1/2 lb. bo es	54 lbs than case
	0 19 0 20
FRY'S.	
(A. P. Tippet & Co., Agents.)	
Chocolate—	per lb.
Caracas, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's, " "	0 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs	0 29
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42
Fry's "Diamond," 1/4's, 14 lb. bxs.	0 24
Fry's "Monogram," 1/4's, 14 lb. bxs.	0 24
COCOA—	
Concentrated, 1/4's, 1 doz. in box.	per doz 2 40
" " " " "	" " " "
" " " " "	" " " "
Homeopathic, 1/4's, 14 lb. boxes	0 33
" " " " "	1/2 lbs. 12 lb. boxe 33

JOHN P. MOTT & CO.'S.	
(R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4's)	0 32
Mott's Breakfast Cocoa (in tins)	0 45
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 22
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liqueurs	0 19 0 30
COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/4 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes,	0 22 1/2
1/4 lb. cake, per lb.	0 43
Royal Navy Chocolate, 12 lb. boxes,	0 30
1/2 lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, 1/4 lb. cake, per lb.	0 35
WALTER BAKER & CO.'S.	
Chocolate—	
Premium No. 1, boxes, 12 lbs. each	0 46

Baker's Vanilla in boxes, 12 lbs. each	50
Caracas Sweet, in boxes, 6 lbs. each	38
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each	0 28
Grocers' Style, in boxes, 6 lbs. each	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.	0 50
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, 1/2 lb., tins	0 50
COCOANUT.	
CANADIAN COCOANUT CO.	
White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.	0 27
" " " " "	0 28
" " " " "	0 29
" " " " "	0 30
SCHEPP'S	
Improved in packages—	per lb.
1 lb. package, 15 and 30 lb. cases	0 27
1/2 lb. package, 15 and 30 lb. cases	0 28
1/4 lb. " " " " "	0 29
5c. package, 4 doz. in case, per doz.	

For

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

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

The MacLean Publishing Co.

26 Front St. West, Toronto.

DURABLE PAILS AND TUBS.

TRY



THEM

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

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

Represented by...

Chas. Boeckh & Sons, Toronto.

The H. A. Nelson & Sons Co., Montreal.

THE

Oakville Basket Co.

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

OAKVILLE, ONT.

BOVRIL

is the guaranteed product of Prime Ox Beef. It is made from the choicest cattle raised in the Argentine Republic and in Australia.

BOVRIL

differs from ordinary Beef Extracts and Home-made Beef Tea in this way: Extracts and Beef Tea are only stimulating, whereas

BOVRIL

is stimulating, nutritious and life sustaining.

BOVRIL LIMITED

30 Farringdon St.

LONDON, E.C.

Canadian Branch:

27 St. Peter St., Montreal

The Dry Goods Review



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

CLUBBING RATES

The Dry Goods Review and The Canadian Grocer

\$3.00

Send for Samples.

THE DRY GOODS REVIEW

TORONTO

. . . . MONTREAL

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

to fill a responsible place in business is the one who looks ahead and provides for future contingencies.

The right man

to have the responsibility for the welfare of his wife and family is he who makes provision for their comfort in case of his death.

The right man

knows that to insure his life is the only way to make such provision, and he knows that

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

It contains one condition only--that is the payment of the premium. Rates and full information will be sent on application to the Head Office or to any of the Agents of the Association.

HEAD OFFICE--TORONTO.

W. G. MACDONALD,

Actuary.

J. K. MACDONALD,

Managing Director.

THE "GENUINE"



Is the King of all Lamp Chimneys. Made of the finest quality of Pure Lead Glass.



HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.



There are a number of so-called Pure Lead Glass Chimneys on the market, and we would warn dealers to beware of imitations of our "Genuine" Lead Glass Chimney.



COWANS, KENT & CO., - TORONTO

The Hilliard House, Rat Portage

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

EPPS'S COCOA

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

EPPS'S COCOAINE

or COCOA-NIB EXTRACT.

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

Special Agent, **G. E. COLSON, MONTREAL**

GENERAL MERCHANTS

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

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

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

MacLean Publishing Co.

Montreal : : Toronto

**KNOX'S
... GELATINE
AIDS**

the merchant in building up his

TRADE



All Jobbers Sell It.

Made by

**C. B. KNOX,
JOHNSTOWN, N.Y.**

AGENTS

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



"GILT EDGE"

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

"NOBBY" BROWN COMBINATION

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