

# THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, AUGUST 14, 1896.

No. 33

## COLMAN'S MUSTARD



**BEST ON EARTH**

THE ONLY TEN CENT CIGAR

## Kippered Herrings

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



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

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

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

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

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

VARSAITY CIGAR 5c. THE BEST IN THE MARKET

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

ALL THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCO'S

## Deviled and Potted Meats



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

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

**Armour Packing Co. . .**

Kansas City, U.S.A.

## SPECIAL IN DINNER SETS

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

**97 PIECES, - \$4.50**

(Packing, 25 cents)

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

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

The **CANADA CROCKERY IMPORTING CO., Ltd.**

181 to 185 McGill Street

**MONTREAL**

**CELLULOID**

**STARCH**

EQUAL TO DOUBLE THE QUANTITY OF ANY OTHER STARCH

**A NOVEL INVENTION!  
 REQUIRES NO COOKING**

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

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

IT LEADS THEM ALL FOR FINE WORK

Pays you a good profit,  
 You should sell the genuine

## CELLULOID STARCH

It has no equal.  
 Sold only in packages (see cut).  
 For sale by jobbers generally  
 throughout Canada.  
 Include a case in your next order  
 to . . . . .

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

THIS STARCH WILL ASTONISH YOU  
 WRITE FOR SAMPLES AND PRICES

Manufactured by

**The Celluloid Starch Co. - New Haven, Conn.**

# Standard Goods THE Best to Handle

FOR  
**PURITY**



FOR  
**STRENGTH**

This brand is always reliable.

Highest test  $98\frac{50}{100}\%$  pure.

Made only  
by

The UNITED ALKALI CO., Ltd., Liverpool.

"New Process" Soda, finest on the market.



You do not want any more hot campaign speeches, but

## STOWER'S



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



## "THISTLE" HADDIES



The reliable Standard Brand and finest flavored Haddies put up. Every can guaranteed and only Real Haddies packed.

The Motto of the "Thistle" Co. being, "The Best, First, Last and Always."

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

AGENTS

A. P. TIPPET & CO.  
MONTREAL and TORONTO

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

*Received Aug 18. 1896  
The Union 2nd  
A.P. Tippet*

# The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

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

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

**99<sup>99</sup>/<sub>100</sub> to 100** per cent. of Pure Cane Sugar with no impurities whatever."

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

WE MANUFACTURE . . . .

## All Kinds of Crockery

And can supply you with any article you want in **Rockingham Ware, Yellow or Bristol Glazed Ware**. A full price list on application. . . . .

**Brantford Stoneware Mfg. Co.**

**Brantford, Ont.**

OTHER SPECIALTIES.

NOUGAT  
RAHAT LAKUHM  
ALMOND ROCK  
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, W.C.

MEDALS AND DIPLOMAS.

PARIS  
SYDNEY  
MELBOURNE

ROSE & LAFLAMME, Montreal.



# Carr & Co.'s Biscuits . .

as supplied to H. M. the Queen since 1841.

A wide variety—but a single quality, the **Best**.

“Cafe Noir” is one of many of these fancy biscuits, perhaps the best known and best liked of any of them. Try pushing it.

Sole Agents for Canada

**ROBERT GREIG & Co.**  
MONTREAL.

# The HUMIDITY

is depressing these days,

but . . . . .



sells without effort.

**ROSE & LAFLAMME** Eastern Agents Montreal



# SULTRY STICKY

Weather is a trying time for matches. You will occasionally get a match of unknown make that will light---if there isn't too much humidity in the air and if you try hard.

It is no effort to light E. B. Eddy's Matches in this weather; they are guaranteed proof against all climatic changes. You need have no apprehension as to whether you are buying a box of matches or buying kindling wood, as E. B. Eddy's Matches are perfect the year round.

---

## The E. B. EDDY CO. Limited

### HULL, CANADA

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

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



## Are You Satisfied

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

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

The GEO. MATTHEWS CO. Ltd.,

OTTAWA AND  
PETERBOROUGH

## No Sulphur Match on Earth

... CAN BEAT OUR ...

**SOVEREIGN BRAND**

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

H. A. NELSON & SONS - - TORONTO

## All Four Sell.

### “REINDEER” BRAND

CONDENSED COFFEE  
CONDENSED COCOA  
CONDENSED MILK  
EVAPORATED CREAM

At this season, you should never be without them.

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

**BUY IN SMALL LOTS AND OFTEN**

# China's Choicest Productions

We have in store now two magnificent lines of New Season's  
China Black Teas :

**RUSSIAN CHOP** IN HALF-CHESTS.

**CRACK CHOP** IN HALF-CHESTS.

Exquisite, rich, heavy aromatic liquor. **Sure Trade Winners.**  
Samples mailed on application or seen in the hands of our  
travellers.

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

Wholesalers Only

**Hamilton**

WE KEEP GILLARD'S NEW PICKLE AND GILLARD'S NEW SAUCE.

## BOULTERS' ARE WINNERS

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

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

WORKS:

Picton, Toronto and Demorestville, Ont.

## Three Kinds of Mince Meat

**GOOD - BAD - INDIFFERENT**

Don't have anything to do with the  
bad or the indifferent. Take nothing  
but the good.

HERE IT IS :



Manufactured  
only by

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



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

# THE CANADIAN GROCER

Vol. X. (Published Weekly)

MONTREAL AND TORONTO, AUGUST 14, 1896

(\$2.00 per Year) No. 33

## DROPS FROM THE EDITOR'S PEN.

It looks as if biscuits will win in North Grey.

Character is the pivot upon which business turns.

The only way to secure trade is to go or send after it.

Have a good foundation if you don't want a shaky apex.

The entry of free silver would mean the free exit of gold.

A man may die under the dissecting knife, but a business never.

Experience is a good teacher, but she demands big pay as a rule.

Economy which is over rigid usually breaks a man's generosity.

Business ethics inoculate politics against the imbibing of wild theorisms.

Clerks who are not entertaining should not be maintained in any store.

Stick too tenaciously to business and you will loosen your tenure upon life.

Honesty is good for policy's sake, whatever it may be for conscience sake.

A store crowded with loafers is not likely to become congested with customers.

The man who has no backbone may do for a jelly fish, but for a merchant never.

The battle of the standards is a glittering conflict which may have a darkening result.

The advertisement is the merchant's tongue, which he uses for selling his wares.

The average citizen of the United States is credited with possessing a good deal of

horse sense. His sense will be more akin to that of the animal which has longer ears than the horse if he votes free silver in November next.

If a man owes you money, try to get it, but in the getting of it try not to get his ill-will.

He who is a merchant should throw in his influence with the good roads movement.

Merchants who take no relaxation, like machines without oil, become stiff and useless.

A cool store these hot days is a blessing, but a cool merchant is as great a curse as ever.

Days with the mercury at 90 in the shade try the patience of a saint, and drive the sinner to drink.

Many a man has been awakened from his lethargy by stubbing his toe against some financial difficulty.

If you are making an agreement which is of any importance, put it in writing. Ink is more durable than words.

A merchant naturally breathes easier when his business is not choked with unfulfilled financial obligations.

Early closing may be defined as a movement for the sweetening of the merchant's life and adding years to the same.

Talents hid do not, like mustard seed buried in the ground, fructify. Talents only increase as they are exposed and used.

There is no one who loves an outing more than the grocer; and there is no one who shuts himself in his store so persistently.

Every clerk should be ambitious to become a merchant, but he should be careful that his ambition does not cause him to de-

velop too much speed. Going into business too quickly often means coming out of it with alacrity.

Every young man who aims to be somebody should be himself.

Even the man who sells for cash should guard his credit with jealous care.

Man is his own architect, and if he makes bad plans he will have a bad superstructure.

Merchants should copy the politicians in one respect: They should have a policy, and the sounder and more vigorous it is the better.

The merchant without a trade paper is like a mariner without a compass, a ship without a pilot, a castaway on an uninhabited island.

If Jack Frost had been doing his duty last week he would have arrested the Sun for scorching, to the danger of a good many citizens.

A good many people who are not particular about the appearance of a man are fastidious indeed about the appearance of the goods they buy.

Save your money, but spend your energies and leisure moments in acquiring useful information. Then some day you will be rich in both gold and brains.

The foolish merchant says there is nothing in advertising, and then sitteth down and endeavors to advertise with many words the qualities of his particular party.

He who asks credit and refuses to produce the evidence of his worthiness may be rich in assets, but is poor indeed in common sense to be trusted with other people's goods.

## THE RISING SUN STOVE POLISH

AND

## THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.



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

## POINTS FOR CLERKS.

EMERSON relates the following anecdote: An opulent merchant in Boston was called on by a friend in behalf of a charity. At that time he was admonishing his clerk for using whole wafers instead of halves; his friend thought the circumstance unpropitious; but to his surprise, on listening to the appeal, the merchant subscribed five hundred dollars. The applicant expressed his astonishment that any person who was so particular about half a wafer should present five hundred dollars to a charity; but the merchant said: "It is by saving half wafers, and attending to such little things, that I have now something to give."

"How did you acquire your great fortune?" asked a friend of Lampis, the shipowner. "My great fortune, easily," was the reply; "my small one, by dint of exertion."

Four years from the time Marshall Field left the rocky New England farm to seek his fortune in Chicago he was admitted as a partner in the firm of Coaley, Farwell & Co. The only reason the modest young man gave to explain his promotion when he had neither backing, wealth nor influence, was that he saved his money.

If a man will begin at the age of twenty and lay by twenty-six cents every working day, investing at seven per cent. compound interest, he will have thirty-two thousand dollars when he is seventy years old. Twenty cents a day is no unusual expenditure for beer or cigars, yet in fifty years it would easily amount to twenty thousand dollars. Even a saving of one dollar a week from the date of one's majority would give him one thousand dollars for each of the last ten of the allotted years of life. "What maintains one vice would bring up two children."

Such rigid economy, such high courage, enables one to surprise the world with gifts even if he is poor. In fact, the poor and middle classes give most in the aggregate to

missions and hospitals and to the poor. Only frugality enables them to outdo the rich on their own ground.

But miserliness or avariciousness is a different thing from economy. The miserly is the miserable man, who hoards money from a love of it. A miser who spends a cent upon himself where another would spend a quarter does it from parsimony, which is a subordinate characteristic of avarice. Of this the following is an illustration: "True, I should like some soup, but I have no appetite for the meat," said the dying Ostervalde; "what is to become of that? It will be a sad waste." And so the rich Paris banker would not let his servant buy meat for broth.

A writer on political economy tells of the mishaps resulting from a broken latch on a farmyard gate. Everyone going through would shut the gate, but as the latch would not hold it, it would swing open with every breeze. One day a pig ran out into the woods. Everyone on the farm went to help get him back. A gardener jumped over a ditch to stop the pig and sprained his ankle so badly as to be confined to his bed for two weeks. When the cook returned she found that her linen, left to dry at the fire, was all badly scorched. The dairymaid in her excitement left the cows untied, and one of them broke the leg of a colt. The gardener lost several hours valuable time. Yet a new latch would not have cost five cents.

Guy, the London bookseller, and afterward the founder of the great hospital, was a great miser, living in the back part of his shop, eating upon an old bench and using his counter for a table, with a newspaper for a cloth. He did not marry. One day he was visited by "Vulture" Hopkins, another well-known miser. "What is your business?" asked Guy, lighting a candle. "To discuss your methods of saving money," was the reply, alluding to the niggardly economy for which Guy was famous. On learning Hopkins' business he blew out the light, saying, "We can do that in the dark." "Sir, you are my master in the art," said

the "Vulture;" "I need ask no further. I see where your secret lies."

Yet that kind of economy which verges on the niggardly is better than the extravagance that laughs at it. Either, when carried to excess, is not only apt to cause misery, but to ruin the character.

Beecher says that we are all building a soul-house for eternity; yet with what differing architecture and what various care!

What if a man should see his neighbor getting workmen and building materials together, and should say to him: "What are you building?" and he should answer: "I don't exactly know. I am waiting to see what will come of it." And so walls are reared and room is added to room, while the man looks idly on, and all the bystanders exclaim, "What a fool he is!" Yet this is the way many men are building their characters for eternity, adding room to room, without plan or aim, and thoughtlessly waiting to see what the effect will be. Such builders will never dwell in "the house of God, not made with hands, eternal in the heavens."

Some people build as cathedrals are built, the part nearest the ground finished; but that part which soars towards heaven, the turrets and the spires, forever incomplete.

"The prosperity of fools shall destroy them." "However easy it may be to make money," said Barnum, "it is the most difficult thing in the world to keep it." Money often makes the mare—run away with you.

Very few men know how to use money properly. They can earn it, lavish it, hoard it; waste it; but to deal with it wisely, as a means to an end, is an education difficult of acquirement.—Architects of Fate.

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

**THE BEST....**



# COFFEES, SPICES, EXTRACTS

Are branded L. S. & B.

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

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

## Just Arrived

From

**Crosse & Blackwell**

A LARGE CONSIGNMENT OF **SUMMER DELICACIES**

PICKLES, 1/2-pint, patent stoppered hexagon bottles.

PICKLES, pint, patent stoppered round bottles.

MANGO CHUTNEY, ESSENCE OF ANCHOVIES.

JAMS, assorted, all varieties,	- -	1-lb. tins,	4-dozen cases.
" " " "	- -	2 " "	3 " "
" " " "	- -	7 " "	1 " "
MARMALADE, Seville Orange,	1 " "	6 " "	" "
" " " "	2 " "	3 " "	" "
" " " "	7 " "	1 " "	" "
JELLIES, Red and Black Currant,	1 " bottles,	4 " "	" "

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

*New English Sifted Peas*

*New Strawberries*

Now in Stock. Best Packs.

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

Orders Solicited. Prompt Shipment.

April Pickings—splendid values.

**BALFOUR & CO.**

**HAMILTON.**

We are offering the  
following lines of . .

# VALENCIA RAISINS

Rogers F.O.S.	@ 4 $\frac{3}{4}$	Arguimbau F.O.S.	- - @ 5
Aranda F.O.S.	@ 4 $\frac{3}{4}$	Arguimbau Selected	- - @ 5 $\frac{3}{4}$
Arguimbau O.S.	@ 4	Arguimbau Selected Layers	@ 6 $\frac{1}{2}$

Any of these lines cleaned at  $\frac{1}{2}$ c. advance.

## H. P. ECKARDT & CO.

WHOLESALE  
GROCERS

## TORONTO

### THE GOLD MOVEMENT TO CANADA.

THERE were withdrawals of \$250,000 in gold from the sub-treasury yesterday for shipment to Canada. Ever since the formation of the sterling exchange syndicate to prevent shipments of gold to Europe withdrawals for Canada have been of daily occurrence, and the idea has gained considerable ground that these withdrawals by Canadian bankers have not been legitimate. In some instances it has been charged that the gold thus withdrawn has not been shipped at all, but has been furnished to local brokers for the purpose of making a small profit on sales to hoarders.

In order to get a statement of the actual conditions of the gold movement to Canada Mr. B. E. Walker, general manager of the Canadian Bank of Commerce, and who is making a short visit to New York, was questioned yesterday at the office of Laird & Gray, the New York agents of the bank, 16 Exchange Place. Mr. Walker summed up the situation as follows:

"The Canadian banks that have branches in the United States have quite as large an interest in the finances and welfare of this country as the average American banker. They have not, as far as I know, shipped gold to Canada from a dread of future complications or fear as to the present situation;

but it is well to understand their business necessities at times. Nearly half of the products exported from Canada are sold in the United States. The purchase price of these, sooner or later, appears as the credit of a Canadian bank at its New York agency. Ordinarily the Canadian bank supplies the exporter in Canada with exchange on London through their New York agency, and thus enables the Canadian people to pay England for her imports by the money arising from Canadian exports to the United States. But if such operations do not precisely balance themselves, as is frequently the case, the difference, if in favor of Canada, must result in the shipment of gold from the United States to Canada. Any shipments made by Canadian banks having branches in this country, I am satisfied, have arisen solely from this cause. In the aggregate they amount to but a few millions of dollars and represent a very trifling percentage upon the volume of trading and financial operations between Canada and the United States. I think the American people may rely upon Canadian banks having branches here exercising quite as much courage in the present situation as do other banking institutions here."

The representative of another large Dominion bank said: "The gold withdrawn for Canada has actually gone to Canada. It has gone in the natural course of trade to settle trade balances. I believe, however, that the demand in this direction will soon terminate."—N.Y. Journal of Commerce.

### CHANGING THE ADVERTISING.

It is always a dangerous thing to change one's style of advertising after the public has become fully acquainted with it, says Business. A part of the prestige is lost and sometimes confusion follows. We can illustrate the point by what is reported to have occurred among the fraternity of itinerant scissors-grinders. Formerly these specialists announced their presence in the streets and solicited their orders with the ding-dong of a dinner bell carried in the hand. Lately they have substituted the fishman's horn, and now it is toot-toot instead of ding-dong. This has brought confusion to the mind of the well-regulated housewife. All her carefully arranged knowledge as to street cries and street sounds is turned upside down. When she wants fish and hears the toot of a horn she rushes to the door only to find that a man is there ready to grind her scissors. Again, when she wants her scissors or carving knife ground she waits in vain for the familiar ding-dong of a bell and is not aware that only a part of the toot-toot in the street belongs to the fish-peddling fraternity. For a fact it is a disastrous thing to change one's style of advertising. As a matter of history the dinner bell has been the audible trademark of the scissors-grinder ever since there were scissors to be ground, there being some curious, undefinable connection between the two which has its roots away back in folk-lore itself. It would be interesting to know just why the recent transition to the horn has been made. In any event we regard it as a business mistake.

HAVING PURCHASED

# The Stock of Smith & Keighley

at considerable under cost, I am closing it out at

*Prices Unheard of in the Trade.*

JAMES ADAMS, - 9 FRONT ST. EAST, TORONTO

# IN STOCK

Canned Lobster,  $\frac{1}{2}$ 's  
 " Clams, "talls"  
 " Fresh Herring, "talls"  
 " Kippered " "oval"  
 " Herring in Tomato, "oval"



**NEW  
 PACK**

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

## More Wholesomeness

than in any other that's possible to make. It's an oatmeal that you can count upon. Pan-Drying assures you that the flavor of the last pound in the barrel will be as sweet, rich and nutty as the first. It keeps perfectly in any kind of weather, hence there's

**More Money for  
 the Retailer**

FROM MANUFACTURER TO  
 RETAILER DIRECT.

DO YOU KEEP

# Pilkington's Powdered Perfumed Lye

Perfectly Pure.

**"BELL BRAND"**

Superior to all  
 Other Brands.

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

Sole Agents in Canada

## Bellhouse, Dillon & Co.

47 Wellington Street East

.... TORONTO

30 St. Francois Xavier Street

.... MONTREAL

## WINNIPEG CATERERS' PICNIC.

THE annual picnic of the caterers of Winnipeg has always been a complete success, but that held on Thursday, the 6th inst., at Portage la Prairie fairly outdid any previous effort put forth by this enterprising association. When it is taken into consideration that over three thousand Winnipeggers visited Portage la Prairie and were provided with meals and entertainment, it will be seen that the work of the committee is almost unprecedented. The weather was "Queen's weather" in every sense of the word, and there wasn't a hitch.

It was shortly before 11 when the first train of fourteen coaches steamed into Portage, and about an hour later when the second detachment arrived. The caterers, headed by the 90th band, started on a grand triumphal march through the town. At the conclusion of this a general move was made for luncheon, large crowds being entertained at all the hotels, while the ladies of the Baptist Church were also caterers for the day. After luncheon the citizens' and 90th bands headed for Island Park, whither the crowd shortly followed them. On arriving at the park such a variety of pastimes presented themselves as to make a selection, to say the least, difficult. Some rusticated under the shade or danced to the inspiring music of Emma's string band. By far the greatest part of the people went to the race track, where an excellent programme of horse, bicycle and foot races, interspersed with athletic sports, had been provided.

A short programme of horse races was run off, and in a very successful manner. In the open trot Mr. Anderson's horse, J. D., won after two most exciting finishes with Acadia. The most amusement was caused by an Indian race, which maintained a keen interest.

At 4 o'clock the lacrosse match, Capitals vs. Winnipeg, was called, and was won by the latter team by a score of 4 to 2.

Football succeeded the lacrosse match, and was between All-Comers and the "Tobas," the latter winning.

In the tug-of-war the visitors defeated the home men by two straight pulls.

Perhaps the greatest interest in the way of sports centred on the bicycle races. The meet combined the postponed races of the Portage club and the races put on by the caterers. All the provincial clubs had representatives in the races, but the Winnipeg club received the lion's share of the glory, securing three firsts and two seconds. The track was not in the best of condition near the pole, and several of the riders in consequence received nasty falls.

Following is the summary of the events :  
One mile novice—1, D. Sprague, Rovers. 2, W. Anderson,

Winnipeg. Time, 3.04. Also started, A. McDougall, A. Bell, M. H. Jones and H. Carper.

¼ mile open—1, D. Bain, Winnipeg. 2, G. Griffiths, Winnipeg. Time, 33.1-5. Also started, S. McDonald.

½ mile boys—1, A. Halstead, Portage. 2, F. Bailey, Portage. Time, 1.25. Also started, E. Bailey.

½ mile open—1, G. Griffiths, Winnipeg. 2, D. Bain, Winnipeg. Time, 1.40. Also started, W. Roxborough and J. Wilson.

One mile local handicap—1, J. Wilson, 50 yards. 2, W. Roxborough, 50 yards. Time, 2.29½.

One mile open—1, D. Bain, Winnipeg. 2, J. Wilson, Portage. Time, 2.47½. Also started, G. Griffiths and C. H. Snider.

The sports were exceedingly interesting, especially the jumps and the 100 yards' dash, which was won by Foulds, of Winnipeg. The results were as follows :

High jump—1 J. G. Cory, 2 G. Burns.

Pole vault—1 W. Burns, 2 W. G. Pierce.

Hammer throwing, professional—1 C. Rait, 121.6; 2 J. McLeod, 117.

Putting shot—1 G. McLeod, 2 J. Hopper.

Girls under 8—1 Nellie Doyle, 2 Ruth Ritchie, 2 Susie Golblutger, 4 Pearl Rosenblot.

Boys under 8—1 N. Kwesky, 2 T. Finn, 3 L. LeBrun.

Boys, 9 to 12—1 A. Cameron, 2 D. McLeod, 3 L. Muirbaly, 4 F. Nevills.

Girls, 9 to 12—1 Nellie Buchanan, 2 Etta Ritchie, 3 L. Finn, 4 R. Lawler.

Boys, 12 to 14—1 J. Dyer, 2 S. Saunders, 3 B. Cohen.

Girls, 12 to 14—1 L. Finn, 2 Tena Antony, 5 Dollie Toye, 4 May Smith.

Girls under 16—1 E. Rolson, 2 Susie Thompson.

The trap shooting contests proved most interesting and were keenly contested by a large number of gun club members. The team shoot, six men a side, was taken part in by four teams. The result was : 1st, Winnipeg club team, 94; 2nd, Fort Garry club, 91; 3rd, Armstrong's Point club, 91; 4th, Portage la Prairie club, 89. The open shoot, 25 birds, was an interesting event. The leading scores were : J. G. Soper, 21; F. G. Simpson, 20; W. M. Ferguson, 20; F. W. Scott, 19; R. J. Whitla, 19; J. H. Walton, 18; G. Andrew, 18.

The following are the committees of the union, the membership thereof being nearly all in procession :

Officers—J. T. Speirs, president ; B. H. Holman, vice-president ; G. Tugwell, secretary ; K. J. Johnston, treasurer.

Finance Committee—W. Hunter, chairman ; R. R. Scott, secretary ; B. H. Holman, J. M. Scott, A. Bright, W. F. Ross, W. H. Stone, J. A. Mackerchar.

Printing Committee—L. R. Mackenzie, A. R. Christie, J. W. Horne, D. M. Horne.

Location—S. Jobin, H. G. Spurgeon.

Music—A. Pratt, chairman ; R. Buettner, secretary ; A. DeCow, J. Coltart, H. Toms, H. A. Holman.

Attractions—A. E. Scott, chairman ; A. S. Lock, secretary ; J. Whitmore, H. Price, G. Darby, G. Thompson, J. D. Windrum, G. Adam, W. J. Smith, A. K. Morrison, J. H. Braden, W. L. Capell, D. W. Maclean, C. K. Stewart, W. H. Morgan, G. Guillaully, T. Cowan, W. J. Boyd, A. Macdonald, Jno. Mouat, J. R. Gowler, D. B. Mac-

Rae, J. Douglas, G. Powis, A. D. Campbell, G. Bowes, W. A. Kemp, F. Marples, H. G. Spurgeon, J. Anderson, A. Bright, R. Galna, D. Cleland, J. H. Dickie, D. D. Munroe, J. B. Jones, J. C. Manshrick, A. T. Macmillan, G. T. Brown, M. B. Steele, W. Mitton, J. Cowles, C. F. Charrest, R. Paul, M. Johnson, N. Hughes, W. Beauchanan, A. Parsons, A. Hendry.

Two days before the picnic the caterers had a parade. It was quarter of a mile long and was accompanied by two bands.

## NEW CURRANTS.

Editor CANADIAN GROCER.—I have just received the following advice from my friends in Patras, under date of 24th July, relative to the new season's currant crop which will I have no doubt be of interest to your readers :

We beg to inform you that our forwarding of new season's currant samples to your goodself may be delayed a few days longer than our competitors, and our object in doing so is that we may be able to give you an exact sampling of the new fruit, because an early sampling of the new fruit could never represent exactly the bulk of the crop, and so much the more, should any rain interfere, for such sampling would then turn out useless. From present appearances we have strong reasons to believe that the price for selected qualities will be easier a little after the beginning of first shipments, and we would, therefore, advise our friends not to be in too great a hurry to make their usual purchases.

Yours, etc.,

J. TAYLOR.

Montreal, August 6, 1896.

## YOUNG MEN OUT OF EMPLOYMENT.

A PUBLICATION representing the Y.M.C.A. in an Eastern trade centre says :

There are large numbers of young men out of employment at the present time, and it is trying for us not to be able to place the many who apply to us. When scores of young men are ready to step into the first place that offers, a very little thing may turn the scale for or against a man. The following may be suggestive :

1. Expect to find work every day.
2. Never get discouraged.
3. Don't go from city to city.
4. Spend eight hours a day looking for work. If you had a position you would be expected to work that many hours.
5. Be in earnest.
6. Remove your hat when entering the office.
7. Be neat and clean in your personal appearance.
8. Don't have the fumes of tobacco on your breath and clothes.
9. Have nothing to do with intoxicating liquors of any kind.
10. Impress the gentleman on whom you call that you must have something to do.
11. When you get a position stick to it. Don't leave it unless you are sure of bettering yourself.
12. If you desire to advance, make your employer's interest your interest.
13. Say but little and do a good deal.
14. Be prompt and don't watch the clock for closing time.
15. Keep yourself thoroughly posted.

## TETLEY'S TEAS....

If you have not tried them, send for a sample order, and see what trade winners they are. Retail at 50c., 60c., 70c., \$1.00.

BLACK AND GREEN, 40 CENTS.

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### VICTORIA MATCHES

The best matches for a small price. Cheap in price but not in quality. We sell two carloads a month—that proves their popularity where they are known. \$2.40 a case; less in large lots.

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Wholesale Grocers,

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**MONTREAL**

Progressive grocers now-a-days must carry the best Ceylon Tea. Tea drinkers everywhere are acknowledging its superiority. We believe the best brand to retail at 20c. in ½-pound packets is "Princess Louise," and the best to retail at 25c. in ½-pound packets is

**VICTORIA  
CEYLON  
TEA**

### HINTS TO BUYERS.

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

The Davidson & Hay report a large sale for "Washington" lye.

Morton's fresh herrings are in stock with the Eby, Blain Co., Ltd.

The Davidson & Hay are offering new pack canned clams in tall tins.

The Windsor Salt Works are preparing an exhibit for the Industrial Fair.

H. P. Eckardt & Co. are offering special values in Valencia raisins this week.

Cleanliness in every line is characteristic of Boulter's Peerless "Lion" brand canned goods.

T. A. Lytle & Co. report business good in pickles and vinegar throughout the country.

John Mackay & Co.'s "Kola-cafe" (Edinburgh) is in stock with Robert Greig & Co.

English "Club" pickles, handsomely put up, are in stock with the Davidson & Hay.

W. H. Gillard & Co. are showing good values in off-stalk, fine off-stalk and selected Valencia raisins.

The sales of "Kurma" tea last week exceeded any previous week since this tea was introduced.

The Eby, Blain Co. report that their output of "Kolona" is steadily and satisfactorily increasing.

The Toronto Salt Works report that last month's business exceeded that of all previous Julys in their history.

Robert Greig & Co. have booked some very-heavy orders for castor oil this week for shipment to western points.

James Adams, who purchased Smith & Keighley's stock, announces that he is disposing of it at unheard-of prices.

T. Kinnear & Co. are in receipt of a shipment of their "Goat" brand tea, which they report is showing good value.

John Sloan & Co. are in receipt of a shipment of new season's Moning Congou teas, which, they announce, are showing fine value.

"Ludella" Ceylon tea in lead packages is becoming quite a favorite. H. P. Eckardt & Co., Toronto, are the wholesale agents.

Increasing sales of "Victoria" Ceylon tea are reported by Laporte, Martin & Cie. Good Ceylon tea will sell easily on its own merits.

The new "Sun Paste" stove polish made by the proprietors of the "Rising Sun" stove polish, is put up in the most attractive sort of packages possible, and

dealers appreciate goods which make a fine appearance on the shelves.

Robert Greig & Co. have on hand a supply of Purnell's English malt vinegar, for which they are quoting very close figures for original casks.

The Eby, Blain Co., Ltd., have received innumerable answers to their ad. in last week's GROCER from all points, not excluding the Maritime Provinces.

As the result of their advertisement in last week's number, the Toronto Coffee and Spice Co. have been making good shipments of spices and bicycles all week.

The "Gold Medal" Ceylon tea, put on the market two months ago by the Eby, Blain Co., Ltd., has met with unbounded success. It's a 25c. 1-lb. retailer.

W. H. Gillard & Co., Hamilton, are in receipt of two superb lines of new season's China black teas, thick creamy liquor and very desirable goods for high-class trade.

The Eby, Blain Co. call attention to their cleaned stemless currants this week. They received an order on Tuesday last for 50 cases of this fruit through one of their travelers.

New York ginger ale is in great demand as a hot weather drink. W. H. Gillard & Co., who are agents, say that it's a common thing to receive from 20 to 30 orders a day for 5-case lots.

Warren Bros. & Co. on Tuesday received a cable advising the shipment of another lot of Rio coffee. The firm will be able to dispose of this lot at a lower figure than the previous shipment.

There seems to be a big demand for a match which is cheap in price but not in quality. Laporte, Martin & Cie. report a sale of two carloads of their "Victoria" matches last month at \$2.40 a case.

### THE POSITION OF SUGAR.

**T**HE Grocers' Gazette, London, has the following interesting article on sugar:

"Once more in taking a review of the position of this very fickle article have we to chronicle an almost complete reversal of the general expectation with regard to that very unknown quantity, 'the future.' All through the early part of the year the Cuban crop was a source of much anxiety and speculation, and as the suppression of the insurrection seemed to make no headway, it was generally agreed as a certainty that the total yield of the crop would not reach more than 250,000 tons. This would leave America bare of about 700,000 tons, and the question was, where would she obtain so large a quantity of sugar to fill the vacuum? Europe has a surplus of 800,000 tons of beet to dispose of, and Europe at once decided that America must come to her, take her sugar, and, what was more, pay her price for it. Everyone at once began to want a share of the profit which was to be made out of 'Jonathan's' extremity. Not only did all sorts of traders in the vicinity of Mincing lane speculate heavily in 'forward months,' but the Stock Exchange speculator joined in, and brokers put their private friends and professional acquaintances into this 'dead certainty.' But wily Jonathan beat the lot! True, in the earlier months he bought a fair quantity

of beetroot, but the great expectation was that from May onwards he would have to buy beet in 'hundreds of thousands' of tons. Instead of this America bought largely increased quantities of cane sugar in Java, Manilla and other eastern producing countries, and left Europe severely alone. About the middle of April, just when the highest point of the market was reached, and holders began to wonder when America was going to buy their sugar in anything like quantity, the possibility of a bill being passed to somewhat increase the bounty on export sugar in Germany began to dawn upon the general mind, and this increased the feeling of uneasiness which was beginning to arise. With the beginning of May some difficulty occurred as to the disposal of tendered sugar, and a little later modifications were introduced into the German sugar bill which would make it operative directly it was passed. These modifications destroyed all hope of a large German consumers' demand during June and July, and as the bill was now certain to become law the German refiner began to sell his extra holdings of raw beet. This pressure increased the uneasiness into a general stampede, and as it was generally known that the June account for beet was one of the heaviest on record, there was a perfect rush to liquidate as speedily as possible. The frightened 'bull' now became anxious about his August account, and renewed selling resulted in an absolute panic, values dropping about 1s. 9d. per cwt. from the middle of May to the end of June. Just when the bulk of the selling appeared over, fears arose as to the ability of many brokers to meet their engagements, as it became known that many of the outsiders above referred to had defaulted with regard to the large differences due from them. These fears caused a further downward movement, and almost immediately three or four failures occurred with liabilities running into rather large amounts, resulting in another serious decline in prices. There still exists some uneasiness as to the actual liquidation of the August account and the possibility of further failures, but we are inclined to think that the worst is now over.

"The value of 88 per cent. beet on January 4 was 10s. 9d., and first marks granulated 12s. 7½d. f.o.b. On April 18 the values had risen respectively to 12s. 10½d. and 14s. 3d. f.o.b. To-day's quotations stand at 9s. 6¾d. and 11s. 4½d. f.o.b., or about 1s. 6d. per cwt. below prices ruling at the commencement of the year. The last few weeks there has been some renewal of demand from America, and we should not be at all surprised to see Jonathan, who must have lately been displaying great mirth 'up his sleeve,' step in and quietly take the sugar he wants off the poor broken back of the outwitted speculator. We need say but little as regards the future. The retailer did not stock sugar during the late rise, and has not lost money by the fall. Prices are now again extremely low, and on such a level it is quite safe to buy cheap parcels as opportunities offer, even if it should mean the holding of a larger stock. It is too early yet to give any definite opinion as to the growing beet crop, but up to the present the weather has been favorable, and prospects are good."



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"La Favorite" Sardines  
in 1/4s with key open-  
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All kinds of Bottles, Flasks and Insulators, in amber, green and flint.  
Write for prices. Prompt attention to orders and inquiries.

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# THE CANADIAN GROCER

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### BRITAIN'S ATTITUDE TOWARDS CANADA.

OPPOSITION to the preferential trade idea continues to crop up in England. Among the latest personages to raise his voice in denunciation of the scheme is Sir William Harcourt, leader of the Liberal party in the House of Commons.

He characterized it as "the most absurd ever propounded, and one which received no support whatever."

The faster a vessel ploughs her way through the sea the greater is the resistance offered by the waves. Slow as is the progress of the preferential trade idea, it is moving faster than a year ago. And the fact that such English statesmen as Asquith, Courteney and Harcourt, and such an influential paper as The London Times have been stirred up to treat the question with hostility, is evidence of this—as great evidence probably as the fact that the Secretary of State for the Colonies is championing it.

But sometimes the waves resist to such a degree that they obtain the mastery. Perhaps the opposition in Great Britain may finally swamp the preferential trade or any substitutionary movement. It will be regrettable if such does happen.

In Canada, while in part the desire for preferential trade with Great Britain is born of sentiment, the major part of it comes of a necessity for trade expansion. Our home market is limited. Our population is only about five millions. And there does not appear to be any indication that it will grow as fast as our capability to produce goods, either of the field, forest, mine or factory.

The Motherland can help us if she will in securing the desideratum. And the way in which she can help Canada is by giving her

products, as well as those of the other colonies, a preference in her markets.

We do not ask her to do for our products what we are not prepared to do with hers. The House of Commons has signified its willingness to give British goods a preference under the tariff, and various boards of trade throughout the country have cordially endorsed the idea.

While the freedom to manage their own affairs which Great Britain has given her colonies is proverbial, so also is the persistency with which she neglects their interests. If the same neglect of the Motherland's interests had characterized Canada in times past as has characterized the Motherland's concern in Canada's interests, this country would not have been what is to-day the richest jewel in the crown of the Empire.

Canada's trade with the continent of which we form a part might have been larger than it is to-day had we chosen to obtain it at the price of ignoring the commercial interests of the Motherland.

There is no use mincing matters, Canada must find means for enlarging her foreign trade unless she is satisfied with her present rate of growth in this respect. And beyond question we are not that, although we are by no means standing still.

For many of our products Great Britain is our natural market; for others it is the United States. Against our products there is, in the latter country, an embargo, almost prohibitory in some respects. Had we chosen to have less conscientious scruples of our duty to the Motherland it is possible the conditions would have been more favorable. At any rate they were offered us.

But if English newspapers continue to term trade between Canada and Great Britain as "altogether artificial," and English statesmen to dub the preferential trade idea as "the most absurd ever propounded," it is possible we may make bargains where and how we best can, even if somebody's corns do get pinched. Self-preservation demands it.

### A CORRECTION.

An unfortunate error crept into our issue of July 31. In the business changes in that issue it was stated, "James Douglas, general merchant, Dobbington, Ont., has assigned in trust to Alfred Robinson."

Instead of having assigned, however, James Douglas was succeeded by Douglas & Thompson.

The error was caused by a paragraph referring to a merchant who had assigned to Alfred Robinson getting mixed up with that referring to the change in Mr. Douglas' business.

THE CANADIAN GROCER regrets exceed-

ingly that the mistake was made, and hopes that Mr. Douglas suffered no inconvenience therefrom.

### ONTARIO'S GOLD FIELDS.

LOW but sure is now the safest plan to develop the gold mines of Ontario. We do not want a boom. Companies floated with from \$1,000,000 to \$5,000,000 capital on mere surface indications cannot but prove disastrous or disappointing to investors.

Mr. J. H. Chewett, M.E., of Toronto, has just returned from a visit to the mining districts of British Columbia, whither he had gone upon professional business. Mr. Chewett spent two weeks in the Trail Creek region, in the vicinity of Rossland, and speaking of gold mines there he said: "I would prefer to mine in the Rainy River district of Ontario, where the character and treatment of the ore are much better understood. The ore deposits in Trail Creek are not veins, strictly speaking, but masses, like the nickel and copper ores of Sudbury, and like them existing in the form of lenses. The ore, too, is almost identical with the Sudbury ore, being chiefly pyrrhotite with a small percentage of copper pyrites. There is no doubt that it exists in large quantity, and some of it is of very high grade. It is, however, a difficult ore to treat, as it is not free milling except in one or two instances. Smelting is the only successful process, and the smelter's charges vary from \$7 or \$8 to \$10 or \$11 per ton, in addition to which the ore has to stand the cost of transport from the mines to the smelters, which, in the situation, is necessarily high. When you consider that a smelter costs about \$500,000, you will see how great is the advantage of ore that can be treated by a stamp mill, which may be set up even in British Columbia at a cost inclusive of freight and power not exceeding \$1,000 per stamp. Every mine of moderate and steady output may warrant the building of a mill to treat the ore on the spot, in the Rainy River district. In British Columbia very few mines have their own smelting plants, and, if the ore is not of the right composition, suitable ores must be procured elsewhere to provide the right mixture for fluxing; otherwise there may be a serious loss of the precious metals. I would not care to tackle a smelting proposition in British Columbia to treat Trail Creek ores, with less than half a million dollars; while in Rainy River I would undertake with a stamp mill to treat per day the same quantity of the ore of that district with a capital of under \$100,000. Then, too, the cost of operating a stamp mill would be very much less than that of a smelting plant."

Asked as to the Saw Bill Lake gold mine on the Seine River, which he reported upon for

the owners last winter, Mr. Chewett said he understood it was showing up very well.

"I expressed the opinion," said he, "that from appearances the vein would widen in depth, and I believe that this is found to be the case. The officers of the company at Hamilton tell me that the shaft had at last reports reached a depth of 80 feet, where the width is six feet, whereas at the surface it is only three feet. I understand, too, that more free gold is visible than at the surface."

"I am going next week," Mr. Chewett said, "to examine and report upon other locations in the same region, on both sides of the C.P.R., and after that I may have to go and spend some time in British Columbia again."

The following letter was received a few days ago by the secretary-treasurer of the Saw Bill mine from the police magistrate of Port Arthur:

"Hold 50 shares more of Saw Bill for me at \$1, and draw on me for the money. The stock must go up shortly. You will hear of, and perhaps see shortly, something that will open your eyes. The mine is looking well and better as it goes down, and I saw to-day a bottle of pieces of quartz that would make you dance. Africa and British Columbia are not in it with us. I tell you, if I am any judge, you have the best thing in Algoma. Hurrah for Algoma! Wiley is working that mine well, and in accordance with my ideas, and if you do not have a big pile of pay rock, rich, ready for your stamp mill next year, then I will be ready to say that I don't know what I am talking about. The stock to-day is worth \$5 easy. Saw Bill is all right."

It is stated that \$100,000 cash was refused for the Golden Gate property, which is near Rat Portage. The owners will probably form a company and put stock on market.

Last week a specimen of quartz from Saw Bill Lake mine was assayed by the Excelsior Refining Works, Toronto, and showed free gold to the value of \$1,740 to the ton.

#### BISCUIT MEN IN NORTH GREY.

The Hon. William Paterson, of Brantford, and Mr. James McLaughlan once worked side by side in the same biscuit factory. Now they are wrestling with each other for political honors in North Grey.

It is a pity both cannot win. Both are able and successful business men and both are needed in Parliament. Although one must suffer defeat, we do not despair of seeing both in Parliament eventually.

But whichever is defeated business and biscuits will win. Biscuits are to be king in North Grey.

#### THE ADVANCE IN CHEESE.

CHEESE almost went begging at the beginning of July at 6½c. per pound. Since that time there has been a welcome change, prices advancing fully 1¼c. per pound.

At this writing there is an active demand for finest cheese at 7¾c., that figure being paid at several country points during the past few days.

Even at the improved price there is little enough margin for the farmer, but he has to content himself with the assurance that if cheese is low, other food products are equally so.

It used to be an axiom with the trade that June cheese at 8c., and last half July at 8¼ to 8½c. were cheap, but the proverb no longer holds.

With bacon and all other foods abnormally low, the English retailer, according to the very best authorities, has to get his cheese at a cost which will permit of a five-penny cut. He formerly realized six, and even sevenpence, but a return to these figures at present would, it is contended, curtail the consumption of cheese.

Now, to retail cheese at fivepence in England it should not cost much more than 7½c. in Canada, and some of the more conservative traders are commencing to consider this fact, asserting that there is too much steam on.

Up to within a fortnight the English buyer practically made the price, but, since then, he has entirely lost control of values.

The advance first started by large purchases, to cover rather heavy short sales made for July shipment. When these were filled, the idea began to spread that the make was short, and the speculative element on this side of the Atlantic took hold, and ran the price up to where it is now.

Within the past day or so, for the first time this season, the Britishers have exhibited a desire to respond more to this market, the public cable advancing one shilling and sixpence last week.

It will be interesting to see whether they will follow it further, as it is the evident intention of the bulls to try and hold the market up. They claim that not only is the Canadian make 10 to 20 per cent. short, but that the yield in England is below the average. So far as the Canadian make goes, they are probably correct. The movements of cheese at Montreal lend strong support to the belief, while the large increase in the manufacture of butter must have diverted a lot of milk from the cheese factories.

From the 1st of May to date the total receipts of cheese at Montreal are from 100,-

000 to 125,000 boxes short of what they were last year. There has been a heavy decrease in the exports also, which are 681,612, against 709,500 for the same period in 1895, a decrease of 27,000 boxes, and there has been a heavy decrease at New York also.

#### LOOKING AFTER CANADIAN TRADE.

Spokane, Washington Territory, has been declared a sub-port by the Interior Department of the United States Government, and bonded warehouses will soon be established there for the handling of Canadian and other foreign goods in bond.

From advices just received from Spokane by THE CANADIAN GROCER it is learned that the wholesale merchants there are getting ready to take hold of Canadian goods, especially with a view to selling them to the retail trade in the Slocan and Kootenay country in British Columbia, which is about one hundred miles north of Spokane.

It seems that in the past the jobbers of Spokane have not been able to do as much business in British Columbia as they would have liked on account of the Canadian tariff. With the establishment of bonded warehouses, however, in that city the conditions will be more favorable for the gratification of this desire.

Canadian wholesale merchants had better bestir themselves, or our enterprising cousins across the border will outstrip them in the race for business in the British Columbia mining fields.

#### ANTICIPATED SCARCITY OF JAPANS.

If advices received in Toronto from Japan can be taken as a criterion, low-grade Japan teas are likely to be scarce and dear this campaign.

From advices received early in the season we were led to expect better teas than a year ago. But these anticipations have not been realized, the teas lacking in the usual twist and cup qualities.

Then, as regards quantity, it is anticipated that the first crop will be about five million pounds short, while the shortage of all kinds is estimated at eight to ten million pounds.

It now looks as though old teas of good twist and good cup in first hands will be valuable property, because of the likelihood of our getting but few low-grade teas of this year's growth here and the necessity there will be, therefore, of falling back upon those of last year's production.

**LARGE STOCK OF OLD SALMON.**

HERE appears to be little anxiety among jobbers in regard to future supplies of canned salmon.

Montreal houses, for instance, commenced to place contracts last year as early as the month of May, and by this date most of the leading agents there had gathered in the bulk of their contracts. This season they have hardly sold a case of salmon yet.

The chief reason for this indifference on the part of buyers is, that nearly every one of them got stuck on last season's purchases.

The majority carried over a heavy stock, and still have a large quantity on hand; in fact, in two or three cases, houses have yet remaining enough goods to supply their trade for six months, unless they desire to sacrifice their stock for much less than cost.

It is this large stock of old fish which has made it so difficult this season to place orders for new pack.

It was all the more marked inasmuch as, throughout the past month or so, advices from the Coast in regard to the pack on the northern rivers were steadily bullish. Lately there has been some alteration in the nature of the advices, but the fact does not appear to have altered the position taken by canners on the Coast.

Montreal brokers who tried to secure supplies for some customers inside of \$4.50 f.o.b. this week were unable to do so.

The canners wired back that that was their price, that they had no difficulty in getting English orders around it, and that while this was the case Canadians buyers could wait.

Last year the very lowest f.o.b. prices on canned salmon on the Coast were \$4.20 to \$4.25 for some northern river brands, which were sold to leading French houses in Montreal.

**DEAR LEMONS.**

Stocks of lemons on the Toronto market, in consequence of the hot weather demand, are getting lower every day and prices higher. Compared with a week ago, figures show an appreciation of one dollar per box.

The stocks held in Canada to-day consist of the fruit brought into Montreal in May last. When these are exhausted and dealers are compelled to import, prices are expected to further appreciate.

In New York there is also a scarcity of lemons. The N.Y. Journal of Tuesday, in its market report, said: "There was a small sale of fancy lemons to-day and comparatively high prices were realized. Tomorrow the cargo of the Lisnacrieve will be

offered at auction and is expected to bring higher prices, as the stock in local jobbers' hands is closely cleaned up, and there are a considerable number of out-of-town orders here, thus ensuring spirited bidding at the sale. At the auction sale of Sorrento and Majoris ex Werra to-day prices were on the average \$1 per box higher than at the previous sale of the same grade of fruit."

**LOW PRICES ON FRENCH PRUNES.**

THE CANADIAN GROCER on July 31st referred to some low offers on French prunes which indicated a lower opening this year than last. Since then further low offers have been noted, and finally this week Montreal importers placed orders for some small supplies which will cost, laid down in Montreal, from 4c. to 4½c. per pound, according to grade.

This is over 1c. to 1¼c. per pound less than the same grade of fruit cost last year, bearing out the accuracy of the information given previously.

Buyers, as a rule, are pursuing a conservative course, not alone in regard to prunes, but everything else. As the conditions go, their course is a proper one, on French prunes at any rate. The small contracts so far closed in Montreal are for August shipment.

**NEW VALENCIA RAISINS OPEN HIGHER.**

The first definite intelligence in regard to new crop Valencia raisins was received in Montreal this week.

It was an offer of prime off-stalk Valencia, August shipment, at 17s., cost and freight via Liverpool. This is about equivalent to \$4.80 per cwt., or 5c. per lb., laid down in Montreal. It is 1s. per cwt. higher than the opening quotations cabled to Montreal last year, which were 16s. per cwt., cost and freight Liverpool, or 4¼ to 4½c. laid down Montreal for prime off-stalk.

So far, only a few hundred packages have been contracted for by Montreal jobbers at the above prices, they being in no hurry to buy despite the higher opening.

**REPORTED LOW OFFERS ON SALMON.**

A Montreal man who has just returned from the Maritime Provinces states that while he was in Halifax he was told by members of the trade there that new pack canned salmon had been offered at \$4.25 f.o.b. on the Coast.

He learned, however, that no brand was specified, and for this reason does not put much stock in the report.

**TORONTO BISCUIT CO'S ASSETS.**

The assets of the Toronto Biscuit & Confectionery Co. have been disposed of. The purchasers are Major A. W. Porte, so well-known as the managing director of the McCormick Biscuit Mfg. Co., of London, and Mr. S. R. Parsons, late of Parsons, Bell & Co., Winnipeg.

The new proprietors took possession on Wednesday. Their intention is to carry on the manufacture of such lines as hitherto turned out by the Toronto Biscuit & Confectionery Co., with the addition of others from time to time.

The formation of a joint-stock company is contemplated. The services of Mr. H. C. Fortier, former manager of the business, have been retained by the new proprietors.

Major Porte, who has resided in London all his life-time up to the present, will now become a citizen of the "Queen City."

**BIG CUT IN FLANNELETTES.**

Since the Parks mill at St. John, N.B., went into the manufacture of flannelettes and offered several lines of lighter weights at less prices than the flannelettes of the Morrice mills, the latter has been threatening to meet the cut. The cut has now come, and is much greater than was expected. The circular of D. Morrice & Co. reduces prices from 6½c. to 5c. Other lines reduced are: Single yarns unbleached 10c., colored 18c., former prices 15 and 23c.; carpet warps unbleached 14c., colored 18c., former prices 16 and 20c.

The Parks mill has met the cut in all lines.

**THE SALMON OUTLOOK.**

Malcolm & Windsor, Gulf of Georgia Cannery, B.C., write THE CANADIAN GROCER regarding the salmon outlook as follows:

"Since last writing you the salmon outlook on the Fraser River has changed slightly for the better. There have been one or two small spurts lasting, however, only for a day at a time. There are fair numbers of 'sockeye' reported out in the salt water, and it is anticipated that this body of fish will, in all likelihood, strike the river about the 9th of this month, this being new moon. The high price remains unchanged, and packers are very dissatisfied, the season up to now having proved an exceedingly unsatisfactory one for them. One feature of this season is the large number of fancy shapes being put up on the Fraser, to the neglect of the better known 'talls.'"



# Cool and Refreshed

That's how you feel after drinking

## NEW YORK GINGER ALE

Thousands of cases are selling. Are you missing one of the good things? If so, order a 5-case lot quart bottles, 1 doz. in a case.

Price, 80 to 85 cents per doz. delivered.

It's a Great Seller and there's Money in it.

W. H. GILLARD & CO.

Wholesale Agents

Hamilton, Ont.

RETURNED  
Sept. 9. 1896  
F. G. D.



## A SATISFIED SMILE

Beams on the countenance of everyone who partakes of

# GILLARD'S NEW PICKLE

A delicious relish, and incomparably superior to all others.

Don't take our word for it: Order a sample case and your customers will tell you the same thing.

### Gillard's New Sauce

Prepared only from the finest selected ingredients.

PIQUANT - APPETISING

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## GILLARD & COMPANY

LONDON, ENGLAND

Sold by all Wholesale Grocers in Canada

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# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

### GROCERIES.

**B**USINESS is of a hand-to-mouth character, but trade is fairly active notwithstanding, for although retailers are, as a rule, buying in small lots, they are buying frequently, and they want their goods shipped promptly. There is still a great deal of sugar going out, although the demand is purely consumptive. The markets are quiet and steady, although locally jobbers are selling at pretty low figures. There has been no change in the canned goods situation, the demand for salmon being active at firm prices, while vegetables are in fair request at outside points. Rio coffees are quiet and easy outside. Locally, stocks are again getting reduced. Teas are in moderate request, but no new features have developed. There is a fair business doing in molasses, but scarcely anything doing in syrups. In foreign dried fruits, the demand continues active for currants, with only a moderate business doing in other lines. Lemons are scarce and dear, and stocks of oranges are momentarily bare. In general, payments are fair.

### CANNED GOODS.

The activity and firmness of salmon continues to be the feature of the canned-goods market. Canned vegetables are in request at country points, but taking it in general the demand is of the character usual at this time of the year. In both supply and demand, lobster is light. We quote: Tomatoes, 80 to 90c.; corn, 55 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 95c.; extra sifted, \$1.45 to \$1.50; beans, 70c. up; peaches, \$2.50 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 80 to 90c.; gallons, \$1.90 to \$2.25; salmon, "Horse-shoe," \$1.50; "Maple Leaf," \$1.40; "Lion," \$1.25 to \$1.40; Lowe Inlet, \$1.25 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.10 to \$2.30 for tall tins; flats, \$2.50 to \$2.65; half tins, \$1.50; Canadian canned beef, 1's, \$1.25 to \$1.30; 2's, \$2.25 to \$2.35; 6's, \$7 to \$8; 14's, \$14.50 to \$15.50.

### COFFEE.

Stocks of the better grades of Rio coffees are again getting reduced on the local market, and the demand is fair. The primary markets for Rio coffees are quiet and easier. We quote green in bags: Rio, 15½ to 17c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 25 to 35c.; Mocha, 27½ to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

### SYRUPS.

There is very little doing. We quote: Dark, 28 to 31c.; medium, 33 to 35c.; bright, 40 to 42c.; corn syrup, 3 to 3¼c. per lb.

### MOLASSES.

Trade is fair at unchanged prices. We quote: New Orleans, barrels, 28 to 30c.; half-barrels, 30 to 35c.; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

### SUGAR.

The steadiness noted in New York last week has, up to the time of writing, been maintained on refined sugars, although molasses sugar declined 1-16c. on Wednesday in sympathy with an easier feeling in beets in London. On Friday last the Acadia people advanced prices 1-16c. per pound all round, but the Toronto agents of the Montreal refineries are quoting as before. Locally, however, the market is still unsatisfactory as regards prices, figures quoted by the wholesale houses being very low. The trouble with the local market is that some of the jobbers who have stocks on hand are desirous of pushing them off. The ruling wholesale price for granulated is \$4.35, although some houses have sold net at slightly lower figures. There is still a great deal of sugar being turned over, orders, although small, being numerous. Yellows run from \$3.35 up.

In New York last week raw sugars advanced ¼c. on Muscovados, and 3-16c. on centrifugals. Refined advanced ⅛c. Total stocks of Europe and America, 1,631,731 tons, against 1,629,926 tons last week, and 1,854,186 tons last year at the same uneven dates. The deficiency of stock is now 222,455 tons, against a deficiency of 233,947 tons last week, and surplus of 758,248 tons December 27, 1895.

### SPICES.

There is nothing new to report. We quote as follows: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do, best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for Bateria.

### RICE, ETC.

Trade is seasonably fair in the articles enumerated below. We quote: Standard "B," 3½ to 3¾c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

### NUTS.

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

### TEAS.

About the usual seasonable demand is being experienced. Japan teas are still receiving the most attention at about 18c. Then come Indian and Ceylon teas, at from 18 to 30c. Firmness is still the characteristic of the primary markets. Ruling prices on the Toronto market to retailers are: Young Hyson, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

### DRIED FRUITS.

Currants continue in fair demand. We still quote: Provincials, 3¼ to 4¼c. in bbls.; fine Filiatras, in bbls., 4¼ to 4½c.; do., half-bbls., 4¼ to 4¾c.; ditto, half-cases, 4¼ to 5c.; Patras, 4¼ to 4½c.; Casalinas, cases, 5 to 5¾c.; Vostizzas, cases, 6 to 6½c.; do., half-cases, 6½ to 6¾c.; do., extra fine, 6¾ to 7¼c.; do., half-cases, 7¼ to 7½c.; Panaretas, in cases, 9c.

Valencia raisins are in light demand. We quote as follows: Valencia raisins, off-stalk, 4½ to 4¾c.; fine off-stalk, 5¼ to 5½c.; selected, 6¼ to 6½c., and layers, 6½ to 6¾c. California raisins, 3-crown, 6c., 4-crown, 6¾ to 7c.; seedless, 4½ to 5c.; Sultana raisins 5½ to 6c., according to quality.

In prunes there is very little doing. We quote as follows: Bosnias, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7¾c.; "U," 102 to lb., 6 to 6½c.; California prunes, 30-40, 11 to 12c.; 40-50, 9 to 10c. per lb.; 50-60, 8½ to 9½c. per lb.; 60-70, 8 to 9c.; 70-80, 8 to 8½c. per lb.; 80-

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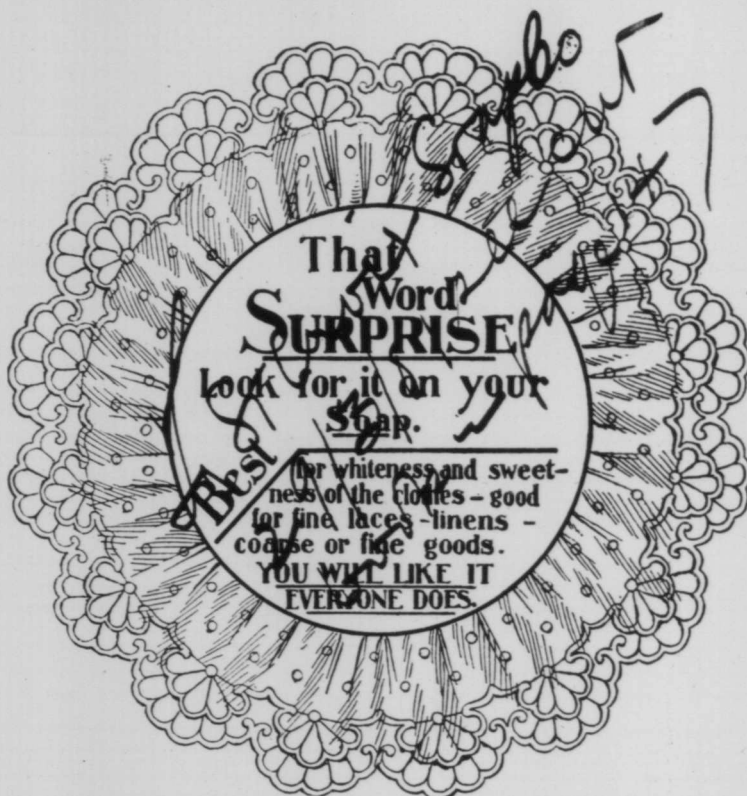
CEYLON TEA

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

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

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

25 Front St. East,  
and TORONTO  
318 St. Paul St., MONTREAL



## BRANCHES—

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

90, 7½ to 7½c.; 90-100, 6½ to 7c.; 110-120, 5½ to 6c.; Bohemian, 3½ to 4c.; French, 5½ to 6½c.

Dates are quiet at 4½ to 5½c.

California evaporated fruits are receiving little or no attention. We quote as follows: Apricots, 8 to 14c.; peaches, 5¾ to 8½c., in bags, and ½c. per lb. more in boxes; pears, 8 to 10c.; plums, 6½c. for unpitted and 9½ to 10½c. pitted; nectarines, 9½ to 10½c.

## GREEN FRUIT.

Lemons are scarce and much higher, as high as \$5 being quoted. The market is bare of oranges. There is a superabundance of domestic green fruits and prices are unusually low. The demand is poor, except in a few lines, and in these few lines peaches occupy the most prominent place. There are a few domestic grapes coming forward. We quote: Lemons—Messina, \$4.50 to \$5. Oranges—Sorrentos, nominally, \$5 to \$5.25 per box. Bananas, \$1.25 to \$1.65; coconuts, \$4 to \$4.25 a sack and 60c. per dozen; Egyptian onions, \$2 per bag; cucumbers, 10c. per dozen; tomatoes, Canadian, 10 to 12½c. per basket; watermelons, 27 to 30c. each; apples, Canadian, 5 to 10c. per basket, and 60 to 75c. per bbl.; pears, 15 to 50c. per basket; Lawton berries, 2½ to 3c.; peaches, 35 to 60c. per basket; plums, 35 to 60c.; grapes, 25 to 50c. per 10 lb. basket; musk melons, \$1.50 crate.

## BUTTER AND CHEESE.

BUTTER—The condition of the market is still unsatisfactory. There is a good deal of dairy butter offering, and as but a very

small proportion of it is good stock it is not much wanted, while buyers and sellers are apart in their views. There is a demand for choice butter, and creamery pound prints are going chiefly to supply it. We quote: Dairy butter—Tubs, 10 to 12c. for good to choice; low grade to medium, 7 to 9c.; pails and crocks, 12 to 13c.; pound prints, 14 to 16c. Creamery—Tubs, 17 to 18c.; 1-lb. blocks, 19 to 20c., according to make.

CHEESE—A better feeling prevails in the English market. The local demand is light at 7½ to 7¾c.

## COUNTRY PRODUCE.

BEANS—There is nothing doing and prices are nominally 65 to 75c. per bushel.

DRIED APPLES—Weak and dull at 2¾ to 3½c.

EVAPORATED APPLES—We hear of offers of new stock at 5¼ to 5½c., but no transactions are reported. Jobbers are quoting last season's fruit at 5½ to 6c.

EGGS—The market is much as before, the demand being light and prices weak at 8½c. for good stock.

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

POTATOES—Quiet at 30 to 35c. per bushel.

## PROVISIONS.

There are no new features to note, the demand for smoked meats still being active at firm and unchanged prices.

DRY SALTED MEATS—Long clear bacon, 5 to 5½c. for carload lots, and 5½ to 5¾c. for small lots; backs, 7 to 7½c.

## The Test of Time

Is the best test of the merits of an article. Soap is in daily use; any soap that stands this daily test for years must be good. There must be something to it.

### SURPRISE SOAP

has stood this test for years and years. To-day its sale is larger than ever for no other reason than that it best pleases and satisfies the users of soap.

## THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

SMOKED MEATS—Breakfast bacon, 9½ to 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 8½ to 9c.; medium, 15 to 20 lbs., 10 to 10½c.; small hams, 10½c.; backs, 9½ to 10c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

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

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

## FISH.

Fish of all kinds are scarce this week, owing to the hot weather, together with the fact that freezing operations for next winter's supply have begun. We quote as follows: Lake Erie herring, 2½ to 3c. per lb.; blue back herring, \$1.25 per 100; pike, 4½ to 5c. per lb.; Restigouche salmon, 12½ to 18c.; steak cod, 6½ to 7c.; had-dock, 5c.; Lake Erie white fish, 7½ to 8c.; Lake Winnipeg white fish, 6 to 6½c.; salmon trout, 6½ to 7c.; eels, 5 to 6c. per lb.

## SALT.

The local demand is good and business in carload lots is beginning to pick up again. We quote at Toronto: In carload lots, \$1 per barrel and 60c. per sack; in less than carload lots, \$1.05 per barrel and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

## GRAIN, FLOUR, FEED, ETC.

GRAIN—Receipts are not heavy. We quote: White wheat, 65c. for new and 68 to



**The Hilliard House, Rat Portage**

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

**Wm. H. Dunn**

Manufacturers' Agent and Grocery Commission Merchant

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

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

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THE BEST.

**GEO. ROSSITER - TORONTO**

10 to 14 Pape Avenue.

**THE WESTERN STORAGE & COMMISSION CO.**

COMMISSION MERCHANTS, WAREHOUSEMEN, MANUFACTURERS' AGENTS.

Solicit consignments of Butter, Eggs and produce of all kinds.

Correspondence invited.

420-422 Ridout St., London, Ont.

**YOU DESIRE TO INCREASE YOUR TRADE . . .**

The most certain way to do so is to handle

**J. F. ROGERS'**

JUSTLY CELEBRATED

Breakfast Bacon, Hams and Choice Backs.

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

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

**J. F. ROGERS**

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

**YOUR CONSIGNMENTS**

**FRUITS**

CAREFULLY HANDLED BY

**CLEMES BROS.**

Wholesale Fruit and Commission Merchants

51 Front St. East, **TORONTO**

69c. for old; red, 65c.; goose, 50 to 52c.; oats, 24½ to 25c.; peas, 50 to 51½c.

FLOUR—Trade is dull. Straight roller sold at \$3.10, Toronto freights, and Ontario patents are quoted at \$3.30, same freights.

BALED HAY—Choice new hay is in fair demand at \$11.

BREAKFAST FOODS—The warm weather naturally interferes with trade in this line. We quote: Standard oatmeal and rolled oats, \$2.70 to \$2.80; rolled wheat, \$2.10 to \$2.25; cornmeal, \$2.45 to \$2.50; split peas, \$3.25 to \$3.50; pot barley, \$3.25 to \$3.50.

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

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

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

WOOL—Receipts are fair and prices unchanged. Fleece brings 18 to 19c.; rejections, 15c., and unwashed, 11c. Pulled supers are 20 to 20½c., and extras, 21 to 21½c.

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

**PETROLEUM.**

Business continues much about the same as before. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19½c. in bulk.

**MARKET NOTES.**

Barff & Co., Ltd., is the style of a new fruit firm, with a capital of £25,000,000, which has been organized in London, Eng. The firm will work in connection with Hancock & Wood, of Patras, the successors of Barff & Co., of Zante, Patras & London, which recently went into liquidation.

Lemons have advanced to \$4.50 to \$5.

Stocks of oranges in Toronto are bare.

The Toronto banks have issued a notice to the effect that they will not accept United States silver certificates except at a discount of 10 per cent.

**QUEBEC MARKETS.**

MONTREAL, Aug. 13, 1896.

**GROCERIES.**

The grocery market has shown no striking change during the past week, but the situation is not entirely without interesting features. The distributive demand for sugar is brisk, while prices are unaffected by it—remaining at the decline, despite the fact, and also in the face of strength in both raw and refined on outside markets. Syrups are dull, but trading between dealers in molasses

**DON'T FORGET . . .**

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

**Graham, McLean & Co.**

Produce Commission Merchants  
77 Golborne St. **TORONTO.**

**HOME-GROWN TOMATOES**

Peaches, Pears, Apples, Lawton Berries.

WRITE FOR OUR PRICES.

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

Telephone No. 471. Established 1870.

**JOHN HAWLEY**

Provision and Commission Merchant

Butter - Lard Cheese  
Eggs - Apples Etc.

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

88 Front Street East, Toronto

**MORROW & EWING**

General Commission Merchants

13 John St., MONTREAL

**Teas, Coffees, Molasses, Sugars and General Grocery Supplies**

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

Cable Address, "MORROW."

ESTABLISHED 1892.

**Butter and Eggs WANTED NOW!**

**Rutherford, Marshall & Co.**

General Produce and Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Egg Cases supplied on application.

Correspondence Solicited.

**FANCY**

PATNA  
JAPAN  
JAVA  
BURMAH

"MOUNT ROYAL MILLS"

**RICES**

D. W. ROSS CO., Agents, MONTREAL

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

All finest quality.

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

**CRISP SODAS**

Put up in 3-lb. Tins, always fresh : quality is perfect.  
Their increasing sale is rapidly proving it.

**Jas. McLaughlan & Sons** Biscuit Manufacturers **Owen Sound, Ont.**

has been good. Jobbing business, however, is nil. Spices and coffees are motionless. In teas, business is not quite as brisk as it was last week, but the tone, especially in medium and low grade Japans, is firm. Coffees continue easy in feeling. In dried fruit, advices on California raisins are again contradictory. Offers on new crop Valencias have been made, but are not considered reliable. In prunes, forward business in French for August shipment has transpired at a low cost. Canned goods exhibit no improvement, while produce is dull, except for cheese and butter, on which the speculative element are advancing prices.

**SUGAR.**

Demand has been good, as the preserving season is on in full force, and a good volume of business has been transacted in a jobbing way at 4 $\frac{3}{8}$ c. for granulated and 3 $\frac{1}{8}$  to 3 $\frac{3}{4}$ c. for yellows. The refiners on Wednesday, however, reduced their prices 1-16c. all round. Cables on beet on Tuesday were rather easier, quoting August down to 9s. 10 $\frac{1}{2}$ d. Fair refining Muscovado, on the other hand, is 6d. higher for the outside quotation in London at 10s. Centrifugals, according to cables to refiners here, have not varied at all during the past week. In New York granulated continues steady at 4 $\frac{3}{8}$ c., refiners' terms.

**SYRUPS.**

There is no improvement in the syrup market, and little prospect of any with the weather as torrid as it is at present. Offerings are fair, while demand is quiet and prices unchanged at 1 $\frac{1}{2}$  to 2 $\frac{3}{4}$ c., according to grade.

**MOLASSES.**

A fair business has been done in molasses between traders, several large lots, including an extra cargo of 500 odd puncheons, changing hands. In fact, there is some desire to stock up, which causes more activity in a large way at 28 to 28 $\frac{1}{2}$ c. for Barbadoes and Porto Rico. Jobbing demand is almost nil, and prices unchanged at 30 to 31c., according to quantity.

**RICE.**

A good demand has been maintained for rice at the mills during the week, and values are steady. We quote: Crystal Japan, \$4.75 to \$5; standard B., \$3.45; polished

Patna, \$4.75 to \$5; Carolina, \$6.50 to \$7.50, and Java, \$3.75 to \$4.

**SPICES.**

There is a quiet, steady demand for spices at former values. We quote: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 20 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

**COFFEE.**

The coffee market continues dull and easy in tone, though there is no quotable change in prices. We quote: Rio, 17 to 18c.; Maracaibo, 17 $\frac{1}{2}$  to 18c.; Java, 25 to 28c., and Mocha, 26 to 29c.

**TEAS.**

The tea market has not been so active this week in a large way, but the tone generally is firm, especially on medium and low-grade Japans, which are not coming forward as freely as buyers anticipated. We note sales all the way from 15 to 17c.; which seem to be the grades most in demand. China blacks have a slow sale in grades around 18c. We quote: Young Hysons, 10 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 11 $\frac{1}{2}$  to 18c. for mediums, and 25 to 55c. for high grade; Japans, 12 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

**DRIED FRUIT.**

There has been little change in the situation of the dried fruit market except that further contradictory advices have been received regarding the date of first shipments of California. Advices now are that it will be October before any shipments are made. We quote: 2-crown, 4 $\frac{1}{2}$  to 5c.; 3 do., 5 $\frac{3}{4}$  to 6c.; 4 do., 7 to 7 $\frac{1}{2}$ c.

Some orders have, it is claimed, gone forward to Denia for Valencias, but the figures given are irregular. We quote: Off-stalk ordinary, 4 $\frac{1}{4}$  to 4 $\frac{1}{2}$ c.; fine, 5c., and selected, 5 $\frac{1}{2}$  to 6c.

There is no change in currants, which we quote at 3 $\frac{1}{2}$  to 3 $\frac{3}{4}$ c. barrels, 4 to 4 $\frac{1}{4}$ c. half-barrels, and 5c. in cases.

Sales of new French prunes for forward delivery, shipment in August, have been made at lower prices. Spot quotations, however, are unchanged at 5 to 5 $\frac{1}{4}$ c. for French and 6c. for Austrian.

**NUTS.**

There is little change in nuts. New Grenoble walnuts are offering at 11c. per lb., and we quote: Grenoble walnuts, 11 to 11 $\frac{1}{2}$ c.; Brazils, 11c.; almonds, 10 $\frac{1}{2}$  to 11c.; filberts, 7 to 7 $\frac{1}{2}$ c.; peanuts 7 to 9c., and coconuts, \$4 to \$4.50 per 100.

**CANNED GOODS.**

This market still fails to furnish any life, demand for all lines being of a limited character. The firm feeling in lobsters is fully maintained, while sales of new pack salmon are as difficult to make as ever. We quote: Tomatoes, 75 to 85c.; corn, 65c.; peas, \$1 to \$1.10 for ordinary; sifted select, \$1.25 to \$1.35; extra sifted, \$1.45 to \$1.50; beans, 70c. up; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.90 to \$2.25; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37 $\frac{1}{2}$  to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.15 to \$1.20; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$8.25 to \$9 per case.

**GREEN FRUIT.**

The chief feature in green fruit has been the heavy receipts of new apples with which the market is overloaded, and prices have declined sharply in consequence. Bananas continue in limited supply, while receipts of Ontario peaches are almost on a par with those of apples. All kinds of California fruit are in good demand at steady prices. We quote: Peaches, 30 to 50c. per box; pears, 50c.; plums, 70c.; Canadian apples, \$1 to \$1.40; tomatoes in crates, 60c. to 77 $\frac{1}{2}$ c.; dried apples, 3 to 3 $\frac{1}{2}$ c.; evaporated, 5 $\frac{1}{2}$  to 6c.; bananas, 75c. to \$1; pineapples, 6 $\frac{1}{4}$  to 10c.; lemons, \$2 to \$3.50; oranges, \$2 to \$3.75, according to brand and package.

**COUNTRY PRODUCE.**

EGGS—The demand for eggs is slow and prices continue to decline under accumulating stock. We quote: 8 $\frac{1}{2}$  to 9c. for No. 1 and 7c. for culls. New laid stock sells at 12c.

BEANS—Continue dull at 70 to 75c. in car lots, and 80 to 90c. in a small way.

POTATOES—Increasing receipts have led to a further decline in potatoes, which are now

**2 PEAS**  
**NEW-PROCESS**

THAT ARE ALIKE

**STRATHROY**  
**PEAS**

... TENDER ...  
DELICIOUS FLAVOR.

●  
AND  
●

**FRENCH**  
**PEAS**

\$85.00



\$90.00

A Stearns Bicycle (Style E and F) Ladies' or Gentle-

men's, 1896 Pattern . . . . .

150 lbs. Pure Spices . . . . .

150 lbs. "Gold Seal" Baking Powder

1-lb. Tins.

For \$85.00

OR

A "New Barnes" Bicycle (Highest Grade)

(Ladies' or Gent's)

150 lbs. Pure Spice . . . . .

150 lbs. "Gold Seal" Baking Powder

1-lb. Tins.

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BAKING POWDER GUARANTEED. SPICES GUARANTEED PURE GROUND FROM THE FINEST SELECTED WHOLE SPICE.

Wheels are shipped direct from factory and are guaranteed by the makers.

LIST OF SPICES

Singapore Black Pepper, in packages	25 and 50 lbs.	Cloves, in packages	10 and 25 lbs.
Singapore White Pepper, " "	10 and 25 lbs.	Allspice, " "	10 and 25 lbs.
Cayenne Pepper, " "	5 lbs.	Pastry Spice, " "	10 and 25 lbs.
Ginger, " "	10 and 25 lbs.	Pickle Spice, " "	10 and 25 lbs.
Cinnamon, " "	10 and 20 lbs.	Imperial Mustard, . . . . .	25 and 50 lbs.

Make out your list of Spices from above, but not more than quantity indicated by outside column can be included in assortment.

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KALAMOS . . . . .	at 4½ cents
MOREA . . . . .	at 5 cents
FANCY MOREA . . . . .	at 5½ cents
ROYAL VONITSA . . . . .	at 6 cents
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These are the brands of the  
Finest Cleaned Currants in Canada  
Nothing but finest selected  
fruit used—perfectly cleaned  
and stemless.

Order a case as sample, and if it does not open up to your perfect satisfaction return it to us at our expense.

THE **EBY, BLAIN COMPANY** LTD.  
WHOLESALE IMPORTING AND MANUFACTURING GROCERS  
TORONTO - CANADA

offered freely in barrels at 90c. to \$1.15 and in sacks at 40 to 50c.

TALLOW—Unchanged at 4c.

HOPS—Quiet, at 5c. to 7c., as to quality.

HONEY—New honey is offering at 10 to 12c..

BALED HAY—Business in hay has been quiet. The first receipts of new hay arrived here this week. It is offering at \$10.50 to \$11. Old No. 1 is still quoted at \$13 and No. 2 at \$10.50, car lots on track.

#### PROVISIONS.

The continued hot weather has not improved the position of the provision market, and business is absolutely motionless. We quote as follows: Canadian short cut, clear, \$10.50 to \$11; Canadian short cut, mess, \$11 to \$11.50; hams, city cured, per lb., 7½ to 9½c.; lard, Canadian, in pails, 7½c.; bacon, per lb., 8½ to 9½c.; lard, com., refined, per lb., 5 to 5½c.

#### FLOUR, MEAL AND FEED.

There has been an easier feeling in flour since last report and prices were cut by millers on everything except winter wheat, patents and strong bakers'. At this writing demand is quiet as follows: Winter wheat, \$3.60 to \$3.80; spring wheat, patents, \$3.50 to \$3.65; straight roller, \$3.40 to \$3.50; straight roller, bags, \$1.60 to \$1.65; extra bags, \$1.30 to \$1.35; Manitoba strong bakers', \$3.25 to \$3.40.

The oatmeal business continues dull, and present prices would be shaded for round lots. We quote: Standard, bbls, \$2.80 to \$2.90; granulated, bbls, \$2.90 to \$3; rolled oats, bbls, \$2.60 to \$2.70.

A fairly active demand was done in feed at firm prices. We quote: Bran, \$11 to \$12; shorts, \$11 to \$13; mouillie, \$15 to \$17.

#### CHEESE AND BUTTER.

The cheese market has been an excited one since last report and prices are fully ½ to ¾c. per pound higher than they were a week ago. The advance is mainly due to speculators who took hold last week and ran prices up at the different country boards. At this writing 7½ to 8c. is the range for spot business, and it is doubtful if finest could be had under the outside price as a lot of 900, Quebec makes, sold to-day at 7¾c.

The butter market is equally strong, as shippers have paid an advance of ½c. in the country since last report, 17½c. being paid at the creamery last week for some of the last half of July make. On this basis no finest can be had here under 17½c. Seconds show little improvement, ranging from 15½ to 16c.

#### ASHES.

Continue quiet and unchanged. We quote: Firsts, \$3.30 to \$3.40; seconds, \$3.05, and pearls, \$4.50 to \$4.60 per 100 lbs.

#### MONTREAL NOTES.

No forward business of any consequence is yet reported in new pack canned salmon.

Jobbing demand for molasses is nil, but quite a few round lots have changed hands between traders at 28½c.

The first offers on new crop Valencia raisins this year are 1s. higher than the opening offers last summer.

Demand for new Japan tea is not quite so brisk as it was last week, but the tone is very

firm on medium and low grades, owing to stronger advices from primary markets.

Canned lobsters continue firm, and jobbers are finding it difficult to have orders accepted, except at extreme figures.

It is said that the sugar refineries are not so anxious to make forward contracts this week at ruling prices as they were last week.

Enormous receipts of summer apples during the past week have caused a regular glut. The great bulk of the arrivals are going begging at \$1 per barrel.

#### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Aug. 13, 1896.

THE week has shown but a fair movement of goods. In markets there is a rather better feeling, noticeably in fish, flour, sugar and pork, while in canned goods the very active competition has driven prices down, and goods are offered rather lower than at any time previously this season. New teas are now well in; the direct importations coming here from year to year continue to increase. Hops are at present a large stock, one dealer having a car. They have been sold lower during the past few weeks than ever. In Canadian pickles there has been quite a stir owing to competition between two Upper Canadian houses selling here, and prices have somewhat suffered. Good sales are reported. In jams and jellies also packers are making a strong push for business. In these goods, chiefly jams in pails, the trade has grown very much during the past few years.

OIL—There is still but a small movement. In burning oil prices show no change. Cod oil is coming in more freely, and while fishermen are very firm in their price, dealers report but a quiet demand at even figures. We quote: American burning oil, 21 to 22½c.; best Canadian, 19 to 20½c.; prime, 17 to 18c.; no charge for barrels.

SALT—The sardine people at Eastern Maine have used but little salt this season, and this has had quite an effect on the general demand. At present the movement is light, outside dealers and consumers being well supplied. Stock here is very light and prices rather higher. Small quantities continue to arrive via Boston. We quote: Coarse, 50c.; factory-filled, 95c. to \$1; 5-lb. bags, \$3.25 per bbl.; 10-lb. bags, \$3 per bbl.; butter and cheese salt, bulk, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 20c.; 10-lb. wood boxes, 12c.; cartoons, \$2 per case of 2 doz.

CANNED GOODS—A car of old tomatoes was received this week and distributed among the wholesale dealers. While as regards quality there may be a little difference between them and the new, the presence of old corn and tomatoes tends to keep the price low, but outside of that the packers themselves offer new goods very low. Pears are not very plentiful, nor do many packers offer peaches freely. They hold gallon apples firmer than a week ago, though the



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No Soaking. No Boiling. No Odor.

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

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

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GENERAL . . . **FRUIT  
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Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

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Breakfast  
Bacon**

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but we can quote you low prices on Back or Windsor Bacon, and they are great value for the money.

**F. W. Fearman**  
HAMILTON

price is still low. Salmon are held firm. From the present outlook, stocks held here will not be as large this season as last. Lobsters are all but out of the market. For the few here high prices are asked. Oysters are a light stock and held firm; demand is not large. We quote as follows: Corn, 75 to 80c.; peas, 75 to 80c.; tomatoes, 75 to 80c.; gallon apples, \$2 to \$2.25; corned beef, 2-lb tins, Canadian, \$2.25 to \$2.35; American, \$2.40 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.25; 1's, \$1.35 to \$1.50; peaches, 3's, Canadian, \$2.85 to \$3; 2's, \$1.90 to \$2; pineapple, \$2.25 to \$2.75; salmon, \$1.35 to \$1.40; lobsters, \$2.10; haddies, \$1.25 to \$1.30; clams, \$5 for 4 doz; chowder, \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

**GREEN FRUIT**—There is lots of business moving. Berries, which have continued to come forward freely till the last few days, are about out of the market. The shipments to the States have been very large of late, immense quantities of blueberries being shipped. Cherries have also continued to arrive in small quantities. Canadian apples are now received regularly, and early Nova Scotia fruit is being offered. Canadian plums are now arriving. It will be but a very short time before the Nova Scotia plum is here. In both these and apples a very large crop in Nova Scotia is expected. Delaware peaches have not given satisfaction in quality and some have had to be sold low. Owing to the quality of oranges sale is light. Barreled pears are now coming in and demand for all grades is large. Melons are dull. Two grades lemons are quoted. Market is still bare of apricots. We quote: Lemons, \$4.50 to \$5.75; Valencia oranges, \$9.50 to \$10; bananas, \$1 to \$1.50; grapes, \$3 per crate; California plums, \$2 to \$2.25; tomatoes, \$1.25 per crate; peaches, \$2 to \$2.25; melons, 40 to 50c.; apples, \$2.25 to \$3 per bbl.

**DRIED FRUIT**—There is still a light movement. In raisins, stocks are very light. Currants have been in good demand all summer. The cleaned are now sold almost altogether. Even the exporters in Greece are quoting them cleaned, having imported the machinery to clean them. Orders are being sent forward for French prunes and plums, but in limited quantities. In dried and evaporated apples there is nothing new, the demand being very light. In evaporated, dealers begin to ask the price of new. There is no sale whatever for California evaporated goods. The sale in St. John of sultana raisins is very limited. Values show no change. We quote as follows: Valencias, 4½ to 5c.; layers, 5½ to 6c.; California L.

**MOULTING SEASON**

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

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Fancy California Washington Navel and Seedling

**ORANGES**

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

Arriving Weekly

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

M. 3-crown, 6½ to 7c.; London layers, \$1.50 to \$1.75; currants, cases, 4¼ to 5c.; bbls., 3¾ to 4c.; cartoons, cleaned, 6¾ to 7½c.; bulk, cleaned, 5½ to 6½c.; prunes, boxes, 6 to 7c.; dates, 4½c.; dried apples, 4¾ to 5c.; evaporated apples, 6¾ to 7c.; Egyptian onions, 1½ to 1¾c.; cocoanuts, \$4 to \$4.50 per 100 lbs.; figs, 9 to 10c.; Sultana raisins, 6½ to 7c.

**DAIRY PRODUCE**—In butter there is rather better demand, but it is only for best quality, and even yet it is hard to get the price asked by creameries. Poor stock is plentiful. Demand is rather better for eggs this week and price is rather higher. This is another article in which buyers are particular at this season about quality. In cheese, people begin to enquire for July make. Prince Edward Island this year sold their June cheese. Other years they have held them and sold the season's make together. It did not prove satisfactory, and this year they have taken the wiser plan. All our factories have done this as much as possible. Prices have been low, but for July makes are firmer. But few factories have this year sold the season's make, buyers being offish, owing to low prices last year. We quote: Dairy butter, 14 to 15c.; new creamery, prints, 18c.; creamery, tubs, 17 to 18c. Cheese, 8½ to 9c. Eggs, 9 to 10c.

**SUGAR**—There is as yet no change here in price, although the feeling continues to grow firmer. There has been a better demand during the past week, owing to stocks becoming light. Some of our larger merchants have still heavy stocks—one has over three thousand barrels—but the larger number are again beginning to buy. Higher prices are looked for. We quote: Granulated, 4½ to 4¾c.; yellows, 3½ to 4c.; Paris lump, 6c.; powdered, 5¾ to 6c.

**MOLASSES**—Importations this year have been heavy, but chiefly of Porto Rico. Stocks held in the city at present, though ample, cannot be called large. Prices are hardly as firm as a week ago. There is beginning to be some enquiry for New Orleans. This molasses gave splendid satisfaction during the past season. Syrup, as yet, shows very little movement. We quote: Barbadoes, 26 to 28c.; Porto Rico, 30 to 34c.; New Orleans, bbls., 30 to 36c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

**FISH**—The demand which is usual at this season for dry fish has found an almost bare market and this has caused some advance in dry cod. Pollock is not showing a corresponding firmness. Hake are also dull; they have been very quiet this season. New fish come in more freely, but as yet not in any large quantities. In pickled the bay herring, as yet, show light arrivals. Some new Canso are in the market. Smoked herring are still the dull feature in the trade and good stock can be bought low. In fresh fish a few salmon are still caught and they now bring a high price. While the shad are of good quality, the catch so far has been light, and they sell freely fresh. Pickled shad do not have, at this season, a very large sale. In mackerel some continue to pass through St. John for the American market. We quote: Large cod, \$3.40 to \$3.45; medium, \$3.15 to \$3.25; pollock, \$1.20 to \$1.25; bay herring, \$1.20 to \$1.25 per half-bbl; new smoked, 4 to 5c.; shad, half-bbl, \$4.50; Shelburne, \$2.75 bbl.; boneless,

2½ to 8c.; salmon, fresh, 18 to 20c. per lb.; shad, fresh, 12 to 15c.; Canso, 4c.

**PROVISIONS**—Pork, much to the satisfaction of holders, has taken a turn upward, and higher prices are asked. Mess, of which there is no American in the market, is held higher than clear. In beef, the price is off, and some American has been offered very low. Hams have again been marked higher. Rolls show little demand. Lard continues very low. Stock of old here is still large. We quote: Clear pork, \$13 to \$13.50; mess, \$13 to \$13.50; beef, \$11.50 to \$12.25; hams, 10 to 11c.; rolls, 7½ to 8c.; pure lard, 7 to 8c.; compound, 6½ to 7¼c.

**FLOUR, FEED AND MEAL**—In flour price shows little, if any, change from last week. The effort to advance Manitobas did not succeed. The Ontarios still show firmness, with the slight advance maintained. Though oats are rather higher, oatmeal shows no change. Even with the large stocks of beans here there continues some demand and prices are no higher. The large sale of cornmeal still continues, with prices still at the low figure. Feed is still light sale. Hay shows prospect of a good season and full prices are expected. We quote: Manitoba flour, \$4.40 to \$4.50; best Ontario, \$4.00 to \$4.15; medium, \$3.90 to \$4; oatmeal, \$2.25 to \$3.10; cornmeal, \$1.95 to \$2; middlings, car lots, in bulk, \$15.50 to \$16; bran, do do, \$14.50 to \$15; handpicked beans, 90c. to \$1; prime, 80c.; oats, 31 to 33c.; hay, \$13 to \$14; barley, \$3.50; round peas, \$1.10 to \$1.20; split peas, \$3.40 to \$3.50; yellow eye beans, \$1.75.

#### ST. JOHN NOTES.

St. John has a new oil house, the A. B. McLean Co. They also sell belting.

Two cars of wool, bought in this province by Yarmouth parties, passed through the city for Ontario this week.

A small cargo of Barbadoes molasses arrived this week at Campbellton containing 145 casks and 50 barrels.

Mr. Rose, of Rose & Laflamme, Montreal, spent a few days in our city, calling on the trade, with their local representative, Mr. F. R. Titus.

Mr. John J. Ryan, the popular representative of Lefebvre, was in the city this week. He does a large trade in St. John, particularly in keg pickles.

Although not as many sardines are put up by the Canadians as by their friends on the other side of the line, the quality is said to be better. John Sealy this week received a consignment from Connors Bros.

No business man is better known or more popular than Mr. Ganong, of the St. Croix Soap Co., nor is there any doing a larger business in his line here. The dealers have to keep Surprise soap. It has two most popular features: it sells quickly and pays a profit.

There is nothing nicer in its line than Beardsley's "Acme" chipped beef. It is a little higher than some brands, but it is

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PRODUCE AND COMMISSION MERCHANT

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

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Mercantile Broker,  
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## EPPS'S COCOA

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

Special Agent for the Dominion

C. E. COLSON - MONTREAL

## VINEGARS

Made under Government Super-  
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BADGEROW  
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79 and 81  
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Has taught us that it is the **BEST**  
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The **BEST** brand on the market, and  
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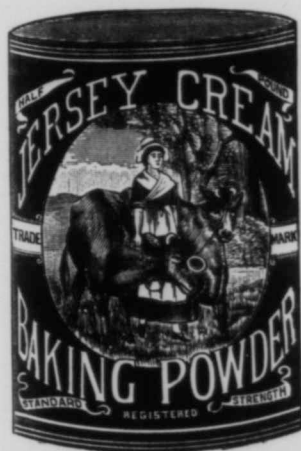
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St. John, N.B.



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

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CHATHAM, ONT.

## YOUR CUSTOMERS

want Vinegar for Pickling that is pure and free from poisonous acids. Sell them

## White Wine Vinegar

manufactured by us and they'll be satisfied.

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Vinegar Manufacturers

TORONTO

## Tea

BASKET-FIRED  
JAPAN . . .

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

**JOHN SLOAN & CO.**

45 Front Street E.

Wholesale Grocers

TORONTO

## Salmon

HORSE SHOE LOWE INLET  
MAPLE LEAF BEAVER  
MOSS ROSE

Only limited quantity left.

**WARREN BROS. & CO.**

35 and 37 Front St. East, Toronto.

## Dried Fruits

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

At low prices.

**T. KINNEAR & CO.**

49 Front St. East, TORONTO

## Piquant Pickles

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

## East India Pickle Spice

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

**Todhunter, Mitchell & Co.**

TORONTO

## SOUPS

TO THE TRADE.

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

**Second to None  
in the Market**

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

**W. CLARK, MONTREAL**

See prices current for quotations.

## Fresh In Tall Tins Herrings

**MORTON'S**

A SHIPMENT NOW IN STORE.

**PERKINS, INCE & Co.**

TORONTO.

*Laurentian  
Spring Water*

Bottled by the

LAURENTIAN SPRING WATER CO.

90 Beaudry Street

MONTREAL

IS . . .

**FINER THAN ANY IMPORTED WATER**

And comes within the reach of all.

ASK FOR SAMPLE AND PRICE.

## THE CYCLIST

with a supply of

## JAMIESON'S BISCUITS

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

None better—scarcely so good, in fact.

ALL GROCERS KEEP THEM

Manufactured by

R. E. JAMIESON - OTTAWA

for those who want the best. Puddington & Merritt, retail grocers, who have a reputation for having the best goods, are now selling it.

St. John is to have a new cornmeal mill. It will be situated on the west side of the harbor, and will have a capacity of 400 barrels in 10 hours. The builders, who are Messrs. Fowler & Calhoun, who have long been the largest millers here, are talking of adding a flour mill of 200 barrels in 10 hours capacity. The mill will have an elevator in connection 40 feet square and 70 feet high. They now have here, and in transit, 28 cars of corn.

### HALIFAX TRADE GOSSIP.

GENERAL trade still remains good, although the boom of Carnival week has slackened the retail trade somewhat.

There is a small sized scare on here over American silver. As Halifax is a sort of head centre for American tourists, there is naturally a large amount of American silver in circulation, which up to Monday was taken at its face value by most of our business men and all the hotels and saloons. Now it is being taken with a large discount, or refused altogether. The banks have refused to take it, and they have placed a dis-

count of 1 per cent. on American paper. The discount was formerly ½ per cent.

The Halifax fish market continues to sustain its good feeling. The first news from Labrador states that traps at Battle Harbor have all been taken up, as catching fish is at an end for the season. The salmon fishing there is over and has been the worst for years. The fishermen of St. Mary's Bay, Digby County, are reaping a rich harvest in shad. They are large and fat. Boats averaged 5 bbls., which were sold at \$12 to \$15 per bbl. A number of vessels at Digby are fitting out and will be soon on the grounds.

As intimated last week, the Nova Scotia crops are looking well. THE GROCER has a report from P. E. Island showing that the crops there are wonderfully good. Hay is above the average, and grain never looked better. The fruit crop is good, apples being particularly plentiful. The potato bug has been troublesome, but farmers used Paris green with good effect.

The domestic sugar market still shows considerable activity, although prices have not advanced, quotations being: Granulated, 4¼c., and yellows, 37-16 to 3¼c. The refinery has met with a heavy demand, most of which called for immediate shipment, showing that the country was practically bare of sugar. As both refined and

raw have advanced, there is every reason to expect refined prices in Canada to make a forward move.

The green fruit market is quite active. The steamer Olivette brought large supplies from Boston on Monday. Oranges are higher, being quoted at \$7 per box of 160 count. Lemons are worth \$5, 300 count, for good stock. Bananas keep about the same, being quoted at \$1.75 to \$2.25 for good shipping stock. Melons are coming in freely and sell at 30c. each. California pears are quoted at \$2.75 per box and California plums at \$1.75. Peaches are worth \$1.50 to \$1.75. There is a good demand for raspberries at 10c. per box. They are not very plentiful as yet, but are expected to be in a few days, when the quotation will be lowered. Some few very green Nova Scotia August apples have arrived, but they are unsalable. Good American are worth \$2.50 per barrel.

There is a good demand for cheese, which is quoted at 8½c. in jobbing lots.

Butter is rather slow. Creamery is jobbing in tubs at 19c., and prints about the same. Dairy is running at from 16 to 18c.

Eggs are quoted at 8½c. on P.E. Island for candled stocks, which is about 9c. landed here. There is a good demand.

The green market is quiet. Considerable truck and young vegetables in bunches are on the market. New potatoes are worth 40c. P.E. Island oats are quoted at 27 to 29c., and Canadian at 26 to 28c.

The provision market is fairly brisk, good fat beef is worth \$8; grass fed, \$7, and lean,

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# Special to the Wholesale Trade

Write us for Samples of

## Whole Pickling Spice

and we will interest you.



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

\$6.50. There is not much native coming in as farmers are busy at haying. Lambs are worth \$2.25 to \$2.75; mutton sells at 5c., and veal at 5c.

There is not much doing in poultry. Chickens are still small. They sell at 40c. Fowls are worth from 50 to 55c., and turkeys, \$1 to \$1.50.

P. E. Island mess pork is quoted at \$13.50 and thin mess at \$12.50. Some local "operators" are said to have made considerable money by the recent rise in Chicago.

The demand for flour still continues satisfactory, and dealers are looking for higher prices. Quotations are: Hungarian patent, Manitoban, \$3.30 to \$3.40; Manitoba strong bakers', \$4 to \$4.10; Canadian, pastry, \$3.90 to \$4; 75 per cent. roller patents, \$3.75 to \$3.80; 80 per cent. do., \$3.70 to \$3.75; 90 per cent. do., \$3.65 to \$3.70.

Considerable dried and pickled fish is going forward, principally to the United States. Quotations are: Shore cod, dry, tol quol, prime, \$2.50 to \$3.50; small bank do., \$1.75 to \$2.25; large do., \$3; bay do., \$1.75 to \$2.25; Labrador, \$2; Cape Breton, haddock, \$1.50 to \$1.75; hake, \$1.25 to \$1.50; pollock, \$1.50; split herrings, No. 1, \$1; shore do., large fat, \$3 to \$3.50; alewives, \$3; mackerel, No. 3, large, \$7 to \$7.50; salmon, No. 1, \$12; No. 2, \$10.50; No. 1, small, \$9.

Sales of molasses continue to consist of very small lots. Quotations are: St. Croix, 28c.; Porto Rico, 32c.; Trinidad, 27c.; Bar-

badoes, 32c.; Demerara, "M. R." brand, 39c.; St. Kitts, 28c.

Canned goods are not in great demand. Dealers are endeavoring to force sales on old stocks, which are said to be light. Nominal prices are: Gallon apples, \$1.90; butter and string beans, 90c.; Boston baked beans, \$2.15; corn, 90c.; peas, 95c.; pears, 1's, \$1.75; peaches, 2's, \$1.85; pineapples, sliced, \$2; plums, \$1.75; raspberries, \$1.25; strawberries, \$2.40; tomatoes, 95c. to \$1; Canadian canned beef, 1's, \$1.25; 2's, \$2.25; 14's, \$15 per doz.; sardines, \$1.25, \$1.40 and \$1.60, as to quality for imported, and \$5 per case of 100 cans of medium quality home packed.

Dried fruits are quiet. Off-stalk raisins are worth 5c., and fine do., 5 3/4 to 6 1/2 c., with higher grades at 6 to 6 1/2 c. Prunes are jobbing satisfactorily at 5 1/2 c. for good California stocks, and 4 to 5c. for French.

A. M. Boutilier has taken the large premises on Gottingen street vacated by Freeman & McPherson, and now has the handsomest retail grocery in the city.

### ROQUEFORT CHEESE.

It is supposed that hundreds of years ago the south of France was disturbed by volcanic eruptions, which split up the ancient granite rocks, causing streams of lava to flow from them, says The Mercury.

The new surface consisted of basaltic rocks, which in turn were fissured, by erup-

tions and thrown up on to a mountain range. The whole of the interior of a mountain was thus formed into caverns and caves, which belched forth hot, sulphurous springs.

It is here that the celebrated Roquefort cheeses are made.

The village of Roquefort is situated on the mountain Larzac, which is about twenty-five miles in length and nearly 3,000 feet high. It consists chiefly of limestone, covered with sufficient pasture to feed the 300,000 sheep kept for their milk. The caves, being formed by the displacement of rocks, consist of an intricate labyrinth of open spaces and passages, connected with each other and with a subterranean outlet. A cool current of air, therefore, always of the same degree of humidity and temperature, flows in a never-interrupted stream through the caves.

There is nothing in the milk or in the preparation of the cheeses that gives them that peculiar flavor and delicious mellowness for which they are so renowned. This is entirely effected by the method by which they are cured.

### PERSONAL MENTION.

D. Montgomery, Chesley, was in Toronto last week. He reports business fair and good prospects of large crops in his district. He is offering his business for sale.

WE CONDUCT OUR  
BUSINESS ON A

# GOLD STANDARD

All goods sent out from our mills are everywhere accepted as made of honest material, are of full value and deserving of public confidence. No shams or fraud about them. A full dollar's worth for every dollar invested. That's the reason why, when we enter a new field, our trade is so rapidly built up. If our salesman does not visit you write us for a sample of

## FARINOSA Breakfast Food

(Registered)

A Delicious, Healthful,  
Nourishing Cereal Food.

We want you to know all about these goods. A post card will bring you samples and full particulars by return mail. Send it to

The Ireland National Food Co. Ltd.,

MILLERS AND MANUFACTURERS OF  
Pure Cereal Food Products

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

TORONTO, CAN.

### THE COMPLAINTS OF CUSTOMERS.

THE ideal business is conducted without friction, says an exchange. Everything moves along without jar, and the proprietor is never troubled by strife within, or complaints from his clients, but each year as it rolls round to its close displays one of prosperity and profit. That this ideal business does not exist we are inclined to believe. There are always some things going wrong, even in spite of the best organized effort; and one of the things which tends to cast a cloud over business prosperity of any house is the complaints of customers.

No matter how perfect the system, or how closely every detail is attended to, there will be little misunderstandings and disagreements suddenly crop out, and cause some customer to become dissatisfied or offended in the manner in which he is treated. The cause of disagreement may be but slight, yet

it generally calls for prompt and careful treatment or a customer is lost. When the cause of the trouble is known it is more easily remedied. But oft-times people get offended, and the business man is ignorant that there is anything wrong. Every business man should keep a close watch over his books, and notice when any account gradually grows less and less until it is ended, or an otherwise good buyer suddenly ceases to buy. He should make it a point to find out, if possible, the reason, and if he is as shrewd as he should be, he can generally do so.

By making enquiries, he will, in most cases, learn that the party is buying elsewhere because of some grievance. This grievance may be either real or fancied. Very often it is a fancied one, and a short conversation with the proprietor himself will generally bring about a reconciliation. But in many cases a real cause of dispute does exist, and the customer has reason to consider himself unjustly or carelessly treated.

In a matter of overcharge it is generally the better plan to make concessions, even more than justice would demand, rather than not fully satisfy the customer. Some people are so unreasonable that it is hard to satisfy them, but it pays in the long run to do so, even if there is not any profit left in the transaction, as it should be made an invariable rule to satisfy every customer if you desire to retain his trade and build up business. A dissatisfied customer may do a good deal of harm. If he kept his grievance to himself it perhaps might not make the matter so bad, but beside losing his trade you lose his good-will, and this means a great deal to anyone doing business. If you get a former customer's ill-will, he can do you a great deal of harm if he is so disposed. It is always desirable to make as few enemies and as many friends as possible in business.

In every business which has grown to be a successful one, it will generally be found

## Assurance . . .



Is made doubly sure when you buy our goods with the "Maple Leaf" brand. Every can, whether of fruit, vegetable or meat, is guaranteed perfectly pure and made up from the very best stock obtainable.

DELHI CANNING CO., DELHI, ONT.

If you want the Best...

BUY

# KNOX'S GELATINES

The Standard for Purity



They are now conceded to be superior to all other makes. Are endorsed and used by the intelligent teachers of cookery to-day. They have no odor or gluey taste, which accompany most gelatines. They are the **Best Value** on the market, as each packet makes 2 quarts jelly.



## East India Pickles

The most appetizing and delicious pickle ever prepared

\*\*\*\*\*

Preserved with a dressing of the finest and best selected spices and condiments gathered from different parts of the world, but more especially from the East Indies.

Put up in full size pint and half-pint bottles, with large stoppers, so the pickles can be served with a spoon.

Large size 1 doz., and small size 2 doz. in case

FOR SALE BY ALL WHOLESALERS



A. E. RICHARDS & CO. Canadian Agents HAMILTON

*Recd these two pickle bottles cuts. 21. Aug 96.*

*A. E. Richards*

that one of the primary principles on which its success has been achieved has been to retain, as far as possible, the good-will of everyone who has any dealings with the house, and endeavor to not engender the ill-will of any. Another cause of dissatisfaction is in refusing to make donations to some object, generally religious, with which some customer is identified, and for which he may be soliciting aid. Leaving out the question of moral obligation or duty, if the request is not in some way responded to offence is given and trade is lost. It pays to give to many calls of this kind, purely as a matter of business. The contribution need not be large. It is an advertisement to the house and generally pays well. One instance came under the writer's notice, where the proprietor of a wholesale house was asked to contribute to a church building fund and generously responded. The result was that the asker of the donation, who had previously bought little of the wholesaler, became a regular customer, and bought largely; while in another case a wholesale house being asked for a donation of this kind, the proprietor, who, though he could have well afforded it, refused to give anything, and turned the matter off by writing a very polite note. But his politeness failed him in this case, and a customer, whose trade was worth hundreds of pounds during a single year, was lost, and no amount of coaxing was sufficient to bring him back again. The demands for money for these objects are very frequent, but where a client of the house is in any way connected, it is the surest way to give something, for if the opposite course is chosen it is almost always sure to cause offence.

Complaints are sometimes made of the inattention of assistants. Every effort should be used to prevent such complaints being made. Prompt attention to customers should be the rule. It is in the majority of shops, we believe. But in some there is neither the rule nor the observance.

Ordinary slowness in tying up a parcel or

waiting on a customer can be condoned. But to allow a customer to stand in a shop awaiting the pleasure of those who should be awaiting his or her pleasure is one of the unpardonable sins of trade. Every man behind the counter should remember that the customer is not seeking his pleasure, but that it is his duty to await the pleasure of the customer, whether that customer be rich man or poor man, woman or child.

**THE MERCANTILE GUERRILLA.**

**T**HERE can be no question but that irregular methods of doing business are among some of the more prominent causes of demoralization and disaster. It is an old saying that there is no sentiment in business, and in a strictly commercial sense this is so. It is, however, impossible to separate the man from his business. If he is avaricious, or tricky, if he is vain or pretentious, if he lacks in judgment, or is overloaded with impulsiveness or indiscretion, he carries his vices or failings into his business, as he does his skin into a bath tub. He may be submerged in groceries, dry goods, hardware or pig iron, but the man in the centre of the pile colors his business, as the glass of a signal light makes it red or green. The idea that a man leaves his character, whether good or bad, on the street side of his office, and is cut and dried to a certain shape, as is a paper collar or a tin soldier, is if a prevalent yet a mistaken notion. If a man has a conscience he cannot hang it up with a latch key—if he has none, being in business will not supply the missing article. In our business establishments, as in Noah's Ark, the clean and the unclean, the lamb that eats grass and the wolf that eats lamb, are all enclosed in the same building. This menagerie will always exist, and no matter how business men may organize for mutual protection, and how perfectly they may formulate their maxims of trade, the vices as well as the virtues of men will show themselves.

Uniformity of character is impossible either in cats or dogs, men or women. Hence the secret of much that is discreditable, selfish and irregular in business lies beneath the lining of the vest and the curvature of a rib. Bad debts are piled up in pyramids; the constable and the sheriff rake in the fees at all seasons of the year; dishonest men fill up their shelves with goods that are never paid for; men rush into business with as little fitness for the same as a blind man would have in running a locomotive, and others sell goods at a loss, expecting to find golden eggs in the nest of a dead goose. All this is possible behind a stone front and a gilded signboard, or an elegant office chair, or in an artistic enclosure of bronzed lattice work. Hence the world of business can never be free from its troubles and uncertainties, its fools or its knaves. There might be less of these, however, if these evils were not encouraged as they too often are. In pushing business, prudence is often forgotten, inducements are offered to unreliable men, and risks assumed that savor more of a betting ring than a business house. Prices are butchered and values demoralized, and one might as reasonably expect to make a necktie of a rainbow as to secure prosperity by such means. It is done, however, every day, and those who hire the piper must pay for the music.—Age of Steel.

**MANCHESTER SHIP CANAL.**

The traffic on the Manchester Ship Canal keeps steadily on the up-grade. Some significant figures have been quoted by The Manchester City News, which shows gratifying progress. The canal has now been working two years and a half. If we take the five half-years, we find the tonnage work out as follows:

First half-year .....	Tons.	262,000
Second half-year .....	425,000	
Third half-year .....	481,000	
Fourth half-year .....	605,000	
Fifth half-year .....	668,000	
That gives monthly averages of:		
1894 .....	Tons.	Increase.
1895 .....	57,000	— per cent.
1896 .....	90,000	58 "
1896 (six months) ..	111,000	23½ "

**S. & H HARRIS'S HOUSEHOLD REQUISITES.**



**Ebonite Blacking**

(WATERPROOF.)  
FOR BOOTS AND SHOES.

Does not  
Injure the  
Leather



Trade Mark.

Requires  
No ..  
Brushing

..ASK FOR IT..



SOLD EVERYWHERE.

MANUFACTORY: LONDON, E., ENGLAND.

# Yachting Parties

Are all the "go" just now, and yachtmen are packing up the most dainty and appetizing viands they can procure so as to make their trips as enjoyable as possible. There is nothing more delicious for lunch, whether at home or on a cruise, than

*Taken away by Mr. Wright  
Sept 10*



**CHEESE.**

**MacLaren's  
Imperial  
Cheese**

Campers, cruisers and cottagers all want it. Don't miss sales.

Stock carried by all agents.

- HUDSON BAY CO. - Winnipeg, Man.
- A. D. HOSSACK - Vancouver, B.C.
- WM. FORBES - Ottawa
- ROSE & LAFLAMME - Montreal
- BEATTIE & ELLIOT - Quebec
- C. & E. MacMICHAEL - St. John, N.B.
- BAULD, GIBSON & CO., - Halifax, N.S.

**A. F. MACLAREN & CO.**  
Manufacturers, TORONTO

HY. S. W.

## PRACTICAL PUBLICITY.

By Nath'l C. Fowler, Jr.

**Black's Hat Store,****44 BLANK ST.,  
WHITEVILLE.**

All Styles of  
Hats and Caps.  
Prices Lower Than the Lowest.  
Style and Fit Guaranteed.  
We Want Your Trade.

**BLACK'S HAT STORE,  
44 BLANK ST., - WHITEVILLE.**

The above advertisement is neither much better nor much worse than the average announcement of those who sell goods for men, and expect men to read them. Most men, and all women, read advertisements. All men, and some women, say they don't read advertisements. Everybody reads advertisements. Very few read many advertisements. Most folks read advertisements with the eye, without brain accompaniment. Advertisements must be so simple that the understanding isn't obliged to exert itself to understand. There would be no objection to filling an advertisement full of solidly set matter if a bill could be introduced into the legislature, and passed, compelling all buyers to read all advertisements. So long as the buyer remains a free agent, just so long will he read the brief and simple advertisement, and not read the advertisement that requires time and study. It makes little difference what the advertiser thinks. It makes a great difference what the reader thinks. The advertisement pleasing to the advertiser is frequently unprofitable to him. As the advertiser wants the buyer more than the buyer wants him, he must make an effort to get the buyer. He must adapt his advertising to the buyer's taste, to the buyer's understanding, and to the buyer's time, and the shorter he makes the advertisement, the more buyers will read it. Better have a short advertisement read by ten men than a long advertisement read by one man, particularly as that one man is likely to be a man without money, who reads advertisements for recreative purposes.

Here's Your

**HAT**

We have too  
many hats--we  
want money  
more than hats.

**Black's Hat Store,**

44 Blank St., Whiteville.

**NEW SEASON'S CALIFORNIA PRUNES.**

**W**ITHIN the week the first sales of new crop California prunes have been made. The quantity sold approximated 20 carloads, and the price paid was about 1½c. per lb. less than the first prunes sold at a year ago. The goods were sold for September shipment, although, according to some reports, they were not to be started from the Coast until early October. Since these sales were made the Coast market has stiffened somewhat, and at present writing there are no sellers below 3c. in bags and 3¼c. in 50-lb. boxes, an advance of one-eighth of a cent on the prices paid so far.

On the other hand there appears to be little interest shown now by the eastern trade, although Chicago buyers are reported to be ready to take a considerable quantity at a slight shading from present quotations. Several lots are said to be under negotiation, but so far nothing has resulted. Prices are not general as yet, there having been but one or two sellers on the Coast at the prices named above.

The outlook for the crop appears to be somewhat uncertain. Most of the information received from California points to a larger output this year than last, but our informants state that the proportion of large sizes will be smaller than in 1895. The fruit is said to be ripening and the drop has been heavy, hence the uncertainty as to the size of the crop. The California Fruit Grower, which is considered to be a reliable authority, says on this point in its issue of the 30th ult.: "The growing crop will no doubt ripen early. The hot weather has caused prunes to turn color, ripen and drop much earlier than usual. These prunes, we learn, are on the trays drying. It is a question about the quality of the fruit they will produce. Dealers are making firm offers to sell new crop prunes at 3½c. for equal quantities of the four sizes in bags f.o.b. for September shipment. For 40 to 50's 5½c., and 50 to 60's 5c. is asked, but thus far we do not learn of any sales." —N.Y. Journal of Commerce.

**SALMON PACKING ON THE COAST.**

Advices from the Fraser River are very discouraging. The average pack for the past week for each cannery is only a little over 1,000 cases.

Reports to The Commercial Journal up to Saturday night show an average of 3,747 cases for 21 canneries on the main river and an average of 1,650 cases for seven canneries on the North Arm, while the general average is 3,225 cases for 28 canneries.

The following are the approximate packs

of the canneries by cases to August 1st inclusive:

Atlas Cannery, 1,100 cases; Malcolm, Windsor & Co., 4,750; Star (Costello & McM.), 4,875; Federation Canning Co., 4,500; Brunswick Cannery, 4,375; Imperial Cannery, 4,200; J. A. Hume & Co., Ltd., 975; Britannia-Phoenix, 6,450; Pacific C. P. Co., 4,000; Beaver Cannery, 3,950; Can. Pac. P. Co., 4,000; Westham Isl. Pkg. Co., 1,700; Anglo-American Cannery, 1,600; British-America, 7,650; Wellington Pkg. Co., 1,750; Harlock P. Co., 1,500; Fishermans Cannery, 5,250; Wadham's Cannery, 8,100; Delta Cannery, 1,950; British Columbia, 2,000; Boutillier & Co., 4,150; Richmond Cannery, 1,900; Alliance, 850; Sixthsmith, 900; Terra Nova Cannery, 1,975; Bon Accord Cannery, 4,000; Densmore Cannery, 975; Goodmurphy & Co., 950; total, 90,275.—B.C. Commercial Journal, August 4.

**DISHONESTY IN BUSINESS.**

**T**HERE is a good deal of rank dishonesty in business that passes for enterprise and business necessity, says Minneapolis Commercial Bulletin. The fact is, there is no difference between it and highway robbery, so far as the moral and ethical principle involved is concerned. The social life of the people is adulterated with this species of dishonesty, and, generally speaking, there is little of common honesty among men. There is a great deal of the honesty that would not waylay a fellow and rob him on the highway, but there is much less of the honesty that would not waylay a fellow in one's place of business and rob him by selling him goods under misrepresentation that will not bear the light of day. What is the difference?

There is no difference in principle; there is a difference in method. The violation of moral principle is as great in one instance as in the other, and perhaps it is greater in the case of the man who misrepresents his goods for the purpose of gaining custom. Our mercantile life is pitched on a low plane when we can buy silks worth \$1.25 a yard for 69 cents. And this is what the merchants are telling us can be done, when, as a plain matter of common sense, we all know that it cannot be done, and is not done.

I was in a store in this city not long ago and overheard the floor-walker say to his salesman: "We only sold about 100 of them to-day; if I had put a bankrupt-sale card on them I think we would have sold 1,500; I shall put one on to-morrow." In other words, here is a store that permits the wholesale misrepresentation of goods. I saw myself a stock placarded as if bought in another city, when I knew that not one article in it was ever in that city. What is the moral result of a school of trade like this? Every clerk in it is taught to misrepresent, and of these people we are making future business men and women. Is this a trivial matter? On the other hand, it is a very serious matter.

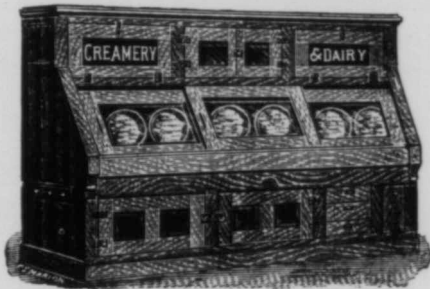
# SALT

FOR BUTTER  
CHEESE  
THE TABLE  
PACKERS  
CATTLE

or any other purpose,  
always in stock.

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

## 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

## A FULL PURE POLYPOID TAPPOCA

Every **Instantaneous Tapioca** con-  
tains a full percentage of **ordinary ground Tapi-**  
oca. **Instantaneous Tapioca is pure**, not only in the  
sense that it is not adulterated with starch, etc., but also  
because it is free from all **natural impurities**, the  
result of a thorough refining process. A boon for in-  
valids and young children.

**HOWE, MCINTYRE CO.**  
Agents, Montreal.



**50 Casks  
Best  
Imported  
Chicory**

**EWING, HERRON & CO.**  
Coffee and Spices  
... MONTREAL



## MALLAWALLA

continues

to hold its own:

the

strongest proof of excellence.



# COLEMAN'S SALT

UNEXCELLED FOR

## Table or Dairy

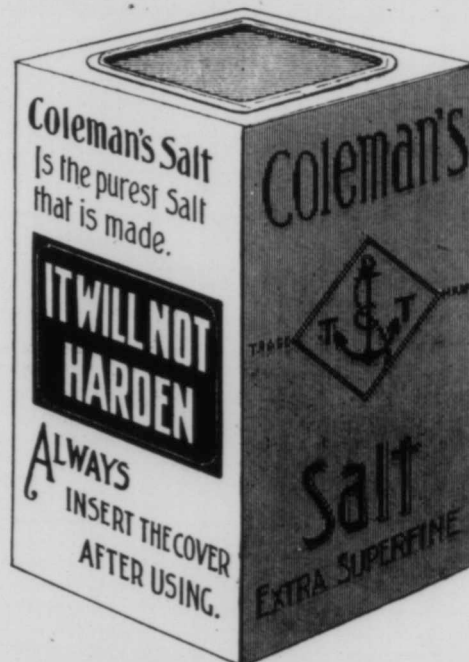
Put up in . . .

BAGS,  
SACKS or  
BOXES.

**IT WILL NOT HARDEN**

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

WRITE FOR PRICES



FAC SIMILE OF 5-LB. BOX.

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

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

R. Mitchell, Agent for Quebec.

## THE CANADA SALT ASSOCIATION

CLINTON, ONTARIO.

Did you  
ever read

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

Appleton's Tea

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

Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.  
SOLD IN LEAD PACKETS



Spring Picked!!!  
Skillfully Blended!!  
Attractively Packed!

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



DALLEY'S  
PURE  
FRUIT  
EXTRACTS

Good reports come  
from all parts of Canada  
regarding our Extracts.

They are giving satisfaction wherever  
they are tried, and their purity and natural  
flavor have made them favorites.

Try them at your wholesaler's.

The F. F. DALLEY CO.

Manufacturers

HAMILTON

LIPTON'S TEAS

As Supplied to HER MAJESTY  
THE QUEEN

OVER  
1,000,000

Packets sold  
weekly in  
Great Britain  
alone.

Largest sale in the World.

Wholesale Agents:

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



LIPTON  
TEA PLANTER  
CEYLON

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

*W. H. ... 14/8/91*



GROCCERS

To build up a lasting,  
paying . . . .

# Tea Trade

it is necessary to have

# CEYLON TEAS

as the fundamental basis of your blends.

CEYLON TEAS are pure, pungent,  
flavory, clean, healthful, invigorating and  
more thoroughly satisfying than any or  
all other growths.

Ask your wholesale dealer for

# CEYLON TEAS

**..HAVE YOU..**

TRIED THE

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

VIZ. —————

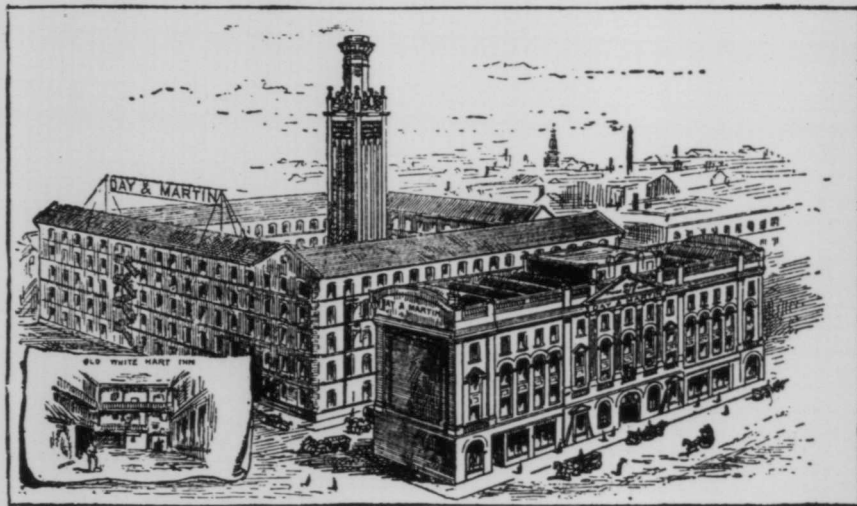
**JOHN DEWAR & SONS'**

(Distillers, PERTH, SCOTLAND.)

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

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

Manufacturers by appointment to Her Majesty the Queen,  
H.R.H. The Prince of Wales and the Army and Navy.



**150  
Years'  
Record**



**MARTIN & ROBERTSON,**  
Victoria and Vancouver,  
for British Columbia

E. T. STURDEE, St. John, N.B., for Maritime Provinces.

TEES & PERSSE, Winnipeg, for Manitoba and North-West Territory.

**Liquid and Paste Blacking**

Black and White Cream for Patent Leather.

**Russet Cream**

For Brown Boots, Saddlery, Etc.

**DAY & MARTIN LTD.** London and  
Liverpool

CHAS. GYDE, Montreal, for Ontario and Quebec.

**FRUIT TRADE OF SICILY.**

U.S. Consul Caughy, reporting to the Department of State on the fruit trade of Sicily, says that the season of 1895-96, now drawing to a close, will leave behind it a record that will have no rival in the history of the industry. Over two and a half million boxes were exported, with an average loss of one dollar per box. The cause of this deplorable condition is an indiscriminate distribution of letters of credit among people who were absolutely irresponsible. This resulted in the shipment of fruit of the commonest quality and in enormous quantities.

Every up-to-date Grocer should keep

**COWAN'S**

**HYGIENIC COCOA**  
**ROYAL NAVY CHOCOLATE**  
and **FAMOUS BLEND COFFEE**

Send your orders to

**THE COWAN CO., Ltd.**

470 King St. West, Toronto

You will make no mistake in handling . . .

**"SCIENTIFIC"**

Stove Enamel and Stovepipe Varnish this Fall

They are of Canadian manufacture, and are put up in the neatest packages of any similar goods.

Quality Unexcelled Prices Right

Order through your wholesaler

TELEPHONE 2905 - TORONTO



"BUILD TO-DAY THEN,  
STRONG AND SURE.  
WITH A FIRM AND  
AMPLE BASE."  
— Longfellow.

**DO YOU?**

WISH THUS TO BUILD  
an advertisement  
in the  
**CONTRACT-  
RECORD,**  
TORONTO  
will bring you  
tenders from the  
best contractors.

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

**BOECKH'S**  
**BRUSHES**  
AND **BROOMS**

**Delicious Soups and Gravies**

Many housewives do not know how conveniently these can be made. Just think—

**One Tablespoonful** of Johnston's Fluid Beef, with vegetables, will make a Quart of Strong Soup.

**One Dessertspoonful** will make enough Rich Gravy for the dinner of an ordinary family.



**Johnston's Fluid Beef**

16-OZ. Bottle, \$1.00

**Fine Fruit Tablets**



**ENGLISH FORMULA TABLETS**

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

**G. J. HAMILTON & SONS**

PICTOU, N.S.



INDIAN & CEYLON TEAS

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

42 SCOTT ST. TORONTO

BOOK ON TEA BLENDING  
MAILED ON APPLICATION

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**J**AMES A. MURPHY, general merchant, Conway, P. E. I., has assigned, and the estate is advertised to be sold by tender.

A. R. McDonald, grocer, Halifax, has assigned.

Joseph R. Lalonde, grocer, Montreal, has assigned.

John Kruspe, grocer, Orillia, has assigned to G. H. Clark.

O. P. Robert, grocer, Lachine; R. Provost appointed curator.

The stock of Loisselle Freres, grocers, Montreal, is under seizure.

Mrs. Ellen Turgeon, general store, Sherbrooke, Que., has assigned.

Ingraham & McLean, general merchants, Sydney, N. S., have assigned.

Joshua Woodland, sr., general merchant, has assigned to C. B. Armstrong.

Arthur Thiboutot, general store, St. Helene, Que., is offering to compromise.

John Wade, general merchant, Grenville, Ont.; John M. Hains has been appointed curator.

Daniel Chesman, provisions, Chatham, N. B., is offering to compromise at 25c. on the dollar.

**CHANGES.**

J. H. Landreth & Co., Berlin, has sold out.

J. O. Cadotte, grocer, Montreal, has sold out.

W. Rickner & Co., fruits, Montreal, have sold out.

Wilfrid Miron has opened a grocery store in Montreal.

S. Gintzburger, grocer, Vancouver, is giving up business.

R. Laing & Co. are starting a flour and feed store at Petrolea.

Geo. K. Van, saw mill, Springhill, Que., has added general stock.

Alex. McDonald, general merchant, Nyanza, N.S., has sold out.

James E. Annand, general merchant, Musquodoboit Harbor, N.S., has sold out.

M. Desrochers, fruit dealer, etc., Cookshire, Que., has removed to the United States.

Elizabeth Stewart, general merchant, Angus, Ont., has been succeeded by T. A. Stewart.

Jesse Hannah has been registered proprietress of the firm of Hannah & Son, provisions, Montreal.

PARTNERSHIPS FORMED AND DISSOLVED.

Baird & Saddler, general merchants, Perth, N.B., are said to have dissolved.

The Sterling Coconut Co., London, has dissolved; Geo. Coles continues under old style.

Fortier & Ethier, grocers, Montreal, have dissolved, and J. A. Ethier has been registered proprietor.

**SALES MADE AND PENDING.**

Elie Guimond, grocer, Montreal, has been sold out by the bailiff.

A. E. Gilbert, grocer, Stouffville, is advertising business for sale.

The stock of J. T. Benson & Co., grocers, Belleville, has been sold by the bailiff.

The stock of Etienne Sylvain, grocer, Quebec, has been sold at 55½c. on the dollar.

**FIRES.**

Camille Coderre, grocer, Montreal, has had his stock damaged by fire.

Connors Bros., fish, Black's Harbor, N. B., have been burped out; no insurance.

**CANADA SUPPLANTING IRISH BACON.**

Irish bacon is not in the good odor it once was, and the public, who take all things as a matter of course, and therefore do not marvel at it, have been recently getting the benefit of the low range of prices which the growing disfavor has brought about, the influence thereof extending to hams, perhaps never so cheap as now. Hog raising is not the science across the St. George's Channel it is with our Continental neighbors, and Denmark holds the palm, just as she does in butter. Canada, however, is coming forward as a supplanter of home-fed porkers, and the fine flavor imparted by the system of pea-feeding adopted in the Dominion has caused a set-in of demand for it which has made imports from Montreal assume quite a respectable figure in the returns. What Ireland looks like losing Canada seems likely to gain.—English Exchange.

**A NEW TEA FIRM.**

**L**INDSAY, McKINNON & CO., 392 St. Paul street, Montreal, is the title of a new wholesale firm, who will devote their attention solely to tea and coffee. Both gentlemen are well qualified for the business they are undertaking. W. B. Lindsay is one of the patriarchs of the trade in Montreal, having been over 40 years in the business, the bulk of them as a partner in the old and well-known house of Kinloch, Lindsay & Co. Rod McKinnon, the other partner, has until very lately represented Stroud Bros., the wholesale tea men, on the road. The new firm will carry a stock both of teas and coffees, and their premises will be ready and stocked for business in about the middle of the month.

**AN ENTERPRISING FIRM.**

**E**AST End people have reason to be proud of the enterprise shown by Edgett Bros., the well-known grocers. The firm comprises H. A. and F. A. Edgett, and they commenced business on Harris street, near Dunlevy avenue, five years ago, starting the first store in that section of the city. By carrying a good stock, paying strict attention to business and endeavoring to suit the wants of their customers they have built up a large and lucrative business, which has not remained by any means confined to the immediate district in which the store is situated. The increase in business necessitated the securing of larger premises, and accordingly the firm has erected a store on the corner of Dunlevy avenue and Harris street, a short distance west of their original premises. The building is a two-storey frame, and was erected by day labor under the personal supervision of H. A. Edgett. The building is 25x65 ft., and the first floor is devoted to the store and store room, and later the old building will be moved to the rear and used in connection with the business. The store fittings are neat and unique and the stock is one of the best and most complete in the city. The second storey has been arranged for living apartments. The member of the firm who showed the newspaper man through the premises did not say what use these rooms were to be put to, but the reporter thinks that a pleasant event is on the tapis. The World wishes the firm the continued success that enterprise deserves.—World, Vancouver, B.C.

**CO-OPERATIVE FREIGHTS**

For importers of small shipments. **HOW?**

Write us for particulars

**BLAIKLOCK BROTHERS, MONTREAL**

**"SANITAS"****NATURE'S GREAT DISINFECTANT.****Non-Poisonous. Does not Stain Linen.****FLUID, OIL, POWDER, &c.**

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

THE SANITAS Co., Limited, BETHNAL GREEN, LONDON, ENGLAND.

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



# Don't Be Satisfied

With any inferior or cheap canned meats. Your customers want goods that they can rely on and are learning, one by one, what brands to avoid. We guarantee all our goods and place you in a position to do the same.

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

AGENTS

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

## CANADIAN TOMATO CHUTNEE

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

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

## The "Vacuum" System

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

### Toronto Salt Works

128 Adelaide Street East

TORONTO, ONT.

Toronto agents for the Windsor Salt Co.



ASK FOR

# MOTT'S

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



Write us for particulars.

Largest sale in Canada.

*Selected from High Grade Indian and Ceylon Teas.*



For the  
Whitest, Lightest and  
Sweetest Cakes use

# Ocean Wave

Baking Powder

Manufactured by the

**Hamilton Coffee and Spice Co.**  
HAMILTON, ONT.



# Lots of Starch

Being used now on summer washables. Good results are only obtainable from good starch. Our

## Silver Gloss Starch

gives a clean, smooth finish, and dealers and consumers can safely rely upon it wherever a perfect gloss is required.

### EDWARDSBURG STARCH CO. Cardinal

CANNED GOODS.		per doz.
Apples, 3's	\$0 80	\$0 95
gallons	1 80	2 25
Blackberries, 2's	1 75	2 00
Blueberries, 2's	0 90	1 10
Beans, 2's	0 75	0 95
Corn, 2's	0 55	0 80
Cherries, red pitted, 2's	2 00	2 25
Peas, 2's	0 75	0 80
" Sifted select	0 95	
" Extra sifted	1 45	1 50
Pears, Bartlett, 2's	1 65	1 75
" 3's	2 40	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 40	2 50
Peaches, 2's	1 90	2 20
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 85	2 00
" Lombard	1 60	1 75
" Damson Blue	1 60	1 75
Pumpkins, 3's	0 80	0 90
gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	1 15	
Tomatoes, 3's	0 80	0 30
Lobster, tails,	2 10	2 30
" flats,	2 50	2 65
Mackerel	1 20	1 30
Salmon, Sockeye, tails,	1 35	1 50
" flats,	1 40	1 75
" Cohoes	1 15	1 20
Sardines, Albert, 1/4's tins	0 20	0 13
" 1/2's tins	0 20	0 21
" Sportsmen, 1/4's genuine French high grade, key opener	0 12 1/2	
Sardines, key opener, 1/2's	0 10 1/2	
" " " " 1/4's	0 10 1/2	0 11
" " " " 1/2's	0 18 1/2	0 19
Sardines, other brands 9 1/2's	0 16	0 17
" P. & C. 1/4's tins	0 23	0 25
" " 1/2's	0 33	0 36
Sardines, Amer., 1/4's	0 04 1/2	0 09
" Mustard, 1/4 size, cases	0 09	0 11
50 tins, per 100	10 00	11 00
MARSHALL & CO., SCOTLAND.		
Fresh Herring, 1-lb.	1 10	1 15
Kipperd Herring, 1-lb.	1 65	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	
Herrings in Anchovy Sauce	2 40	
Herrings a la Sardine	2 40	
Preserved Bladders	1 85	1 90
Real Findon Haddock	1 85	1 90
CANNED MEATS.		
(CANADIAN.)		
Comp Corn Beef, 1-lb. cans	\$1 40	\$1 50
" 2	2 40	2 55

Comp Corn Beef 4-lb. cans	7 75	8 25
" " " 6 "	16 00	18 00
" " " 14 "	2 60	2 60
Minced Callops	2 60	2 65
" " "	3 40	3 50
Lunch Tongue	2 75	2 80
English Brawn	2 25	2 50
Camb Sausage	4 00	4 00
Soups, assorted	1 50	1 50
" " "	2 25	2 25
Soups and Bouill.	1 80	4 50



**Aene Sliced Beef.**  
No. 1 tins, key, 2 doz., per doz. \$2.50.



**Beardley's Boneless Herring.** 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
Lunchon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1 1/2 lb.	7 00	7 20
" 2 lb.	8 50	8 80
" 2 1/2 lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" 2 lb.	6 50	6 80

Chipped Beef, 1/2 lb.	1 60	1 70
" 1 lb.	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham 1/4 lb.	70	75
Potted Meats, Tongue or Ham 1/2 lb.	1 20	1 25
Potted Deviled Ham or Tongue, 1/4 lb.	70	75
Potted Deviled Ham or Tongue, 1/2 lb.	1 20	1 25
SOUPS Assorted, 1 qt. WHITE LABEL		
" 1 pt.	3 00	3 15
Gelatine of Boar's Head, 2 lb.	2 00	2 10
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tomato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	
1 Cided Gold Band Bacon	3 00	

**Codfish.** per doz. Beardley's Shredded, 2 doz. pkgs. 0 90

CHEWING GUM.		per box
ADAMS & SONS CO.		
Tutti Frutti, 36 5c bars		\$1 20
Pepsin Tutti Frutti, 23 5c packages		0
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages		0 80
Homebound Tutti Frutti, glass tops, 36 5c packages		1 20
Cash Register, 390 5c bars and pkgs		15 00
Tutti Frutti Show Case, 180 5c bars and packages		5 50
Glass Jar with Pepsin Tutti Frutti, 115 c packages		
Tutti Frutti Girl Sign Box, 160 5c bars and packages		6 00
Tutti Frutti Cash Box, 160 5c bars and packages		6 00
Variety Gum (new), 150 1c pieces		1 00
Orange Blossom, 150 1c pieces		0 65
Flirtation Gum, 150 1c pieces		1 30
Monte Cristo, 180 1c pieces		1 20
Mexican Fruit, 36 5c bars		0 90
Sappota, 150 1c pieces		0 75
Orange Sappota, 160 1c pieces		0 75
Black Jack, 115 1c pieces		0 75
Red Rose, 115 1c pieces		0 75
Magic Trick, 115 1c pieces		0 75
Red Spruce Chico, 200 1c pieces		1 00

CHOCOLATES & COCOAS.		per doz.
CADBURY'S.		
Cocoa essence, 3 oz. packages		\$1 65
" " "		per lb.
Mexican chocolate, 1/4 and 1/2 lb. pkgs.		0 40
Rock Chocolate, loose		0 37 1/2
" 1-lb. tins		0 40

Cocoa Nibs, 11-lb. tins	0 40
TODHUNTER, MITCHELL & CO.'S.	
Chocolate—	per lb.
French, 1/4's—6 and 12 lbs.	0 30
Caracas, 1/4's—6 and 12 lbs.	0 35
Premium, 1/2's—6 and 12 lbs.	0 30
Sante, 1/4's—6 and 12 lbs.	0 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
per doz	
Royal Cocoa Essence, packages	1 40
Cocoa—	
E.P.F.S.	per lb.
Case of 11 lbs. each	0 35
Smaller quantities	0 37 1/2
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, 6 lb. bxs.	0 29
Puro, unsweetened, 1/2's, 6 lb. bxs.	0 42
Fry's "Diamond," 1/4's, 6 lb. bxs.	0 24
Fry's "Monogram," 1/4's, 6 lb. bxs.	0 24
Cocoa—	
Concentrated, 1/4's, 1 doz. in box	2 40
" " " "	
" 1 lb.	
Homeopathic, 1/4's, 14 lb. boxes	0 33
1/2 lbs. 12 lb. boxes	0 33
JOHN P. MOTT & CO.'S.	
(R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb.
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	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	0 43
Mott's Sweet Chocolate Liquors, 0 19	0 30
COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes,	
1/4 lb. cake, per lb.	0 22 1/2
Royal Navy Chocolate, 12 lb. boxes,	
1/2 lb. cake, per lb.	0 30

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

## The Sons of Rest..

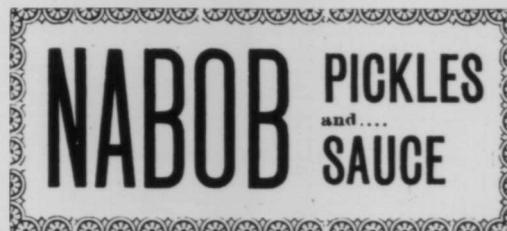
and the Daughters of Rest are always on the look-out for labor savers. Many of the "daughters" have yet to learn how much exertion can be saved by using

# SILVER DUST WASHING POWDER

For scrubbing, cleaning wood work, washing clothes and woollens it cannot be beaten, and it does the work in about half the time it would take, using soap.

SILVER DUST MFG. CO. - HAMILTON

## Batty's



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

ALL WHOLESALERS  
HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

J. A. GORDON & CO.

... Montreal

### MARINE INSURANCE

#### The Mannheim Insurance Company

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

Further particulars obtainable by applying to Local Agent, or to

JAMES J. RILEY & SONS  
Managers for Canada - Montreal

## Notice

TO THE WHOLESALE  
TRADE ONLY . . .

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

### CIGARETTES

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

### CIGARS

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

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

## J. M. FORTIER

MANUFACTURER

141 to 151  
St. Maurice Street

Montreal

## The Gulf of Georgia Cannery

MALCOLM & WINDSOR, Ltd.

Sole Proprietors, and Agents for

## "Ice Castle Brand" Canned Salmon

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

FACTORY, Steveston, B.C.

OFFICE, Vancouver, B.C.



## FREE....

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

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



# CREAM SODAS

This is the season of all others to handle Sodas in tins, and when you order see you get the original brand made by the T. B. & C. Co. All others are imitations. You will double your trade with ours. Put up 12 or 24 in a case. Order now.

## The Toronto Biscuit & Confectionery Co.

Henry C. Fortier.

7 FRONT STREET EAST, TORONTO.

Charles J. Peter.

Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb. 0 35  
WALTER BAKER & CO.'S  
Chocolate—  
Premium No. 1, boxes, 12 lbs. each. 0 42  
Baker's Vanilla in boxes, 12 lbs. each. 0 50  
Caracas Sweet, in boxes, 6 lbs. each. 0 37  
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net. 4 20  
German Sweet Chocolate—  
Grocers' Style, in boxes, 12 lbs. each. 0 25  
Grocers' Style, in boxes, 6 lbs. each. 0 25  
Eight cakes to the lb., in box, 6 lbs. e. 0 25  
Soluble Chocolate—  
In canisters, 1 lb., 4 lb. and 10 lb. 0 50  
In box, and 12 lbs. each, ¼ lb. tins. 0 49

**COFFEE.**

**Green.** per lb.  
Mocha " 0 27 1/2 0 30  
Old Government Java " 0 30 0 33  
Rio " 0 17 0 20  
Plantation Ceylon " 0 29 0 31  
Porto Rico " 0 24 0 28  
Guatemala " 0 24 0 26  
Jamaica " 0 21 0 25  
Maracaibo " 0 21 0 23  
TODHUNTER, MITCHELL & CO.'S  
Excelsior Blend " 0 34  
Our Own " 0 32  
Jersey " 0 30  
Laguaya " 0 27  
Mocha and Java " 0 33 0 35  
Old Government Java " 0 30  
Arabian Mocha " 0 33 0 35  
Maracaibo " 0 26 0 28  
Santos " 0 25 0 26

**EXTRACTS.**

Valley's Fine Gold, No. 8, per doz. \$0 75  
" " " 1, 1½ oz. 1 25  
" " " 2, 2 oz. 1 75  
" " " 3, 3 oz. 2 00  
Crown Brand (Robert Greig & Co.)—  
1 oz. Bottle, per doz. 0 90  
2 " " " " 1 50  
4 " " " " 2 00  
8 " " " " 3 00  
8 " " " " 6 00  
4 " " Glass Stop " 3 50  
8 " " " " 7 00  
Parisian Essence, per gross. 21 00  
Ketchup, Fluted Bottles, gross 12 00  
Ketchup, Screw Top " 21 00  
" " S. & L. " High Grade " 3 50  
Pepper Sauce, per gross. 15 00

**FLUID BEEF.**

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

**FRUITS.**

**FOREIGN.** per lb.  
Currants—Provincials, bbls. 0 04 1/2 0 04 3/4  
" " " 0 04 1/2 0 04 3/4  
" Filiastras, bbls. 0 04 1/2 0 04 3/4  
" " " 0 04 1/2 0 04 3/4  
" Patras, bbls. 0 04 1/2 0 04 3/4  
" " " 0 04 1/2 0 04 3/4  
" " cases 0 04 1/2 0 05  
" " cases 0 04 1/2 0 05  
" Vostizzas, cases. 0 06 0 07 1/2  
Panarete, cases 0 08 0 08 1/2  
Dates, Persian, boxes 0 04 1/2 0 05 1/2  
Figs—Eleme, 14 oz. 0 08 0 09  
" " 10 lb. 0 07 1/2 0 09  
" " 18 lb. 0 09 0 10  
" " 28 lb. 0 10 0 12  
" taps 0 03 1/2 0 04  
Prunes—Bosnia, cases 0 06 0 07  
" Bordenaux. 0 04 1/2 0 06 1/2  
Raisins—Valencia, off stalk. 0 04 1/2 0 04 3/4  
" " Fine, off stalk. 0 05 0 05 1/2  
" " Selected. 0 06 1/2 0 06 3/4  
" " Layers. 0 06 1/2 0 06 3/4  
" " Sultanias. 0 06 1/2 0 08

" Cal. Loose Muscates 50 lb. boxes 0 05 1/2 0 06 1/2  
" Malaga— per oox.  
" Dehesa Clusters 3 75 4 00  
Lemons—Messina, boxes. 1 50 5 00  
Oranges. 5 00 5 25

**DOMESTIC.**  
Apples, dried, per lb. 0 02 1/2 0 03 1/2  
" evaporated. 0 35 0 07  
**FOOD.** per brl.  
Split Peas 3 25 \$3 50  
Pot Barley 3 25 3 50  
Pearl Barley, XXX, 49-lb. pkt. 2 00

**ROBINSON'S BARLEY AND GROATS.** per doz.  
Patent Barley, ½ lb. tins 1 25  
" 1 lb. tins 2 25  
Groats, ½ lb. tins 1 25  
" 1 lb. tins 2 25

**BROWN & POLSON'S CORNFLOUR.**

1-lb. packages 0 06 1/2  
**HARDWARE, PAINTS AND OILS.**

**CUT NAILS—From Toronto—**  
50 to 60 dy basis 2 75  
40 dy " 2 80  
0 dy " 2 85  
20 16 and 12 dy 2 90  
10 dy " 2 95  
8 and 9 dy " 3 00  
6 and 7 dy " 3 15  
5 dy " 3 35  
4 dy A P " 3 35  
3 dy A P " 3 75  
4 dy C P " 3 25  
3 dy C P " 4 35  
**HORSE NAILS—**  
Canadian, dis. 50 per cent.  
**HORSE SHOES—**  
From Toronto, per keg. 3 60  
**SCREWS—Wood—**  
Flat-head iron, 80, 10 and 5 p. c. dis.  
Round-head brass, 7 1/2, 10 and 5 p. c. dis.  
Round-head brass, 7 1/2, 10 and 5 p. c. dis.  
**WINDOW GLASS.** (To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches, which shows it to be a first-break glass, i.e. not over 25 inches in the sum of its length and breadth.)  
1st break (25 in. and under) 1 20 1 30  
2nd " (20 to 40 inches) 1 45  
3rd " (50 to 60 inches) 3 10  
4th " (51 to 60 inches) 3 40  
5th " (61 to 70 inches) 3 80  
**ROPE—**  
Manilla 0 09 0 09 1/2  
Sisal 0 06 1/2 0 07 1/2  
**AXES—Per box 6 00 12 00**  
**SHOT—Canadian, dis, 17 1/2 per cent.**  
**HINGES—**  
Heavy T and strap 0 04 1/2 0 05  
Screw, hook and strap 0 03 1/2 0 04  
**WHITE LEAD—Pure Association guarantee, ground in oil. (To find out what break 25 lb. iron) 0 04 1/2 0 05**  
No. 1 0 04 1/2  
No. 2 0 04 1/2  
No. 3 0 04  
**TURPENTINE—**  
Selected packages, per gal. 0 37 0 38  
2c. extra outside points.  
**LINSEED OIL—**  
Raw, per gal. 0 47 0 48  
Boiled, " 0 50 0 51  
2c. extra outside points.  
**GLUE—**  
Common per lb. 0 07 1/2 0 08  
**INDURATED FIBRE WARE.**  
THE E. B. EDDY CO.  
½ pail, 6 qt. \$3 35  
Star Standard, 12 qt. 3 80  
Milk, 14 qt. 4 75  
Round-bottomed fire pail, 14 qt. 4 75  
Tubs, No. 1. 13 30  
" " 11 40  
" " 3. 9 50  
Fibre Butter Tubs (30 lbs.) 3 80  
Nests of 3. 2 85  
Keelers No. 4. 8 00  
" " 5. 7 00  
" " 6. 6 00  
" " 7. 5 00

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

**JAMS AND JELLIES.**

**SOUTHWELL'S GOODS.** per doz.  
Orange Marmalade. 1 60  
Clear Jelly Marmalade. 2 00  
Strawberry W. F. Jam. 2 20  
Raspberry " " 2 00  
Black Currant " " 2 00  
Other Jams " " 1 55 1 90  
Red Currant Jelly. 3 10  
(All the above in 1 lb. clear glass pots.)

**GELATINES.**

**KNOX'S**  
Sparkling calves foot 1 20  
Crystallized Fruit, flavored 1 65  
Acidulated 1 50  
(Sold by all wholesale grocers.)  
**KEOPFF'S FAMILY GELATINE.**  
Robert Greig & Co., Agents.  
1 oz. Packages, White, per doz. 85 90  
" " Red, " 90 95

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

**MINCE MEAT.**

Wetley's Condensed, per gross, net \$12 00  
**WINES, LIQUORS AND MINERAL WATERS.**

**LAURENTIAN SPRING WATER CO., Montreal**  
Plain Soda, per doz. 0 30  
Ginger Ale, per doz. 0 45  
Cream Soda, per doz. 0 35  
Kola, per doz. 0 00  
Champagne Cider (quarts), 1 00  
**WHISKIES—DEWAR'S SCOTCH.**  
(J. M. Douglas & Co., Montreal, Agents.)  
Cases—Special, qts., 1 doz., case 9 00 9 75  
Ext. Special " " 9 25 9 75  
Special Liquour " " 12 00 12 75  
Ex. Special Liq. " " 16 50  
Ex. Special Jorum " " 15 50  
In Wood—Special, 5 o.p., per Imp. gal. 4 50  
Extra Special, proof, " 4 75

**MUSTARD.**

**COLMAN'S OR KEEN'S.** per lb.  
Square Tins—  
D. S. F., 1 lb. tins. \$0 40  
" 1/2 lb. tins. 0 42  
" 2/3 lb. tins. 0 45  
Round Tins—  
F. D., 1/2 lb. tins. 0 25  
" 1/4 lb. tins. 0 27 1/2  
" 4 lb. jars, per jar. 0 75  
" 1 lb. " 0 25  
" 4 lb. tins, decorated, p.t. 0 80

**FRENCH MUSTARD.**  
Crown Brand—(Robert Greig & Co.)  
Pony size, per gross. \$ 7 50  
Small Med. " 7 50  
Medium " 10 80  
Large " 12 00  
Spoon " 18 00  
Beer Mug " 16 20  
Tumbler " 11 50  
Cream Jug " 21 00  
Sugar Bowl " 22 00  
Caddy " 28 00

**RICE, ETC.**

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

Extra Burmah 0 03 1/2 0 04  
Java Extra 0 06 1/2 0 06 3/4  
Genuine Carolina. 0 09 1/2 0 10  
Grand Duke 0 06 1/2 0 06 1/2  
Sago 0 03 1/2 0 05  
Tapioca 0 03 1/2 0 05 1/2

**STARCH.**

**EDWARDSBURG STARCH CO., LTD.**  
Laundry Starches—  
No. 1 White or Blue, cartoons 0 05 1/2  
Canada Laundry 0 04 1/2  
Silver Gloss, 6-lb. draw-lid boxes 0 07  
Silver Gloss, 6-lb. tin canisters. 0 07  
Edwardsburg Silver Gloss, 1-lb. chromo package. 0 07  
Silver Gloss, large crystals. 0 06 1/2  
Benson's Satins, 1-lb. cartoons. 0 07 1/2  
No. 1 White, bbls and kegs. 0 04 1/2  
Benson's Enamel, per box. 3 00  
Culinary Starch—  
W. T. Benson & Co.'s Prepared  
Corn 0 06 1/2  
Canada Pure Corn 0 05 1/2

Rice Starch—  
Edwardsburg No. 1 White, 1-lb. cartoons 0 09  
Edwardsburg No. 1 White or Blue, 4-lb. lumps 0 07 1/2  
**THE BRANTFORD STARCH CO., LTD.**  
Laundry Starches—  
Canada Laundry, boxes of 40 lbs. 0 04 1/2  
Finest Quality White Laundry—  
3 lb. cartoons, cases 36 lbs. 0 05 1/2  
Bbls., 175 lbs. 0 04 1/2  
Kegs., 100 lbs. 0 04 1/2  
Lily White Gloss—  
Kegs, extralarge crystals, 100 lbs. 0 06 1/2  
1 lb. fancy cartoons, cases 36 lbs. 0 07  
6 lb. draw-lid boxes, 8 in crate 48 lbs. 0 07  
6 lb. tin enamelled canisters, 8 in crate 48 lbs. 0 07

Brantford Gloss—  
1 lb. fancy boxes, cases 36 lbs. 0 07 1/2  
Brantford Cold Water Rice Starch—  
1 lb. fancy boxes, cases 28 lbs. 0 09  
Canadian Electric Starch—  
40 packages in case. 3 00  
Culinary Starch—  
Challenge Prepared Corn—  
1 lb. pkgs., boxes 40 lbs. 0 05 1/2  
No. 1 Pure Prepared Corn—  
1 lb. pkgs., boxes 40 lbs. 0 06 1/2

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

**SUGAR.** c. per lb.  
Granulated 4 35 0 04 1/2  
Paris Lump bbls. and 100-lb. boxes 0 05 1/2 0 05 1/2  
" " in 50 lb. boxes. 0 05 1/2 0 05 1/2  
Extra Ground, bbls. Icing. 0 05 1/2 0 05 1/2  
Powdered, bbls. 0 05 1/2 0 05 1/2  
Very bright refined. 0 03 1/2 0 03 1/2  
Bright Yellow. 0 00 0 03 1/2  
Dark Yellow. 0 03 1/2 0 03 1/2  
Demerara 3 75 3 85

**SYRUPS AND MOLASSES.**

**SYRUPS.** 1/2 lb. 1/2 bbls  
Dark. per gallon. 0 28 0 31  
Medium. 0 33 0 38





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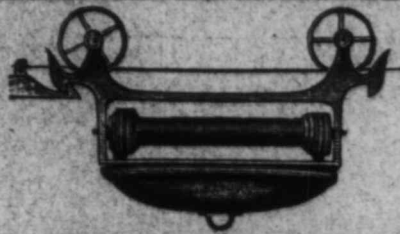
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