

THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, SEPTEMBER 17, 1897.

No. 38

**SELL
ONLY
THE
BEST!**

♦♦
In Competition with the World
we have received the

**Highest Awards
Made. . .**

These substantiate our claim
that : : : :

Colman's Mustard

IS THE BEST IN THE WORLD

**Your
Customers'
Interests**

FROM MANUFACTURER TO
RETAILER DIRECT.

THE TILLSON CO'Y, Limited - - - - TILSONBURG, ONT.

You have the interests of your customers at heart, of course. See what a customer writes us about our Pan-Dried Rolled Oats.

"Your Rolled Oats are decidedly the best I have ever eaten. I have tested them carefully and compared them with all other brands. They are freer from hulls, better flavored and I find them by far the MOST ECONOMICAL TO USE. I attribute as one reason for their most excellent qualities, the thorough manner in which they are kiln-dried. I put eleven of the leading brands in comparison with yours."

Tillson's "Pan-Dried"
(Registered)
Rolled Oats.

Two of these returned Oct 9/92



Try—
**COCKBURN'S
SCOTCH
WHISKY**

Nothing Finer in the Market

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

J. & R. McLEA, Montreal

AGENTS FOR
THE DOMINION



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

PUREST AND BEST

WINDSOR SALT

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

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

THE
WINDSOR SALT CO. Limited, Windsor, Ont.



Quality

Counts

The quality of the Bi-Carbonate of Soda you sell often determines your customers' interest in you and your store—for good, bad, indifferent. Impure soda fails in the very point your customers have in mind—strength.

The "Hand in Hand" Brand is warranted to contain

98⁵⁰/₁₀₀ Pure Bi-Carbonate Soda

Lazenby's

**CHOICEST
JELLY
TABLETS**

**CHOICEST
JELLY
TABLETS**

Jelly Tablets appeal to your women customers everywhere. From the point of economy, usefulness, convenience, and absolute purity of the ingredients used they are beyond comparison with imitations. 13 varieties. Made in England.

Fry's Cocoa

The Household Cocoa. Of recognized value as a business helper. Easily soluble. Absolutely pure. Rich — nutritious. 200 medals and diplomas awarded to it.

Concentrated

"Lion Rouge"

Direct from Marseilles. Absolutely pure oils used in making it. White or mottled. Pays you a larger profit than any other brand on the market.

Castile Soap

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

Agents:

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

**F. H. Tippet & Co.
Ottawa.**

VINEGAR

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

R. J. GRAHAM - BELLEVILLE, ONT.

BOOKS FOR THE RETAILER

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

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

Pitfalls of the Dry Goods Trade

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

Buying, Selling and Handling of Teas

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

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

Necessary Books for a Retailer

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

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

New Customs Tariff

Alphabetically arranged and revised and corrected from the official copy as assented to by the Governor General, June, 29, 1897, including the old Tariff by way of comparison. Also comparative rates of the Dingley and Wilson (United States) Tariffs. **15 cents.**

Credits, Collections and their Management

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

Address:

The MacLean Publishing Co. Limited
TORONTO and MONTREAL

YOU'LL BE TICKLED INTO NEW LIFE IF YOU BUY

RICE'S PURE SALT

THE SALT OF THE EARTH.

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

Shipped in first-class, neat and attractive packages.

PROMPT SHIPMENT GUARANTEED

SOLE MAKERS.

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

Good Brooms

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

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

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

TOLEDO CORN STARCH

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

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

Of Course

A great factor in Paper Bags is

Cheapness.

There are other factors ; for instance,

**FULL SIZE
FULL COUNT
BEST QUALITY**

Comparison of our Paper Bags with other makes generally results in a revelation—and people who use ours don't wonder that we lay stress on these points.

The E. B. Eddy Company, Limited

HULL, QUE.

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

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

JAPAN TEA MARKET

Strong and advancing—based upon the fact that the third crop will be short and poor in quality, with probably no fourth crop. This directly enhances the value of first and second pickings.

We purchased early, high and medium grades, first and second crops, our range showing marked values



To Retail at 25 and 40cts.



We show lines that must attract the attention of keen-sighted merchants.

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

John Mouat, Northwest Representative, Winnipeg.

Lion Flavoring Extracts

A large round bottle handsomely labeled and kid-topped, equal to any 25c. bottle in Canada. You can sell it for 10c.

Hasty Jellycon

(MANY FLAVORS)

Makes a mould of Jelly in three minutes. Pure, natural flavors.

Agents -

T. B. Escott & Co.

Wholesale Grocers

LONDON

The cheese of the refined . .

Maclaren's Imperial Cheese is to be found on the tables of the most refined and cultured people all over Canada—we might almost say, all over the world. We are constantly shipping to ports in Europe, Asia and Africa, which shows how **Imperial Cheese** is growing in popularity.



Manufactured by

A. F. MacLaren & Co.
TORONTO.



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

THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, SEPTEMBER 17, 1897

(\$2.00 per Year) No. 38

HISTORY OF DEPARTMENT STORES.

THE idea of department stores was originated in New York City by a firm dealing in dry goods. They had a small store or shop at what was then a central retail corner, but with a floor space not much greater than that occupied by the average dry goods merchant in a town of 10,000 or 15,000 inhabitants. They confined their business to their own line for a few years and then they branched out into house-furnishings, as these firms always do. Their trade in these goods was successful, and from time to time they added other goods and gradually enlarged their establishment, until now they sell almost every article of retail merchandise and have the second largest store in New York. Incidentally, the largest store building there is occupied by a rival firm from the west which has recently opened up a branch house and strives to divert a considerable part of the other's trade. But the house first mentioned was not permitted, even from the start, to monopolise the department business. Other dry goods firms increased their lines in order to meet the competition thus presented, and their numbers grew until now there is not one large dry goods house in New York that does not carry additional lines. In due time the idea was developed throughout the country, and now every one of our large cities has its own department store or several of them. Chicago has a dozen or more and St. Louis six. There is but one large dry goods store in St. Louis that attends strictly to its own business, and there are a great many people who prefer to patronize it on this account.

What these stores are in their effect on distributed business may best be ascertained by a description of one of the largest. Its name and location need not be given, since it is merely an illustration of the others. The firm occupies a building covering one-half of a city square, and pays an annual

rental in excess of \$400,000. The floor space is equal to about sixteen acres. About 3,500 clerks, most of them being women, are employed, but this number does not include the office force, nor the 300 assistant cashier or check girls. The total number employed is in the neighborhood of 4,000, and while the figures on the payroll can only be estimated it is safely within the limits of conservatism to place them at \$50,000 a week, or \$2,600,000 a year. The statement is made by a business man in a position to know of what he speaks that the firm must take in no less than \$24,000 a day before it can realize any profit. On this basis, it must do a business aggregating at least \$13,000,000 yearly, but that it does more than this is shown by the fact that its methods are systematized so as to ensure a profit on the total amount transacted, and by the more general statement that the partners are not in the business for their personal health. Financial health is the one consideration, and it is a reasonable estimate that the amount of their sales has averaged \$16,000,000 annually during the last three or four years.

How much of this vast amount has been diverted from the smaller retail trade in the adjacent or contributing territory? Let each dealer figure it out for himself, basing his estimates on his diminished receipts.

There is nothing new under the sun, and there is nothing within the range of human, living wants that cannot be obtained under this roof. It has meats and the apparatus to cook them; groceries and the utensils for their preparations. Heating stoves and furnaces are sold, with the fuel to supply them. The carpenter can buy his tools and his other metal goods with as much ease as he can provide himself with a suit of clothes, or his wife with a dress, or his children with shoes. The stove and hardware dealer can supply his personal wants in any direction

—if he cares to go away from his own neighborhood—and there is no line of retail trade that is not here represented. It is a vast aggregation of all lines, under one roof and one management, with a heavy cash capital that is used to influence if not to control the output of many manufacturers, and, in consecutive course, to act as a menace to the smaller retail trade and to tempt the public patronage under the guise, most successfully veiled, of "cut-throat prices and bargains." Its success, then, depends upon these conditions, namely, the yielding of the manufacturers, the gullibility of the public and the loss to the smaller trade. These conditions are assured, since the establishment is a pronounced success.

Do the manufacturers care to be controlled? Does the public wish to be deluded? Will the retail trade submit to a loss? Let each class answer in its proper turn, and the retailer should come first.

It should not be understood that bargain sales or lower prices are not made at these department stores. These can be obtained every day, in certain lines, on every day of the week. But are they legitimate? As a rule, no! One illustration will suffice. A department store advertised last week that it would sell certain lines of cooking utensils at prices below the cost of manufacture. Investigation by a well-posted buyer, who was acquainted with the list and discounts of the manufacturers, showed that the advertisers had told the truth. They were actually selling these goods at from 15 to 40 per cent. below the net price fixed by the makers, and at proportionately less figures than those representing first cost. They had a right to do this; they even had a right to give away the goods and attach a dollar bill, or a ten or a twenty, to each article sold. But what was the object of their seemingly sacrificial sale for the good of humanity? Nothing less than to draw the crowds to the store, with the bait of low prices on one line to conceal the hook on

Arriving in a Few Days

NEW SEASON'S

Young Hysons

OUR TRAVELLERS ARE CARRYING SAMPLES.

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

the higher prices of others, to check the competition of the smaller dealers in cooking utensils and to increase their orders to the manufacturers so that the latter might be induced to sell them the goods because they were supposedly profitable customers. This is but one instance, yet it is repeated every day.

As has been stated, the business of these department stores is not confined to their immediate locality nor to the city in which they are allowed to exist. Their sales are as large and as well distributed as their influence is hurtful upon trade. They not only injure or destroy the business of the smaller dealers in their own city, but through a well-arranged mail order system they extend their sales throughout the adjacent and, in some cases, the distant trade territory, advertising in the local papers, sending circulars, catalogues and price lists to the better known people, and, in at least one instance, having an agent in each of the larger towns whose business it is to drum up trade and take it away from the local merchants. They have an undisputed legal right to adopt this policy in their business, even though its effect on the retail trade may be to drive it away from the communities where it exists and to deprive such communities of the capital and enterprise which are justly their own.

This matter is now thoroughly well understood. Now for the remedy. Legislation cannot be effective. Special taxation is unconstitutional when levied by the State. It is even doubtful if any Legislature would enact the necessary measure, whether unconstitutional or not. A city ordinance might provide a partial relief, but the cities will not enact one. In short, the resources of the law are exhausted before they are tried. Yet there is a remedy, and it is one which the retailers everywhere should be the first to employ. It is not found in a combination, nor in the justly hated and un-American boycott, but in a firm and continued purpose with every retail dealer, in

all lines and wherever located, to patronize his trade neighbors and to use every legitimate effort to induce these neighbors to deal with him. Of almost equal use and importance is the making of an effort with the non-mercantile buyers in or about his town to confine their purchases to the dealers in that town, himself included, and by so doing to build up and perpetuate that unity of commercial interest which is always essential to the success of any community.

Help your neighbor and he will help you! Reciprocity in business is the keystone of the arch. Remove it, and you destroy the entire fabric. There is, there must be, such an arch in every town or village. You are a part of it, Mr. Dealer. So are your trade neighbors, so are your fellow townsmen. They are, with you, constituent parts of a structure that is held in place by the common bond of self-interest, at once the strongest and weakest trait of human nature. But you and they can make it strong in the present case, and, in so doing, build up what others may seek to destroy.—Stoves and Hardware Reporter.

SEEDLESS FRUITS.

More important probably than eliminating the thorns on trees and bushes is the extermination of objectionable seeds. The seeds of oranges, grapes, apples, pears and similar fruits are no longer absolutely necessary for the production of plants and trees. Nature slowly and grudgingly relinquishes her right to mature seeds—the secret that she has guarded so carefully for perpetuating many of her choicest species. Before horticulture was reduced to a science, most plants depended upon the seeds for their existence, but in these modern days, when budded and grafted stock give more satisfaction than seedlings, they are superfluous to a degree. We might not be able to get along without any seeds, for seedling stock must continue to be raised so long as fruit trees are in demand, but, as all choice stock is budded

or grafted, the seeds of our leading varieties of oranges, lemons, grapes and apples could be easily dispensed with.—Lippincott's.

TEXAS FIGS.

THE fig industry of Texas is developing into a paying industry. The following from The Galveston News' Alvin, Texas, article gives some interesting particulars: "The fig industry is being much discussed at present, as this season has demonstrated the value of the crop, and in a year or two more the output will be large. Notwithstanding the long drouth, considerable money was made on the crop this season and the demand largely exceeded the supply. The fig being a surface rooter, it can be planted between the pear trees and will yield a good crop the second year without materially injuring the growth of the pear trees. Thousands of fig bushes were planted around here last winter, which are now bearing some fruit, and next season will bear heavily. The prices have held up well during the season, averaging \$1.50 per bushel, and the supply not enough for the local demand. The fig can be planted in the fence corners and between the trees in the orchard row, really occupying no land that could be otherwise used and requiring no special cultivation. The magnolia fig has proven the most hardy and surest cropper, being a showy fruit, palatable and ships well. There are a number of varieties planted and giving good returns, but the magnolia is in the lead as yet. This fruit can be crated the same as strawberries and shipped for a long distance in condition. The demand is increasing as they are introduced into distant markets."

Tennessee has probably raised a larger crop of watermelons than ever before—1897 being the record breaker, melons weighing 60 pounds being ordinary size, and the prices are so low that it does not pay to market them.

Liebig's

EXTRACT OF

Beef

SOUTHWICK BRAND

Terms 30 days net.
Cash discount 1 per cent.

Canadian Price List.

2-ounce Jars, solid	- - - -	\$ 3.00 per dozen.
4-ounce Jars, solid	- - - -	5.75 " "
1-pound Jars, solid	- - - -	18.00 " "
5-pound Tins, solid	- - - -	1.20 per lb. net.

Concentrated Liquid.

4-ounce Bottles	- - - -	\$ 3.50 per dozen.
8-ounce Bottles	- - - -	6.50 " "
16-ounce Bottles	- - - -	12.50 " "

Discounts.

6-dozen lots	- - - -	5 per cent. discount.
1 gross 2-ounce, or equivalent (18 lbs.)	- - - -	10 per cent. discount.

Manufactured by SOUTHWICK MANUFACTURING CO., New York.

For sale by **LUCAS, STEELE & BRISTOL** Wholesale Grocers **HAMILTON, ONT.**

Japan Teas

are now interesting the grocers. We have a large range to select from, new lines arriving every day.

See travellers' samples and prices or write us for particulars.

James Turner & Co. - Hamilton

A Live Seller

"REINDEER" BRAND

CONDENSED COFFEE

There is no chance of spoiled coffee.
A child can prepare "Reindeer."
It never fails to please.

CROWN BLEND CEYLON TEA

In
Lead
Packets.

Lbs. and ½ lbs.



has no equal

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

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

Sole Agents
for Canada ...

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

OATMEAL MILLING IN CANADA.

SOME twenty years ago in Ontario the success of a few experienced oatmeal millers caused a sudden and overwhelming rush into the business from outsiders, says The Commercial, of Winnipeg. Flour millers even added oatmeal milling to their trade, and some of the most miserably inadequate plants were laid down only to produce a correspondingly inferior article even for those days. The markets were soon glutted, and competition for the comparatively small demand reduced prices to a ruinous figure.

Most of the new beginners were soon closed out and the ruins of their mills are a monument of their imitative rashness to-day. The experienced remained, though sorely crippled, for experience alone can give the knowledge necessary in the economical production of any article in order to secure a margin of profit on a price that would mean ruin to the inexperienced.

The fact that of some 65 oatmeal mills in Ontario and Quebec only nine are now being profitably run is sufficient proof of the truth of the foregoing. This should be a warning to those men who are now looking with inexperienced and greedy eye on the success of one or two oatmeal millers in this province. Success has its secrets which the uninitiated cannot fathom. We can hardly hope that our warning will be effectual, as men seldom profit by the disastrous experience of others.

As to oatmeal milling in Manitoba, the province has four mills, two of which are running with fair success. Any one of these mills could supply the demands of the province if run its full capacity. Such being the case, where is the demand to come from to permit business for any more enterprises in this direction.

It is announced that three or four flour millers in this province have an idea of adding small oatmeal mills to their establishments. To these men we would offer "Punch's" advice to those about to marry, "don't," for though they could sell their

meal, they could not do it at paying prices, as a small mill takes just as much machinery and attendance as a 200-barrel mill, besides being a most complicated and difficult business to handle successfully. We are credibly informed that so fine are prices of oatmeal cut that it is only by the most perfect management and the keenest eye to economy that a bare profit can be secured, and this with undivided attention.

AN INTERNATIONAL GROCERS' CONFERENCE.

IN the year 1900, says The Grocer's Advocate, the influx of strangers into the French capital will be greater than usual, owing to the fact that the world's fair will be added to the many attractions of the city. It has been suggested that the time and place are suitable for the holding of a grocers' international conference in Paris while the fair is open, and already an attempt has been made to feel the pulse of the grocers in the different countries as to the expediency of such a gathering. Below we print an excerpt from a report of an address on this subject, delivered at the recent conference of the Federation of Grocers of the United Kingdom and published in The Manchester Grocers' Review.

These are some of the questions which occur to one's mind as being subjects which would in all probability be amongst the foremost for discussion at such a conference. There are many other questions dealing with the internal management of our business which might be very profitably discussed, and the various nations would be able to give each other some practical assistance in discussion; but beyond these questions there is a further advantage, which would be derived from the social intercourse which takes place at such a gathering. The policy of isolation we have by this time learned is a bad one, whether for traders as a class or for the individual. If Tennyson is right when he says, "Ground in yonder social mill we

rub each other's angles down," then surely it would be desirable that we who are so insular in our thought and habit should have our ideas broadened by contact with men who dwell in a great continent like America, where it has been said, "Everything is big, everybody is big and lives big." Whether this be true with reference to the American grocery trade I am unable to say, but there is no doubt that there are many things which they with advantage could teach us, whilst perhaps there are one or two things we could teach them, big as they may be, whilst acquaintances would be formed that might be valuable in many ways.

THE SONG OF THE GROCER.

"Oh teas me not," the maiden cried,
"Such things I do despise,
I wish you really would go weigh,
and from your knees would rice."
"I cannot help this coffee said,
For you have chilled me through;
Though you to me have given the sack
No fairer flour e'er grew.
"This soap has slipped away from me,
That I can call you mine;
But if the barrel be removed
Please drop to me a line.
"I'd scale the highest grade for you,
Or grind my way so fine;
Whatever else gets mixed, you'll see
My heart will round you twine.
"I shall not strive you to appeas,
Though this is butter blow,
I still must think what might have been
Had you not said me no."

—Maritime Merchant.

They send no glittering statements out,
When a bank goes to smash in China;
To show 'tis solvent beyond a doubt,
When a bank goes to smash in China;
No pitying tears you see them shed,
But they take a big cheeseknife instead
And amputate the president's head;
And banks never break in China.

—Michigan Tradesman.



BUY THESE GOODS

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



For sale by all leading Wholesale Grocers.

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

LOW PRICES FOR CODFISH.

THE price of our grand staple—the codfish—is at present lower than it has been for many years. Large merchantable codfish is now quoted at \$2.80 per quintal, and the inferior grades are, of course, in proportion. The demand is so slack that there is difficulty in disposing of it even at this low figure. It is possible that as the season advances the price may improve; but at present there are no signs of an increased demand, and the current price may not go beyond the figures quoted. Of course, the fall here is caused by the depression in European markets. We have been losing ground in the markets of Spain, Portugal and Italy for the last ten years, as the following table of exports to these countries, which has been recently compiled, sufficiently proves. The figures show the number of quintals exported from here in the years named:

	Spain.	Portugal.	Italy.
1885.....	92,336	262,084	58,441
1886.....	115,300	370,257	51,529
1887.....	139,535	215,518	30,680
1888.....	123,672	560,520	27,922
1889.....	87,735	367,231	17,822
1890.....	65,574	208,485	21,374
1891.....	96,660	219,129	39,773
1892.....	86,696	198,568	35,394
1893.....	70,841	190,903	27,575
1894.....	29,546	187,335	20,111

What is the cause of this serious decline? Mainly the competition of the French-

caught fish. Aided by bounties, they can afford to sell at a lower price than we. But that is not the whole truth. We have allowed ourselves to be beaten in these markets by sending fish inferior in cure to that of the French. In many instances the cure has been very bad. The French fish is cleaner and presents a more attractive appearance, and consequently sells better. However, we must go a step farther back. Why do not Newfoundland fishermen take greater care in curing their fish and in making it attractive to purchasers? It is not from want of skill. It is owing to the supplying system on which the fisheries have been conducted. The fishermen obtain their supplies on credit at the beginning of the season, and bring in their fish as payment at the close. The supplier has to take the fish, no matter what may be the cure, otherwise he will lose his advances. As a rule, the exporting firms, in a too eager competition with each other, have been in the habit of taking over the fish without much care in "culling." The fishermen find that their fish is taken at the same price whether well or ill-cured. It is no wonder that under such a system the cure of fish has degenerated.

Codfish is at the same price as thirty-seven years ago. But even at this price the fishermen of to-day are much better off than

their predecessors of forty years ago, because food, clothing and all the necessities of life are now from 30 to 50 per cent. cheaper than thirty-seven years since. Take the articles of flour, butter, sugar, tea, these are 40 per cent. cheaper now than forty years ago. Clothing of all kinds is 30 to 40 per cent. cheaper. Luxuries and comforts once beyond the reach of the fishermen are now within their means.

There is another very important consideration favorable to the fishermen of to-day. Thirty years ago the lobster fishery was unknown; now it is worth \$600,000 annually, and the price is steadily rising.—Letter from St. John's, Nfld., in Montreal Gazette.

WHAT DOLLAR WHEAT IS DOING.

The merchant among the farms "is stocking up"; the wholesale dealers are thus compelled to increase their orders; the manufacturers fill their shops with men to fill these orders; the railroads buy more cars and employ more men to move the products and the goods; the men thus employed buy more goods from the local dealers and the local producers of goods sell where they could not sell before. The last named in turn buy more goods, and the ascending scale of purchase and production begins again. This is what dollar wheat means, not only in the wheat belt, but throughout a full half of the country.

Our New Line . . .

"GOOD LUCK" BROOMS

Freight paid on lots of 6 dozen.

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

We are making this week a

SPECIAL OFFER OF SUGARS

SUCH AS _____

- FOUR** grades of Raw Sugars in bags.
- FIVE** grades of Refined Sugar in barrels.
- TWO** grades of "GERMAN" granulated in bags and barrels.
- TWO** grades of "AUSTRIAN" granulated in bags.

Our prices for above are worth inquiring, The above sugars will be found of a great value to wine manufacturers.

Just write for Prices and Samples.

ALWAYS IN STOCK.

"St. Lawrence" ^{AND} "Redpath's" Granulated Sugars

We have just received some "HORSESHOE" Salmon.

LAPORTE, MARTIN & CIE.

Wholesale Grocers

72 to 78 St. Peter Street

. . . MONTREAL

HINTS TO BUYERS.

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

DGUNN, BROS. & CO. report an active trade in hams since the special quotations have been issued. These are good for another week, when stock-taking commences.

The Eby, Blain Co. are showing a fine sample of Grenoble walnuts.

T. Kinnear & Co. have another shipment of Filiatra currants in stock.

Almond paste, for macaroons, etc., is in stock with the Eby, Blain Co.

H. P. Eckardt & Co. now have "Plymouth Rock" gelatine in store.

The Eby, Blain Co. have desirable values in Patna and Japan rice at close figures in lots.

H. P. Eckardt & Co. report a shipment of new-pack "Clover Leaf" salmon just to hand.

"Butter Fly" chop Japan tea is reported by Warren Bros. & Co. to be in good demand.

H. P. Eckardt & Co. report a shipment of No. 1 Labrador herring, in barrels and half-barrels, just to hand.

Robert Greig & Co. have just received a nice line of Craven's English boiled candies in 5-lb. jars.

Fine Filiatra currants, owing to their scarcity, have been moving freely with the Eby, Blain Co., Limited.

"We had our share of the influx of visitors during Exhibition weeks. Buyers were present often at the same time from points at the extreme eastern part of Ontario and the Northwest Territories, and the extent of

the purchases augurs well for the continued improvement in trade," said the Eby, Blain Co.

T. B. Escott & Co. expect shipment of new currants early in October, bought at the lowest point in the market.

McWilliam & Everist have this week received a carload of bananas which, owing to the rush of other fruit, they are selling cheap.

T. B. Escott & Co. have just received a carload of fine grainy raw sugar in bags, which they quote at low prices.

Any dealer who has not yet received a copy of Robert Greig & Co.'s catalogue of grocers' specialties will be supplied on application.

T. B. Escott & Co.: "We have sole control of Jellycon for London district. Please look at our advertisement."

W. H. Gillard & Co. report large sales of Japans to retail at 25 and 40c. There appears to be an increasing demand for these goods.

T. B. Escott & Co.: "We wish to call the attention of the trade to our stock of fruit jars, and can quote low prices."

Warren Bros. & Co. are showing a special line of Young Hyson tea, polished points, which is said to show exceptionally good value.

T. B. Escott & Co. have one or two carloads of lard on hand, bought before the recent advance, which they quote at low figures.

As a result of their exhibit at the Toronto Fair, Robert Greig & Co. have booked extensive orders for "Tryphosa" jelly, "Kola-cafe" and "Crown" extracts.

W. H. Gillard & Co. have just received a large shipment of Rio coffee, comprising some very fine lines. The coffee is in double sacks, and the price is low.

The Eby, Blain Co., Limited, report the arrival of new pack salmon this week, among which is their own registered brand, "Anchor."

H. P. Eckardt & Co. have just received a small shipment of '97-pack "Connoisseur Cluster" and "Ex. Dessert" Malaga table raisins and shelled almonds.

W. H. Gillard & Co. are selling large quantities of Gillard's new pickles and new sauce, a shipment of which they have just received from the makers, Gillard & Co., of London, Eng.

Lytle & Co., Richmond street west, Toronto, are well pleased at the way in which "Sterling" pickles have jumped into favor with the public. Orders for them are being repeated from all parts of the country.

A full assortment of French goods packed by Dandicolle & Gaudin, Limited, Bordeaux, has just been landed by Robert Greig & Co. The shipment consists of peas, mushrooms, haricots, all in glass and tin, sardines, olives, truffles, capers, etc.

Griffin & Shelley's agents in Montreal are offering the trade a new package that bids fair to be very popular. The packages consist of apricots and peaches packed in 1-lb. cartoons, and in addition to the well-known good quality of the fruit the packages themselves are very handsome.

KNOX'S GELATINE CONTESTS.

C. B. Knox, Johnstown, New York, says that grocers can make this promise to their customers: "If you are not satisfied with Knox's gelatine, return it, and I shall refund your money. Also, if you will save the signature sides of the No. 1 box or the fronts of the No. 3, or acidulated box, and mail C. B. Knox 75 of either one of them, or of both, he will send you a 2x2 pocket camera, all complete, free." This promise works in with the grocers' and grocers' clerks' contests.



These goods are giving complete satisfaction to the consumer because the quality is right, and the dealer also is pleased because margins are good.

Have we your order ?

Pure Gold Mfg. Co. Toronto

RETURNED
Oct 5/1917

New Arrivals....

HORSE SHOE SALMON
FINE FILIATRA CURRANTS (cleaned)

Get our quotations on Canned Vegetables.

H. P. ECKARDT & CO.

Wholesale Grocers

TORONTO



BEST IN THE WORLD

This is no idle boast.

10 GOLD MEDALS AWARDED

at the great Pure Food Expositions held in Great Britain attest the accuracy of this statement.

Gillard's New Pickle

... AND ...

Gillard's New Sauce

are of world-wide reputation.

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

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

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

GILLARD & CO. Sole Manufacturers **London, England**



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A UNIFORM PRICE FOR SUGAR.

THERE was an important conference of the leading wholesale grocers of the Dominion at Montreal last Monday. The conference was, of course, strictly private, but THE CANADIAN GROCER has gathered sufficient to know that some very important matters were discussed and a friendly understanding arrived at between the Montreal and Western houses.

The following gentlemen took part in the conference: Messrs. Turner and Gillard, of Hamilton; Elliott and Dillon, of London; Davidson, Blain, Warren, Eckardt, Sloan, Kinnear and Ince, of Toronto, and Chaput, Laporte, C. P. Hebert, A. Hebert, H. F. Hughes, Carter, Brosseau and Quintal, of Montreal.

The chief topic of discussion at the gathering was the method of sale for the great staple, sugar. As pointed out before in these columns, there has been a lot of misunderstanding on this particular subject. Western houses accused Montreal firms of entering their territory and offering sugar below the refiners' price, and threatened retaliation. When the matter was sifted to the bottom, however, it was learned that members of the Montreal Wholesale Guild were not offenders, but parties outside that body.

The primary object of the conference was to discuss the means to be adopted to meet the competition of these people, and though it was not officially stated, it is generally agreed that the conference decided to give the free lances a Roland for their Oliver, and beat them at their own game until the

offenders got tired of their unbusiness-like tactics.

It is understood also that the refiners have been approached with a view to their co-operation. What they, the wholesalers, want the jobbers to do is to allow them at the end of a certain period a rebate of a quarter of a cent per pound, similar to the system in vogue in the United States. This granted, the wholesalers would sell the retailer at the refiners' prices, relying upon the rebate for their profit. It is estimated that this would give the wholesaler a profit of about 6 per cent., taking yellows and granulated together.

Other matters of general interest to the trade were discussed. For instance, the firms represented agreed to sell tobacco 30 days less 1 per cent., and not as some firms have been doing, three months. Dried fruit also is to be sold 30 days, or 10 days less 1 per cent.

Exaggerations may sell goods in the first instance, but they are just as certain to lose customers in the second.

CHINA GREEN TEAS FIRM.

THE market for China green teas occupies a more than usually interesting position.

Advices to hand state that Moyune growths have sold at from 6 to 7 taels above the figures ruling at the opening of the market last year, or equal to about 1c. per pound. Teenkais teas have realized 20 to 25 per cent. more than in 1896. Even Pingsuey teas have sold as high as 34½ taels, which is a quarter of a tael above the maximum figure obtained for Teenkai, which is, of course, a much higher grade tea.

Teamen in China assert that the crop of green tea in that country will be about 10 per cent. less than last year.

The chief factor in bringing about the strength of the market is generally ascribed to the new inspection law of the United States, the tea grower having adopted more careful methods, realizing that a great deal of his product might otherwise be refused entrance to one of his chief markets. This has naturally led to a diminished crop, particularly of the cheaper grades.

NO MORE HUMILIATION.

SIR LOUIS DAVIES, Minister of Marine and Fisheries, stated a few days ago during the course of a speech delivered in Charlottetown, P.E.I., that he "strongly hoped that in the not distant future negotiations would be renewed, probably within the next few months, which might result in much freer trade relations between Canada and the United States."

Canada has always courted closer trade relations with the United States. Our people possess business common sense: They know that the more customers they have the more goods they will sell. But Canadians are in no frame of mind to bow meekly to Uncle Sam for the desideratum. Time and again, to our humiliation, have we done so, only to receive rebuffs instead of reciprocity.

We are just as willing probably as we ever were to do business with the United States. But the desire for business does not demand our humiliation. Humiliation is not business.

Canada has importuned the United States already too many times. The duty of this country is to cease importuning. It is now the turn of the United States to take the initiative. One thing is certain, we shall be only weakening our case if we do so.

The affairs of the United States are controlled by a type of politicians who are actuated by party exigencies and not by business ethics. Such well-known and important publications as The New York Journal of Commerce recognize that the Dominion of Canada is a much more valuable market than that of all the Central and South American countries combined. But the politicians either will not or cannot recognize this. It pays them better to twist the British lion's tail and snub everything British. And as long as these conditions exist it is foolishness, aside altogether from its unmanliness, to ask for bread where we may expect nothing but a stone.

The United States does not supply us with the breath which is necessary to our national existence. The politicians over there think otherwise. And the best course for Canada to pursue is to allow them to learn by experience that greater illusion never had any man.

The people of the United States are keen for business. No people are more so.

By-and-bye, when they realize what certain well known trade journals already do, the barrier now existing will be removed and Canada and the United States will have closer trade relations. Until then we may as well expect the heavens to rain rum as the United States to accord freer trade to Canada. In the meantime, therefore, it is to be hoped no Government of this Dominion will again bring humiliation upon this country.

GLUT IN BANANAS.

The cheapness of peaches and other fruit on the Toronto market has this week caused a perfect glut in bananas. They could hardly be got rid of at any price, and not a few were thrown in the scavenger barrel.

The price for fine large bunches ranged from 35 to 50 cents, and the Italian fruit pedlars could hardly find street purchasers at 5 cents a dozen.

This glut is seemingly not peculiar to the Toronto market, for when the situation of affairs was telegraphed to New York and the importers there were informed that the freight rates could hardly be obtained, another carload was immediately sent forward. The dealers here hardly know what to do with them when they arrive.

This condition is hardly to be wondered at when the quantity of other fruit moved is taken into consideration. One large firm handled about 35,000 baskets last week.

In spite of the great quantity of peaches already on the market, the trees in the Niagara district are still so heavily laden that they are breaking down, and sufficient men to pick the crop cannot be obtained. The cool nights, which prevent the too rapid ripening of the fruit, is alone preventing the going to waste of fruit both under the trees and on the different markets.

WILL SELL DIRECT TO THE TRADE.

A decision of interest to general merchants as well as to dry goods dealers has been arrived at by the Dominion Cotton Co.

The decision is to the effect that hereafter white and grey cottons will be sold to the trade direct, instead of through selling agents, as formerly.

Colored goods or Magog prints will, however, be sold as before.

ANALYSIS OF MUSTARD.

A BULLETIN has been prepared by the laboratory of the Inland Revenue Department which has created more than usual interest in the grocery trade of the Dominion. It relates to mustard. So far the information regarding it comes through the Ottawa correspondent of one of our daily papers, the bulletin not yet having been distributed, and the information thus obtained is both ambiguous and misleading.

Out of 66 samples analyzed only three are alleged to be pure, and of these two were from Keen's and one from Colman's, although other samples of both these firms were found to be adulterated with farinaceous substances. Some manufacturers of mustard are claimed to have adulterated the product to the extent of 50 per cent.

There is no doubt a great deal of mustard on the market which is unduly adulterated in order that it may undersell the product of reputable houses, but it should be remembered that while pure mustard is possible, it is not feasible, and for two reasons: (1) Pure mustard from the best seed would be too powerful to be palatable; and (2) pure mustard without an admixture of farinaceous substances would not keep.

Such world-renowned mustard makers as J. & J. Colman and Keen, Robinson & Co., do not profess to put up a condiment made from mustard seed and nothing else. On every tin of Colman's double superfine is to be found this inscription: "Take Notice, This preparation is an admixture of pure mustard with farina and choice condiments." On that of Keen's this is to be found: "This is an admixture in which no injurious ingredient is used." And both these firms' mustards are made to comply with the British Foods and Drugs Act, whose rigorous character is well-known.

We take these two firms as an example merely because the reputation of their goods is so high.

It is well that the public should be protected. Mustard which contains admixtures, and yet is alleged to be free from foreign substances, should be sold for what it really is, but it is as reprehensible for a public analyst or a newspaper to mislead the public as it is for the manufacturer of a certain condiment to do so.

There are two kinds of adulterations which the law should not brook: (1) When injurious substances are used; (2) when foreign substances, not injurious, are used to deceive or take advantage of the public.

THAT MUSTARD ANALYSIS.

A REPRESENTATIVE of THE CANADIAN GROCER had a chat a few days ago with a couple of mustard men in regard to the recent analysis by the Inland Revenue Department.

Mr. S. H. Ewing, of Ewing & Herron, pointed out that the despatches in question were unjust, inasmuch as they conveyed the impression that the firms named sold the goods for pure mustard. This was not the case. Pure mustard was an almost unknown quantity in the business world, for the very good reason that wheat flour was used in the preparation of all mustards put on the market to preserve them. He did not believe that any spice man in Canada sold mustard as pure. Most of the goods put on the Canadian market contained about 50 per cent. of mustard and the balance of uninjurious articles such as wheat flour. The consumer in Canada wanted this kind of goods, as the pure mustard was too sharp. Besides, in the Canadian climate, pure mustard had to be almost immediately disposed of, or it turned rancid. He was quite willing that the law should compel manufacturers to state expressly on their labels the exact percentage of pure mustard contained in a particular preparation, but objected to being accused of selling goods and representing them as pure when they were doing no such thing.

Frank Magor & Co., who represent Keen's mustard in Canada, said that some time ago, his firm had, at the request of certain customers in Canada, supplied an absolutely pure mustard to them. In a very little while the same people sent in complaints that the goods were turning sour, and he had to take back a large percentage of the shipments. Keen's mustard generally contained 12½ per cent. of foreign matter, such as wheat flour, as a preservative, and this mixture was absolutely necessary in the Canadian climate. But it was sold for what it was, and not for pure mustard, the proportion of foreign matter being clearly stated on the label on each package.

PROBABLE ADVANCE IN BROOMS.

ALTHOUGH wild reports to the effect that broom corn will this year rule \$30 or \$40 per ton higher in the States than last season are in circulation, the market is in a state of too much uncertainty to foretell what quotations will rule on the crop when it reaches the market.

Nearly every fall a scare of somewhat the same nature occurs, and it is generally supposed that it will not receive any more of an advance this season than that required to keep it in sympathy with the rising quotations on other farm produce. That advance, however, will be considerable.

The American Broom and Brush Company have already raised the prices of their brooms 25c. a dozen and whisks \$1.50 per gross. Canadian manufacturers have not as yet followed suit, but if their past actions are to be regarded as a precedent, they will not be long in revising their price lists.

Some United States papers have taken up the cry and attributed the higher quotations to a shortage in the crops, but according to advices received in Toronto, these fears do not seem to be well founded. The crop is short in Kansas and perhaps in Nebraska and the other western states, but that in Illinois is estimated to be much larger than last year. The acreage in this latter state can be inferred to be more extensive this year, for it has been steadily increasing, a few years ago there being only a couple of counties producing this article. Taking the crop as a whole, those who can be relied upon say that the quantity and quality will be fully up to the average.

What is generally regarded as a main cause of this advance is the fact that the farmers, on account of the general high prices of produce, are this year more able to hold their corn and wait for developments. Last year, too, much of the surplus 1895 stock was in the farmers' hands, and they were not able to keep it off the market, as the dealers who have the surplus 1896 stock stowed away are now doing. Although there is always a great quantity of corn in Chicago and other western city storehouses, the hundreds of tons held this year show an increase, and perhaps this is a reason for the present inordinate advance.

The stocks in Canada are small and the likelihood of a drop in quotations is agitat-

ing the minds of the dealers, as purchases will soon have to be made. It is reasonably certain that the price of brooms will be advanced, as corn will at least share in the advance of other products, but the doubt as to whether other influences will be brought to bear on the market makes the situation decidedly interesting.

TORONTO GROCERS' ASSOCIATION.

AN interesting, though rather slimly attended, meeting of the Toronto Retail Grocers' Association was held in St. George's Hall, Elm street, on Monday evening, September 13.

In accordance with the request made at the last meeting, the secretary, Mr. Hawes, presented his financial report. It read as follows: "At the commencement of the present year there were 50 fully-paid-up members. During this year there have been 11 new names added to the membership of the association. At the present date there are 39 members who have paid their dues to the end of the current year; nine members either failed or sold out their businesses during the same period. The financial condition of the association is as follows:

Balance on hand in special fund.....	\$537.83
Balance on hand in general fund.....	03.67
Total to date.....	\$501.50

Messrs. Sykes, Marmion and Kelly, who were appointed as a special committee to interview Mr. J. W. Sanderson, who was hurt in the baseball match at the picnic this summer, presented their report through Mr. Marmion. They had visited Mr. Sanderson and found he was improving nicely.

The association has come to the determination to continue buying goods either from wholesalers or manufacturers whenever an opportunity occurs for obtaining them appreciably cheaper in quantity. It will be remembered that the members of the association lately combined and bought a car of sugar at such a reduction, that on every lot of 20 barrels the saving was \$11.50. As long as this saving can be made, it is proposed to continue to buy sugar by the carload, and the president, secretary, and treasurer were appointed to comprise a Purchasing Committee, to find out what reductions in goods can be obtained by buying in quantities, and to use the funds of the association to purchase the goods where an appreciable saving can be made.

Discussion then ensued over the motion

which Mr. Sykes introduced last meeting to reduce the membership fees from \$2 to \$1. It was contended by most of those present that the association could ill afford to make this reduction, since now the fees were not sufficient to cover the running expenses. Mr. Sykes' contention was that the membership would be doubled, but most of the members did not think so and the motion was withdrawn.

The Purchasing Committee were then instructed to procure a souvenir for each of the members of the baseball team that administered two defeats to the travelers' team and thus won the coveted cup.

A letter from Mr. Ed. Guillet, Cobourg, was read, thanking the association for the resolution passed at last month's meeting recognizing his valuable services in connection with the preparation for the picnic at his town. It was largely due to his influence with his townspeople that the park was secured for the day and that such a welcome was given to the grocers of the Toronto Association. An even heartier reception is promised should the association ever see fit to choose any park at Cobourg as the picnic grounds for another of the annual outings.

THE TOMATO PACK.

The warm weather of the past few weeks has somewhat re-awakened interest in the canned tomato situation.

That the weather is favorable to the ripening process is evident from the fact that tomatoes are coming into the factories in large quantities, while many of the latter are working day and night to take care of them.

The season, however, is about three weeks late, and some of the larger canners assert that unless they are enabled to keep the packing going till October they will be unable to put up their usual quantity.

One thing, however, is certain, the ripening process of the past few weeks has lessened materially the chance of a short pack of tomatoes. The pack in the United States, however, is a short one, and the Canadian market is still being firmly held, although no one appears to be either offering tomatoes or bidding for them.

NEW CALIFORNIA PRUNES.

Samples of new season's California prunes are being shown on the market this week. The quality is good. The skin is exceptionally thin and the flavor fine. Shipments will be here about the middle of October. The market is firm and prices are about 20 per cent. higher than a year ago.

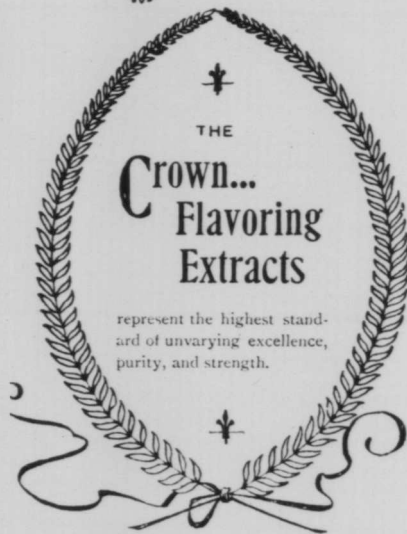


T **O REDUCE** our stock we are offering special inducements to buyers of

Carr's English Biscuits

in case lots, during the balance of September. **This is a snap** and good only for a few days longer.

ROBERT GREIG & CO.



IN ...

Worcester Sauce

you want something, at once

**PURE, PIQUANT
WHOLESOME
APPETISING**

All these qualities are found in **LORIMER'S SAUCE**, in addition to which the **Price is Right**. Try a sample case.

Robert Greig & Co.

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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, Sept. 16, 1897.

GROCERIES.

THE situation as far as the wholesale grocery trade is concerned is much about the same as a week ago. The conditions are, on the whole, healthy, and a nice fall trade is looked for. Payments are fairly good. Shipments of canned salmon are coming forward, and wholesalers are busy filling orders previously booked. Canned vegetables and fruits are naturally quiet. Sugar is in good demand, with the market steady. Valencia raisins are 1s. 6d. dearer in the primary market. Samples of California prunes are being shown this week on the local market, and the shipments will soon arrive. Coffees are meeting with a fair request. Spices generally are higher in the primary markets. There has been a little enquiry for gallon apples for export. New season's Japan teas are arriving, and wholesalers are busy filling orders.

CANNED GOODS.

Shipments of new season's canned salmon have been coming forward freely during the past week and wholesalers are busy filling orders booked for future delivery. A rather better feeling is reported in canned salmon, in sympathy with an improved demand in England. For some of the cheap brands prices have advanced. The favorable tomato weather is being taken advantage of by the packers, who are working night

and day, but, so far, prices are unaffected, as the season is about three weeks late. Naturally, however, the favorable weather has not tended to stiffen prices. Lobsters are still scarce and dear. We quote as follows: Tomatoes, 80 to 85c.; corn, 60 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.10 to \$1.25; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.40 to \$1.80; strawberries, \$1.50 to \$1.80, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$1.75 to \$2.25; apples, 3's, 75 to 95c.; gallons, \$1.40 to \$2; salmon, "Horseshoe," \$1.50; ditto, new season's, to arrive, \$1.25 in 5-case lots and \$1.30 in less quantities; other red salmon, \$1.15 upwards, according to quality and brand; cohoes, 95c. to \$1; canned mackerel, \$1.25 to \$1.30; lobsters, \$2.40 to \$2.50 for tall tins; 1-lb. flats, \$2.70; ½-lb. flats, \$1.60 to \$1.70; Canadian canned beef, 1's, \$1.35 to \$1.40; 2's, \$2.35 to \$2.45; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

Rio coffee is rather firmer in the primary market, about ½c. per lb. more being asked than a week ago. Quite a little coffee has changed hands lately. Jobbers quote green in bags as follows: Rio, 9½ to 13c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½

to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Prices have been advanced ¼c. per lb. during the past week by some of the refineries. The movement is fair. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

A little firmer feeling obtains in regard to New Orleans molasses. We quote as follows: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGARS.

The demand for sugar is good and during the past week appears to have increased rather than decreased. In New York the refiners are holding off, but no change in prices has been made. In London, beets are rather easy. The Canadian market is steady and unchanged. German sugar is reported to be higher. We quote as follows for Toronto: Granulated—St. Lawrence and Redpath's, 4 9-16c. for single barrel lots and 4½c. for 5-barrel lots; Acadia, 4½c. for single barrel lots, and 4 7-16c. for 5-barrel lots; yellows, 3¼ to 4½c. per lb.; Canadian German granulated, in 100-lb. sacks, 4¼c. in single barrels, and 4 5-16c. in 5-bbl. lots. Demerara crystals, 3¾c.



THOROUGH. CLEAN. FAST.

Positively removes every seed.

WE have them. YOU ought to have them.

Walter Woods & Co. - Hamilton.

DRINK :::

::: Chocolate for Breakfast

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



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

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

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

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

Send Back

... ANY ...

"SALADA"

CEYLON TEA

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

AGENCIES . . .

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

P. C. LARKIN & CO.



BRANCHES—

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

SURPRISE SOAP

Best for
Wash Day

Surprise Soap has friends all over, and they are constantly proving their friendship by pointing out its virtues to others.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

SPICES.

Pepper, cloves, cassia, and, in fact, all spices are dearer in the primary markets. The advance in Singapore pepper is due to a short crop and light stocks. We quote: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb. cans; ditto, whole, 11 to 12c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 20c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 13 to 16c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

NUTS.

The feature of the nut market is an advance in Tarragona almonds 1s. per bag of 110 lbs. since last week. The bulk of the business on wholesale account has, however, been done. We quote as follows: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 20 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

New season's Japan rice has been offered in New York for December shipment at prices about 1s. above those ruling last year for similar shipments. We quote: Standard "B," broken lots, 3⅞c.; 1 to 5 sacks, 3¾c., and 5 sacks and over, 3⅝c. per lb.; Japan, 5c.; Patna, 4¾ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½ to 4½c.

TEAS.

Japan teas continue to gather in strength, 16½c. being asked for teas which a couple of weeks ago could have been bought at 15c. per pound. China green teas, according to latest mail advices, are also dearer. Shipments of new season's Japan teas are now arriving freely on the local market, and the wholesalers are rapidly shipping them out again to fill orders previously booked. In Indian and Ceylon teas the market is without special interest. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

The currant market rules firm and

advices from the primary market state that the yield is not as heavy as anticipated. We quote: Provincials, 5¾ to 6c. in bbls.; ditto, half-bbls., 5¾ to 6c.; fine Filiatras, in bbls., 5⅞ to 6c.; do., half-bbls., 5⅞ to 6⅞c.; Patras, 6¾c. in cases; Vostizzas, cases, 7 to 8c.

Valencia raisins are cabled 1-16c. dearer. Locally the conditions are much as before. We quote: Off-stalk, 4 to 5c.; fine off-stalk, 5 to 6c.; selected, 6½ to 7c. layers, 5½ to 6½c.

In Sultana raisins, prices are firm for anything to arrive during the next month, but for shipments to arrive here about Christmas, figures can be shaded about 1c. per pound.

Figs are in much about the same condition as a week ago. We quote spot goods nominally: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 6 to 6½c. in boxes.

California apricots, new season's growth, are now in stock here. We quote California evaporated fruits as follows: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

Samples of new season's California prunes are being shown here this week.

BUTTER AND EGGS

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

J. A. McLEAN,

Successor to GRAHAM, McLEAN & CO.

77 Golborne St. TORONTO.

**"GOLDEN"
HADDIES**

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

Every Can Guaranteed

Packers' **NORTHRUP & CO.**
Agents

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

Write us for price on Canned Clams

The Following Brands
Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE,

DERBY.

BUSINESS OUTLOOK

FIRST-CLASS IN

MANITOBA

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

E. NICHOLSON

124 Princess Street, **Winnipeg, Man.**

Successor to

W. F. Henderson & Co.

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

Eat Fruit in Summer

Your customers will if you

SHOW A NICE DISPLAY

You can get it from

CLEMES BROS. - TORONTO

The quality is excellent and prices about 20 per cent. above those of last year.

We quote as follows: Bosnias, U's (110 to 113 half kilo), 6 to 6 1/2 c.; C's (85 to 90 half kilo), 7 to 7 1/2 c. per lb. California, 90 to 100's, 6 1/2 c. per lb.; 70 to 80's, 7 1/2 c.; 60 to 70's, 7 1/2 to 8c.; 50 to 60's, 8 to 8 1/2 c.; 40 to 50's, 9 1/2 to 10 1/2 c.; 30 to 40's, 12 1/2 to 13c.; "Ruby" prunes, 7 1/2 to 8c.; French, 4 1/2 to 5c.

Dates are quiet. We quote: 5 1/2 to 6c. for Hallowee and 5 to 5 1/4 c. for Kadrowee.

GREEN FRUITS.

There are scarcely any oranges left on this market, and none will arrive till the new crop arrives in November. Lemons are selling readily, and offerings are fair. During most of the summer the trade in bananas has been good. The last couple of weeks, however, they have proved decidedly unsatisfactory. Prices this week ranged from 35 to 60c., and they were difficult to move at even those quotations. The main articles on the market this week were, of course, peaches and plums; some days 10,000 baskets of peaches were handled. The peach this year is rather small owing to the abundant crop. Plums are coming forward plentifully, with the quality good. Grapes are arriving in large quantities. The warm weather of last week ripened a sufficient number to cause some fairly large shipments. Huckleberries have not been coming forward for some days. Dealers have also handled a large number of baskets of plums. The plentiful supply of domestic fruit has completely driven the foreign variety out of the market. We quote as follows: Lemons, \$2.50 to \$3.50 per box. Cocoanuts, \$4.50 a sack and 60c. per doz. Onions, 2 to 2 1/2 c. per lb. for Egyptians. Bananas, \$1 to \$1.50. New cabbage, \$1 to \$1.25 per 100. Watermelons, 20 to 25c.; muskmelons, Canadian, 60c. to \$1 per large crate; cucumbers, 15 to 20c. per 12-quart basket; Canadian tomatoes, 15 to 25c. per basket. Crawford peaches, 40 to 75c. per basket; Canadian apples, \$2 to \$2.50 per barrel and 25 to 30c. per basket; pickling onions, 75c. per basket; Canadian plums, 20 to 40c.; Spanish onions, 85c. to \$1 per case, according to quantity taken. Blue grapes, 25 to 30c. per 10-lb. basket; Niagara grapes, 3 to 4c. a pound; common pears, 15 to 25c. per basket; Bartlett pears, 30 to 40c. per basket. Celery, 25 to 30c. a dozen.

BUTTER AND CHEESE.

BUTTER—There is nothing special to

SITUATION WANTED.

THOROUGH RELIABLE GROCER GONE OUT of retail business is desirous of securing a position on the road; age 35; good address; temperate habits; not afraid of work. Address, Box 2, THE CANADIAN GROCER.

RIVERSIDE CANNING WORKS

Wallaceburg, Ont.

Eagle Brand Tomatoes, Corn and Catsup

THE BEST IN THE MARKET.

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

W. J. BADDER, Prop.

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

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

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

W. H. Seyler & Co.

Brokers and Commission Merchants

Room 100, Board of Trade,

Toronto

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

English, German and French Goods a specialty.

Representing

J. Lewenz & Hauser Bros., London, Eng.—Teas.

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

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

German Gelatine Works, Hoechst am Main, Germany.

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

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

BUTTER
Market bare of good tubs, small pails which are in good demand at from 12 to 14 cents. Ship forward while fresh.

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

G.F. & J.GALT
42 SCOTT ST. TORONTO.

PACKERS OF THE CELEBRATED

BLUE RIBBON TEAS

report this week. The quantity coming forward has been sufficient for requirements. Prices remain steady, especially for the better grades. The export demand for creamery has not been so active and so far as we can learn there is no export demand for dairy. The figures for the export from Montreal, which show a large increase in the export of butter for the season, are somewhat misleading. We understand that probably one-half of the butter reported as shipped from the port of Montreal is United States butter, which has been put through this port in bond. It is generally conceded that there is no increase in the manufacture of Canadian butter this season. This can be well accounted for, as the price of cheese has continued high and the relative values of cheese and butter during the season seem to lead the farmers to think that cheese pays better than butter. Dairy, best quality, sells at 12 to 14c., and medium grade at 9 to 10c. Pound prints are worth 14 to 15c. Creamery, early make, June and July, tubs, 17 to 18c., and prints, 18 to 19c.; later make, tubs, 19 to 20c., and prints, 19 to 19½c.

CHEESE—The market has been exceedingly dull during the week. Buyers and sellers continue apart in their views and very little goods have changed hands. What the outcome will be is difficult to determine. It seems to be a case of "survival of the fittest;" 9½c. is the price generally bid, and factories are holding out for 10c.

SALT.

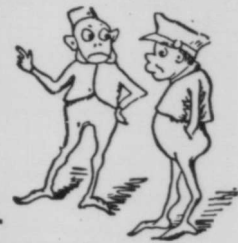
Trade during the past week has improved somewhat, and the fall demand is coming on briskly. Some heavy orders have been received. Quoted at Toronto, carload lots go at \$1 per bbl. and 65c. per sack; less than carload lots, \$1.05 per bbl. and 70c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

FISH.

The supply, which has heretofore been inadequate for the demand, has increased this week. In consequence of this pike dropped ½c. a pound, and prices on trout and whitefish are easier. We quote as follows: Pickerel, 6c. per lb.; pike, 5½c. per lb.; whitefish, 7c.; trout, 6½c.; perch, 3c. per lb., fresh herring, 3½c.

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

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



per lb.; haddies, 7½c. per lb.; Labrador herring, \$3 to \$4 per bbl. and \$2.25 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg.

PROVISIONS.

The past week's trade has been active and steady, with all lines selling at full prices. We understand that there have been some lots of United States long clear bacon and barrel pork coming on the market. There is no speculation going on, but some dealers, finding their decks bare, have been compelled to import to retain their customers. The lower prices prevailing on the other side have allowed them to do this and pay the 2c. per lb. duty. Many dealers think that lard will not tend much higher, for the fall killing will start soon, and the consequent increased supply will be coming on the market.

DRY SALTED MEATS—Long clear bacon, 8¾c. for carload lots, and 9 to 9¼c. per lb. for ton lots and cases; backs, 9½c.

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

LARD—Pure Canadian, tierces, 6¼c.; tubs, 6½ to 6¾c.; pails, 6¾c.

BARREL PORK—Canadian heavy mess, \$14.50 to \$15; Canadian short-cut, \$17; clear shoulder mess, \$13.50.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Prices of wheat have dropped a couple of cents from last week's quotations. We quote: Wheat, No. 1 hard, \$1.10; winter wheat, 91c.; new winter, 90c.; oats, 27½ to 28½c.; peas, 51c.; barley, 24 to 27c.

FLOUR—Although there is no alteration in prices, yet flour is somewhat easier this

week. We quote in carloads on track, Toronto: Manitoba patents, \$5.90; Manitoba strong bakers', \$5.50; Ontario patents, \$4.75 to \$5; straight roller, \$4.50 to \$4.65; Toronto freights.

BREAKFAST FOODS—Trade has picked up considerably lately, and manufacturers are looking for a good fall trade. The demand from the south is likely to be quite heavy. We quote as follows: Standard oatmeal and rolled oats, \$3.30 in bags and \$3.60 in bbls.; rolled wheat, \$2.75 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$3.25; pot barley, \$3.

COUNTRY PRODUCE.

EGGS—Receipts during the week have been liberal, but in many cases not too much so. On the whole, however, the demand has been only moderate, due no doubt to the low price of fruit. There is no change in values, but it is rather difficult to keep decks cleared up, especially of No. 2 stock, as there is a good deal of this grade coming forward from outside exporters. Prices have not changed much. We quote: No. 1, 12½ to 13½c., and No. 2, 9 to 11c.

POTATOES—There has been a visible scarcity in this vegetable during the week and prices have risen considerably. As yet there has been no indication on this market of rot prevalent elsewhere. By the carload potatoes are costing 45 to 50c., and by the bag 65c.

HONEY—About the only business being done in honey is the buying by the commission houses for the fall trade. The consumptive demand is not expected till the fruit season is past. We quote light at: 60-lb. tins, 6 to 6½c.; 5 and 10-lb. tins, 6½ to 7c.; comb, \$1.50 to \$1.75 per dozen.

DRIED APPLES—The fly and worm pests continue to affect a large percentage of the goods coming forward from the different points of the province, and for that reason


**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**



W. B. BAYLEY & CO.
EXPORT BROKERS

48 FRONT ST. E. **Toronto**

CURRANTS "KALAMOS" 

Fine Filiatra—"Cleaned and Stemless."

GRENOBLE WALNUTS Finest—
—Quality

Just received from place of growth.

SALMON  **NEW PACKS**

"Anchor"—The finest in the market.

Our Own **BRAND** Registered.—Every Tin Guaranteed.

Horseshoe—Tall tins.

Special Quotations 

FOR OCTOBER DELIVERY.

NEW VALENCIA RAISINS

NEW MALAGA RAISINS

NEW SULTANA RAISINS

NEW CALIFORNIA RAISINS

NEW CALIFORNIA PRUNES

NEW CURRANTS, Barrels, Half-Barrels,
Cases, Half-Cases.

NEW PEELS, Imported and Domestic.

THE EBY, BLAIN CO. LIMITED

Wholesale Importing and Manufacturing Grocers.

Toronto

not much business is being done. Prices are firm for satisfactory fruit in anticipation of a short crop, but not much stock is being held, and business is dull. Local prices run from 3 to 3½c. f.o.b., and jobbing price ranges about 3½c.

EVAPORATED APPLES—Trade in this line is quiet and featureless. Hardly any goods have been moved this week. Choice stock is nominally worth about 5½c.

HIDES, SKINS AND WOOL.

HIDES—The demand has not been as good as was expected; in fact, trade has been quite dull during the week. Cow-hides: Dealers pay 8½c. for No. 1, 7½c. for No. 2 and 6½c. for No. 3. Steerhides: 60 lbs. and up, 8½c. for No. 1, 7½c. for No. 2 and 6½c. for No. 3.

CALFSKINS—Business is only steady. We quote; No. 1 veal, 8 lbs. and up, 10c. lb.; No. 2, 8c.; Dekins, from 30 to 35c.; culls, 15 to 20c. each.

SHEEPSKINS—We quote: Lambskins and pelts, 65 to 75c.

WOOL—The higher prices looked for in wool have not developed, supposedly because trade was upset by the Exhibition. Business has been rather dull relatively to the expected trade. Neither is the anticipated quantity coming forward nor are the local factories creating an exceedingly heavy demand. Dealers are paying 19 to 20c.

PETROLEUM, ETC.

The demand for fall stocks of illuminating oils is being felt now, but the trade in lubricating oils is the biggest factor in the trade. In the course of a month, however, the heaviest orders for illuminating oils will be arriving. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Valencia raisins are cabled 15. 6d. dearer.

Shipments of "Horseshoe" salmon are arriving.

Tarragona almonds are 15. per bag of 110 lbs. dearer.

Japan tea is about 1½c. per lb. dearer than a couple of weeks ago.

The price of leather advanced about 1½c. within the past week or two.

QUEBEC MARKETS.

MONTREAL, Sept. 17, 1897.

GROCERIES.

THE week has been a fairly brisk one in the general grocery market, and prices generally have a distinctly firm tendency, though buyers seem slow to recognize the fact. This tendency is most noticeable in the case of Japan tea and it is now practically established beyond a doubt

that these will average fully 2c. per pound higher than they did last season. Sugar has contributed a brisk trade and values are firm, while strength is very noticeable in all kinds of dried fruit, both Californian and European, for, with the exception of currants, advanced prices are asked in the case of all new contracts. Molasses and syrups maintain their strength, and the tendency toward general buoyancy is more marked than before.

SUGAR.

The sugar market has been quite active during the past week, and Ontario jobbers

have been unusually large buyers in the current week's operations. Values are steady, and a conference that was held this week between Ontario and Quebec wholesale men has resulted in a more definite understanding regarding the sale of the staple. The standard basis is to be more strictly observed, and pledges have been entered into not to cut prices in each other's territory except in the case of firms outside the guilds, and with them the fight is to be carried on to the bitter end. Cable intelligence lately regarding the raw material has been of a steady character on the whole, and



"I never use Tapioca"

was a common expression among housekeepers before

"MINUTE TAPIOCA"

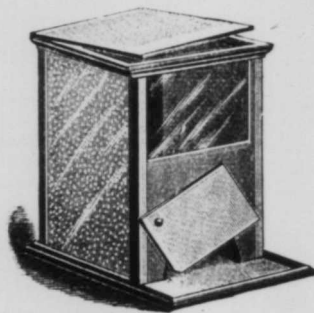
was put on the market. The tedious soaking necessary and the low quality of a great deal of the tapioca sold kept it in the background as a food article.

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

Whitman Grocery Co.

ORANGE, MASS.

Get it of your wholesaler or direct.



MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by

JOHN E. MARSHALL

118 Commercial St., Boston.

D. H. RENNOLDSON, Agent in Montreal.



ENAMELLED MEASURES

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

GOVERNMENT STAMPED



Superior

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

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

FOR SALE

A GROWING BUSINESS

Groceries and Crockeryware

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

COTTAMS SEED.

The only packet bird food in this country that has made for itself an enviable reputation. The only one that others care to imitate. The only one that is put up under six patents, by an experienced fancier, and that can be relied upon to keep birds in health and song. It is the only bird food that will satisfy your customers.

All wholesalers.

DAWSON & CO.

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

FRUIT

Large quantities are now being handled by

MCWILLIAM & EVERIST

WHOLESALE COMMISSION MERCHANTS

25 and 27 Church street,
TORONTO, ONT.

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

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

PURE

LARD

OF THE . .

Best Quality.

Special
Prices
This
Week
Get
Our
Figures.

IN
5 TUB
AND
15 PAIL
LOTS.

F. W. FEARMAN - HAMILTON

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

there are no indications of any change in values in the near future. We quote: Granulated, 4 1/8c. up to 10 barrels, and 4 3-16c. for larger quantities. Yellows range from 3 1/2 to 3 3/4c., and creams, 3 3/8c.

SYRUPS.

The improved demand already noted for syrups continues, and values are firmly held at the advance quoted last week, an active trade passing both from the refiners and second hands. We quote 1 3/4 to 2 1/4c. per pound, as to quality.

MOLASSES.

The strong disposition of this staple is fully maintained, and 23c. has been refused lately for some round lots, whereas 22 1/2c. would have been accepted for the same goods a week or so ago. In fact, still higher prices are looked for, as holders are not urging sales at all, being perfectly satisfied that all the goods on the market will be wanted at full prices. We quote: Barbadoes, 24 to 25c., and Porto Rico, 25 to 27c. in jobbing parcels.

RICE.

The firm feeling in rice reported last week continues, prices being strongly held at the recent advance. We quote: Crystal Japan, \$5; standard B, \$3.50 to \$3.75; Patna, \$5 to \$5.50; Carolina, \$6.75 to \$7.75; choice Burmah, \$4 to \$4.25, and Java kinds, \$4.25 to \$4.50.

SPICES.

Business in spices rules quiet, but values are held steady, while it would cost a considerable advance on ruling figures to lay down fresh supplies here based on current prices outside. We quote: Black pepper, 9 to 10c.; pure white, 11 to 16c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 12 to 14c.; nutmegs, 50 to 90c.

COFFEES.

This market has ruled quiet, demand being chiefly for small lots. We quote: Maracaibo, 16 to 19c.; Santos, 12 to 15c.; Rio, 12 to 16c.; Mocha, 24c., and Java, 25c.

TEAS.

The strength of the tea market is unmistakable, especially for Japan stock, which will certainly be 2c. higher all round than the trade expected, as round lots, which could have been bought at 12 1/2c. a fortnight ago, are difficult to obtain at 14c. today from first hands. In spite of this strength buyers, as a general rule, seem hard

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.
\$2.50 per case; 80c. gallon.
THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

BROCK'S BIRD SEED

is the standard by which all good bird seeds are judged. To say it is equal to "Brock's" is the highest praise that can be bestowed. 1-lb. 1/2-lb. pkts. All wholesalers. See you get it.



NICHOLSON & BROCK - TORONTO

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

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

EGGS AND BUTTER

Strictly fresh eggs are selling at 13 to 14c. Held stock 12c. Choice butter scarce and good prices can be realized. Correspond with

THE WM. RYAN CO. LIMITED

70 and 72 Front St. East. TORONTO

S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,

TORONTO, ONT.

Smoked Hams

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

D. GUNN, BROS. & CO.

Pork Packers and Commission Merchants,
TORONTO, ONT.

HUGH WALKER & SON

Wholesale Commission Merchants

GUELPH, ONT.

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

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

to convince, and the demand lacks snap as a consequence. In a retail distributing way the movement is moderately good. We quote: Young Hysons, 14 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15½ to 21c. for mediums, and 28 to 40c. for high grades; Indians and Ceylons, 17 to 20c. for mediums, and 35 to 65c. for higher grades.

CANNED GOODS.

There has been a fair enquiry for canned goods, and prices are firmly held all round. This is especially so in the case of domestic vegetable staples like tomatoes and corn. We quote as follows: Tomatoes, 80c.; corn, 60 to 80c.; peas, 80c.; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.40 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, 3's, 95c.; gallons, \$1.65 to \$1.75; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.30, in tall tins; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.30; lobsters, \$11 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

DRIED FRUIT.

This week's cables in some instances quoted currants 6d. lower for shipment by the second direct steamer, but as a general thing values are steady. It is understood that considerable contracts have been closed on the first boat, but the terms are kept private, and no offers of stock to arrive are yet noted in this market. For spot prices the range is unchanged. We quote: Barrels, 3¾ to 4c.; half-bbls., 4 to 4¾c., and cases, 4½ to 4¾c., and the stock of old is rapidly being exhausted.

Valencia raisins continue as firm as ever, and buyers who held off expecting lower offers by the second steamer from Denia have been disappointed, as more money is being asked than by the first boat. In fact, bids of 14s. were refused for ordinary off-stalk. Prices for stock on spot are largely nominal at 4¾c. for off-stalk and 5c. for selected. Very few layers are to be had.

Values point still higher on California raisins this week, and now the very lowest quotation at which car lots of 3-crown fruit could be landed in Montreal is 6¾c. With this cost in view, jobbers are naturally firm in their views, and the prospect of still higher prices has led to some extensive orders being closed this week.

California prunes are strong and advancing, also. In fact, advices to hand this

week from the Coast state that 40's and 50's are not to be had at any price, being practically out of the market, and in some orders that have been executed the fruit will cost the importers from 9 to 10c. in carloads laid down in Montreal. This is an advance of 1 to 2c. on previous prices. Cables on French prunes also report firmness, 3d. higher being asked this week. In Bosnia fruit no change is reported.

Advices state that California evaporated apricots are very strong and active on the Coast, with a rising market, owing to the scarcity of peaches, and that they are generally considered to be good stock to hold for higher prices. Evaporated peaches are practically unquotable, as the asking price is too high to be seriously considered.

NUTS.

The market continues without special feature. We quote as follows: Grenoble walnuts, 11 to 12c.; do. shelled, 20c.; Brazils, 11c.; almonds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; pecans, 9 to 10c.; and cocoanuts, \$3.50 to \$3.75 per 100.

DRIED APPLES.

The strength noted in dried and evaporated apples last week is fully maintained, prices on the former being stiff at 3 to 4c. and the latter 6c.

APPLES.

Receipts of these continue light and prices steady at \$2 to \$3 per bbl.

GREEN FRUIT.

The receipts of Canadian green fruit have been enormous lately, running from 5,000 to 20,000 packages per day. As a result they have driven California and other fruit out of the running, trade being almost wholly confined to the domestic article. California fruit has stopped arriving, as many carloads only sold for the bare charges. Bananas are dull and cheap. Quotations to-day are: Peaches 15 to 25c.; plums, 15 to 30c.; pears, 15 to 30c., and grapes, 17 to 25c. per basket; bananas, 40c. to \$1 per bunch and lemons \$2 to \$3 per box.

COUNTRY PRODUCE.

EGGS—There was an improved demand for eggs to-day, and the market was more active with a larger volume of business. The receipts continue liberal, but prices are well maintained at 17 to 18c. for new laid, and at 13½ to 14c. for choice candled stock per dozen.

BEANS—A fair business is doing in beans, and prices are unchanged at 70 to 80c. for primes, and 90c. to \$1 for choice hand picked per bushel.

HONEY—The demand for honey is still slow. White clover comb is offering at 10c. and dark at 7c.; bright extracted at 6½ to 7c., and dark at 4 to 5c. per lb.

PROVISIONS.

The demand for provisions in a jobbing way continues good, and the market is fairly

active and firm. We quote: Canadian pork, \$15 to \$15.50 per bbl.; pure Canadian lard, in pails, at 6¾ to 7¼c., and compound refined at 5¼ to 5½c. per lb.; hams, 12 to 14c., and bacon, 12 to 13c. per lb.

FLOUR AND MEAL.

The flour market was without any new feature to note. We quote: Winter wheat patents, \$5 to \$5.25; straight rollers, \$4.85 to \$5, and in bags, \$2.25 to \$2.35; best Manitoba strong bakers', \$5.50; second do., \$5, and low grades, \$3.15; Hungarian patents, \$5.90.

There was no change in the feed market, the demand being slow. We quote: Manitoba bran at \$11 to \$11.50, and shorts at \$12 to \$12.50 per ton, including bags. Ontario bran, in bulk, is offering at \$10.

The demand for meal is slow and the market is quiet. We quote: Rolled oats, \$3.30 per barrel, \$1.60 per bag; standard meal, \$3.20 per barrel and \$1.55 per bag.

BALED HAY.

A fairly active trade was done in baled hay, and prices are without change. We quote: No. 1, \$11.50 to \$12.50, and No. 2, \$9.50 to \$10.50 per ton in car lots on track.

CHEESE AND BUTTER.

Cheese continues firm, but buyers protest that extreme views held by sellers check the movement, and will, unless the Britishers advance their limits, eventually lead to a slump in prices. However, though factorymen are holding back and buyers complaining of unworkable limits, a fair quantity of business is being done and sufficient purchases made to prevent factorymen from modifying their views. Aside from the dealing in French country cheese at the wharf Monday there was little doing on spot. The offerings of these comprised 4,000 boxes, and they were all sold around 9¾c. with a few pet factories at a fraction more. These figures are ¼ to ½c. more than was paid a week ago, which does not look much like any immediate decline in value. We quote: Finest Ontario cheese, 9¾ to 9¾c.; finest Townships cheese, 9½ to 9¾c.; finest Quebec cheese, 9¾ to 9¾c.

Butter was fairly steady, and most of the current trading is with local jobbers, who are paying full prices here and also bidding good figures in the country, it is understood. This has a sustaining influence on values, and offsets the fact that exporters have not been active operators of late. We quote: Finest creamery, 19½ to 20c.; seconds, 18½c.; dairy butter, 12½ to 13c.

MONTREAL NOTES.

Cables from Bordeaux this week quoted French prunes 3d. higher than they were six days ago.

Daily receipts of fresh fruit have been enormous, ranging from 5,000 to 20,000 packages per day.

California prunes are quoted from 1 to 2c. higher than they were a week ago, and sellers are not anxious to close.

Patras cables state that lower offers are being made on currants for shipment by the

NONSUCH JUBILEE STOVE ENAMEL

The most popular Stove Polish in the Market.

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

FOR SALE by the Wholesale Trade and...

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

The Nonsuch Mfg. Co., Limited, Toronto.



The Club Coffee
Clubmen always want the best. That is how this Coffee gets its name. There are still a few towns unrepresented. Do you want a *good thing*? Write
Ewing, Herron & Co.
Coffee and Spices
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Ask our Travellers to show you our LEADERS in BULK

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TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ♦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

The Best of Vinegar

is none too good for pickling uses.

Lytle's White Wine Vinegar

is the equal of any and superior to most vinegar in the market. Write for quotations to

T. A. LYTLE & CO.

Vinegar Manufacturers, TORONTO

Rio Coffees

Large shipment now arriving ex ss. Trojan Prince.

Exceptionally good selection at low prices.

WARREN BROS. & CO.
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Extra Choice Hams Bacon Pure Lard Mess Pork

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

NEW SEASON'S

Valencia Raisins

ARGUIMBAU'S
SELECTED LAYERS FINE OFF-STALK
SELECTED OFF-STALK

Now in store.

PERKINS, INCE & Co.
TORONTO.

"How to sell Coffee"

... BUY ...

Excelsior Blend

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

Todhunter, Mitchell & Co.
TORONTO

BUY
Ivory Bar Soap

THE BEST MADE

second steamer than by the first this week, figures representing a decline of 6d.

California fresh fruits have been driven out of the market, as car loads have been sold here that hardly paid the charges.

Cables state that sulphur is much higher abroad, and also that there has been a sharp advance in washing soda in Great Britain.

On the basis of offers made this week it will cost an advance of $\frac{1}{4}$ to $\frac{1}{2}$ c. on last week's figures to lay down California raisins in Montreal.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Sept. 17, 1897.

THE week has been quite a busy one. The opening of the Exhibition brought a large number of people to the city. Both the retail and the wholesale trade have felt the benefit. The Exhibition, while not as large as those held in the larger cities of the west, was a success, and all visiting it were well pleased. In many features it was the best ever held here. In general, the markets are well maintained. Stocks tend to be light. Cream of tartar shows quite an advance for the week. Rice also holds firm at the advanced figure. Spices show firmer figures. A feature of the week was the arrival of a large cargo of Porto Rico molasses. It was entirely unexpected, and has created an easier feeling, though the cargo has been well taken up, the market being short on Porto Rico. In tea, the new China and Ceylons are of extra value and better demand is noted than for some time. There is a steady increase in the sale of Ceylons and packet teas here.

OIL—The demand for lubricating oil is small. In burning oil there continues to be an improved business, with great effort being put forth by those who handle Canadian oil as against those who sell American to secure the trade. In linseed oil, markets are higher and stocks light. We quote: Best American burning oil, $17\frac{1}{2}$ to $18\frac{1}{2}$ c.; Canadian water white, 16 to 17c.; Canadian, prime, 14 to 15c.; cod oil, 22 to 24c.

SALT—Stocks, which have been quite low, are again ample, though not large for the season. Some 8,000 sacks of coarse arrived this week and found a ready sale; also upward of 400 fine by way of Boston. Large quantities of Trapani salt is now being bought by the fishermen through Charlotte Co. They buy it in Boston. They prefer it very much to the Turk's Island product. We quote as follows: Coarse, 47 to 50c.; Liverpool factory-filled, 85c. to \$1; Canadian fine, 90c. to \$1 per bag.; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85

to \$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.; rock salt, \$5 to \$6 per ton. hams, 12 to 14c., and bacon, 12 to 13c. per lb.

CANNED GOODS—The market is rather quiet. Our dealers are fairly well supplied if they get their orders filled. The main doubt is with tomatoes, quite a quantity of which were sold here at the lowest prices. Prices are held firm and a good profit is being made. Our dealers could even now sell their corn, peas and tomatoes at a good profit in the west. This season has seen more Canadian canned meat used here than ever, and the demand for it is growing. It is sold about 20c. per doz. below the American article. A much larger business is being done this year in shipping sardines to the west than ever before. This is also a business which is growing. The stock of tomatoes is very light and higher prices are asked. New salmon is shortly expected. We quote as follows: Corn, 70 to 75c.; peas, 80 to 85c.; tomatoes, 95 to \$1; gallon apples, \$1.80 to \$1.85; corned beef, Canadian, \$2.40 to \$2.50; American, 2-lb. tins, \$2.60 to \$2.70; 1-lb tins, \$1.40 to \$1.60; oysters, 2's, \$2.10 to \$2.20; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.75 to \$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.50 to \$2.75; salmon, \$1.25 to \$1.40; lobsters, \$2.50 to \$2.60; haddies, \$1.15 to \$1.25; clams, \$5 for 4 doz; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$6 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—The supply of Canadian fruit has been large and low prices have ruled. Pears find large sale and are of good quality. The amount of Canadian fruit has very much affected the sale of California peaches and grapes. In plums large quantities of Canadian are to hand and of good quality. The few Nova Scotias which have been received have brought but low figures. It is perhaps as well the crop is short. In apples there are plenty of soft stock being received. Sweet potatoes have fair sale. We quote: Rhodi oranges, \$5 per box; lemons, \$4.50 to \$5; case lemons, \$6 to \$7; bananas, \$1.50 to \$2; new apples, \$1.50 to \$2.50 per bbl.; California peaches, \$1 to \$1.25; California plums, \$1 to \$1.25; California pears, \$2 to \$2.50; melons, 35 to 40c.; cucumbers, \$1.25 per bbl.; grapes, 40 to 60c. per basket; pears, \$2 to \$4 per bbl.; California grapes, \$2 to \$2.60; plums, Canadian, 50 to 75c.

DRIED FRUIT—There are a few new Valencia layers to hand from New York, and direct shipments are daily expected. It was thought they would have been here before. Stocks of Valencias bought are not large. A few bought before the advance show fair profit. Some small orders are still going

forward. Our dealers have not yet bought California raisins, and from the outlook it would seem they have done right, as movement is toward lower prices. At fair figures a good trade will be done here. Seeded raisins are being pushed this year, but prices are rather high. All kinds of California dried and evaporated fruits are offered in 1-lb. cartoons. In currants, prices tend higher. Onions are rather lower as Canadian onions are now coming on the market. In evaporated and dried apples prices tend higher, with light stocks, particularly the former. Prunes and dates quiet. We quote as follows: Raisins, Valencias, old, $5\frac{1}{4}$ to 6c.; California L. M. 3-crown, 7 to $7\frac{1}{4}$ c.; London layers, \$1.75 to \$2; currants, cases, $5\frac{3}{4}$ to 6c.; bbls., $5\frac{1}{4}$ to $5\frac{1}{2}$ c.; cartoons, cleaned, $7\frac{3}{4}$ to 8c.; bulk, cleaned, $6\frac{1}{2}$ to 7c., prunes, boxes, 5 to 10c.; dates, $4\frac{1}{2}$ to 5c.; dried apples $3\frac{1}{2}$ to 4c.; evaporated apples; 6 to $6\frac{1}{2}$ c.; onions, \$2.50 to \$3 per bbl.; coconuts, \$2.50 to \$3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, $7\frac{1}{2}$ to 9c.; Valencias, layers, old, 6 to 7c.; Malaga loose muscatels, 6 to $6\frac{1}{2}$ c.; 4-crown L. M. Californias, $7\frac{3}{4}$ to 8c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.; new Valencias, about $6\frac{1}{2}$ to 7c.; do. layers, 7 to $7\frac{1}{2}$ c.

SUGAR—There is a good demand, and refineries find improved sale, particularly in yellows, stocks of which are light. Prices show no change. We quote: Granulated, $4\frac{1}{4}$ to $4\frac{3}{8}$ c.; yellows, $3\frac{3}{8}$ to $3\frac{3}{4}$ c.; Paris lump, $5\frac{1}{4}$ to $5\frac{1}{2}$ c.; powdered, 5 to $5\frac{1}{4}$ c.

MOLASSES—The market got quite a surprise this week. A cargo of upward of one thousand packages landed here from Porto Rico. It was altogether unexpected. As the stock of Porto Rico was short it will

The **QUEEN CITY OIL CO., Ltd.**
SAMUEL ROGERS, President. TORONTO, ONT.
Importers of the very finest PRATT'S ASTRAL and

WATER WHITE AMERICAN OIL

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

OTHER FIRMS

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

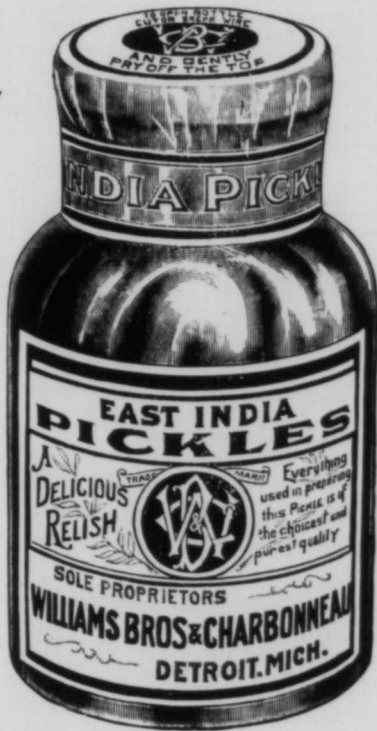
Sold retail in 10c. packages, and 15 and 20c. pots, allowing 30 per cent. profit to the Grocer.

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EAST INDIA PICKLES

**PIQUANT
APPETIZING
DELICIOUS**

There are none other so nice.

Ask your wholesaler.

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



Every one makes mistakes sometimes ; never in buying Heinz's Baked Beans—Grocers should push them.

Other Popular Specialties

**SWEET PICKLES
INDIA RELISH**

**TOMATO CHUTNEY
TOMATO KETCHUP
ETC.**

For sale by

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H. P. Eckardt & Co., Toronto.

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

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



not affect the price, but the upward tendency will be checked. Barbadoes is still offered low. We quote: Barbadoes, 23 to 24c.; Porto Rico, 27 to 30c.; New Orleans, barrels, 25 to 28c.; Antigua, 22 to 23c.; syrup, 36 to 38c.; St. Croix, 20 to 22c.; Demerara, 33 to 34c.

FISH—There is little new. The advance in pickled herring is the chief feature. The market is firm in Grand Manan fish, and there are no eastern shore fish arriving. Dry cod keep firm, with fair supply. Smoked fish is still dull. Shad are in fair supply; some very nice ones in the market, which bring full prices. Boneless, which have improved sale, tend higher. We quote: Large cod, \$3.15 to \$3.25; medium, \$3 to \$3.10; pollock, \$1.25 to \$1.30; bay herring, \$1.50 to \$1.60 per half-bbl.; smoked, new, 6 to 7c.; shad, half-bbl., \$4.50 to \$5; boneless, 2½ to 4c.; cod, 6 to 6½c.

DAIRY PRODUCE—Eggs keep quite scarce, and higher prices are asked. In cheese the market here moves up slowly, but stocks are light and through the country the factories are selling for export. Stock here is likely to be short and prices are likely to go higher. There is but fair local demand. Butter is dull and plentiful. Where quality is good there is fair movement, but otherwise it is a drug. We quote: Dairy butter, 15 to 17c.; creamery, 17 to 18c.; prints, 18 to 20c.; cheese, 9½ to 10c.; eggs, 12 to 13c.

PROVISIONS—The whole market tends higher, except it be hams. The Canadian curers have had to lower prices to meet

American competition, but a further advance is looked for. Lard shows a good ½c. advance, and higher prices are looked for. Mess pork is scarce. Market is largely supplied at present from P.E. Island. We quote: Clear pork, \$14.50 to \$15.50; mess, \$13 to \$14; plate beef, \$14 to \$14.50; hams, 13 to 13½c.; rolls, 9½ to 10c.; pure lard, 7 to 7½c.; compound, 6¼ to 6½c.

FLOUR, FEED AND MEAL—Our dealers are not as well supplied with flour as they should have been. The advance came quicker than expected, and they did not have confidence to buy at the advanced prices, though they continue to climb, particularly Ontario flour. In oatmeal the figures move upward, as do oats. Beans are firm at the advance, with fair stocks. Barley is quite a little higher, and is not freely offered. Split peas are hard to get. We quote as follows: Manitoba flour, \$6.25 to \$6.35; best Ontario, \$5.40 to \$5.50; medium, \$5.25 to \$5.35; oatmeal, \$3.65 to \$3.75; cornmeal, \$2.20 to \$2.25; mid dlings, car lots, in bulk, \$15 to \$16; bran, do, do, \$13.50 to \$14.50; hand-picked beans, \$1.20 to \$1.25; prime, \$1 to \$1.10; oats, 34 to 36c.; hay, \$12 to \$13; barley, \$3.10 to \$3.20; round peas, \$1.25; split peas, \$3.25 to \$3.30; yellow eye beans, \$1.75; timothy seed, Canadian, \$2 to \$2.25; do. do., American, \$1.75 to \$2; clover, 8¼ to 9c.; alsike, 8½ to 9c.

"We have bargains in sugars this week," write Laporte, Martin & Cie.

"'Horseshoe' salmon is now in stock, and we have begun to fill our orders," say Laporte, Martin & Cie.

TO PUSH TRADE IN CANADA.

MR. H. V. ROBINSON, representing Brand & Co., manufacturers of invalids' specialties, etc., London, Eng., is making a tour of Canada in the interests of his firm. Mr. Robinson was in Toronto this week and reported having done a nice business. His expectations for the Canadian market are high.

Brand & Co.'s sauces, essences of beef, etc., have an extensive sale in Great Britain, and an effort is being made to push them more vigorously in Canada. One of the firm's specialties is a meat lozenge. It has the consistency of a gelatine drop and the flavor of beef tea.

"Two days before the Jubilee," remarked Mr. Robinson, "Our firm advertised these lozenges, and the sale was so great that the firm was unable to supply the demand." It takes about two weeks for these lozenges to dry.

This is Mr. Robinson's first visit to Canada and he reports himself highly pleased with what he has seen of the country.

PERSONAL MENTION.

Mr. G. E. Geoffrion, of Chaput, Fils et Cie., Montreal, was in Toronto this week.

Mr. P. C. Larkin, of the Salada Tea Co., is visiting the various branches of the company in the United States.

Laporte, Martin & Cie. have completed their assortment of ports and sherries and expect a large demand at the price they offer them.

SULTANA RAISINS AND FIGS.

MR. FRANCIS A. SOLARI, of Smyrna, under date of August 20th, writes THE CANADIAN GROCER as follows:

"During my last visit in Canada I had the opportunity of calling at your offices in Toronto, where I had the honor of meeting one of the representatives of your valuable journal.

"I remember giving at the time some information regarding our Sultana raisin crop, which information, I was pleased to notice, was published in the following issue of THE CANADIAN GROCER.

"Referring you to this article you will notice that at that time, weather reports being favorable in Smyrna, we all hoped for a fine and large crop that would sell at moderate prices. Unfortunately, the situation has completely altered since. Heavy rains came on during June, closely followed up by excessive warm weather, the combination proving most disastrous to the crop. A sort of disease originated, believed to be the peronospora, which has attacked the vines, causing a large portion of the fruit to drop from the trees. Thus, several of the largest producing and best districts, such as Magnesia, Vourla, Nymphio, etc., had their average yield considerably reduced.

"Prospects previous to damage to the crop were for a total crop of about 43,000 tons, as against 37,000 for last season; but now it can almost be ascertained that the total yield will in no case exceed 30,000 to 33,000 tons.

"We know by past experience that this quantity, say 33,000 tons, of Sultanas is not sufficient to supply the wants of European and American markets.

"Last year the crop was below the average, and a large portion of it being rain damaged, prices were maintained high all through the season. It is further reported from all quarters that dealers, both in Europe and America, are bare of old stocks, this meaning an active demand for new fruit during this season, and also higher prices.

"Since our market opened here some 500 tons of fruit have arrived, mostly from the Kastro district (being the earlier to produce), and although the quality of it was as usual thin and dark, it found ready purchasers that paid from 29s. to 33s. f.o.b., whilst last season prices for the same grade ranged from 17s. to 24s. f.o.b. Smyrna; this illustrating an enormous difference of 10s. to 12s. more for this season's fruit.

"A few parcels of Magnesia and Yerli fruit lately arrived realized up to 37s. f.o.b. Smyrna. This difference in price for the two last denominations is explained by the

fact of this fruit keeping better and for a longer period, both its substance and color, which is bright, whilst the early producing districts do not keep well and soon turn dark.

"I give you these facts thinking they may interest your readers, and especially a good many of those interested in this matter who, I dare say, have never had an opportunity of getting acquainted with such peculiarities.

"Arrivals are very slow; at least they are not what they should be at this period of the season, and this fact causes competition amongst buyers who are anxious to secure some fruit, especially since the first steamer, the Pavia, arrived in Liverpool with about 3,000 boxes, which sold at a profit of fully 2 to 3s. per cwt.

"We are not, therefore, given to hope for a decline in prices in the near future, whilst the present demand lasts, and is likely to last for a good time to come.

"At the same time I must state that

weather reports are not at all favorable. Small showers are reported at intervals from several districts since last fortnight, and as we are approaching the thick of the drying season this unsettled weather is a standing menace to our crops.

"Figs—In regard to these, the outlook is favorable. Northerly winds prevailing of late have hastened the development of the fruit, which is expected to turn out fine and substantial. The crop will be an average one—from 70,000 to 75,000 loads, as against 72,000 loads in 1896. First new fruit is expected for to-day. Prices will rule to the level of those of last season.

GROCERS AND BICYCLES.

Have you ever considered how many bicycles the grocers pay for indirectly? One of the members of the association was almost knocked into eternity a short time ago by one of these fiends of the road, and after picking himself up and feeling if he was all there, he discovered that the wheelman was

Buy Concentrated VINEGAR

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

Awarded Three Gold Medals.

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

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

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

GRAPE WINE VINEGAR CO.

25 Front St. West

Sole Manufacturers.

TORONTO



HELLO!!! YES,

Certainly we sell

"WHITE MOSS"
COCOANUT

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

Manufactured ONLY by...

Canadian Cocoanut Co.
(J. Albert McLean, Prop.)

MONTREAL

ANTOINE SOLARI

HEAD OFFICES:

GRAND VEZIR HAN, - - SMYRNA

Importer and Exporter of

**DRIED FRUIT, SMYRNA FIGS and
SULTANA RAISINS. . . .**

All orders executed at lowest prices.

Agent for Toronto:

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34 Yonge Street, TORONTO



“SEAL BRAND”

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

MONTREAL
BOSTON
CHICAGO

CHASE & SANBORN

one of his choicest “dead beats.” Naturally the grocer felt very much hurt from the tumble, and many things went through his mind as he grasped the situation—Words not found collectively in the Bible. But what was to be done? The wheel was somewhat injured in the collision, and unless he kept mum it was more than likely he would be called upon to pay for the damages to the wheel which he had once paid for, and other imaginary injuries. Time was when the trolley car was looked upon as a veritable demon of the streets, but the bicycle discounts the trolley. Evidently it has come to stay, and we will have to grin and bear it. But something should be done to stop this monopolizing the main streets for the almost exclusive use of wheelmen. It is a rule that no one under 15 years of age shall drive a wagon. Such being the case, why isn't a child on a wheel and under that age amenable to the law just the same as the regular driver of a wagon? Isn't the child under these conditions a “driver” in as full a sense as one driving a horse? I am not opposed to children enjoying themselves, but since so many accidents happen by children riding wheels recklessly on the same ground where wagons, etc., are driven, it is time that something is done to check that part of it at least.—*Merchants' Review.*

VALUE OF ECONOMY.

Our people realize, as never before, the value of economy, remarks *Mercantile Journal*. The hard times of the last five years have been an object-lesson on this subject that should never be forgotten. People who save nothing from their wages must expect to suffer when wages cease.

A valuable lesson in economy comes from Belgium. Some time ago the children in one of the public schools in Brussels were requested by their teachers to gather up all the waste and apparently useless articles that they could find, on their way to and from school and to deliver them to their respective teachers.

For eight months the work of collection went on. Such objects as tin foil, tin cans, paint tubes, bottle capsules and refuse metal were especially looked after. The result was astonishing. Nineteen hundred and twenty-five pounds of tin foil rewarded the children's efforts, together with 1,200 pounds of metal scraps, 4,400 pounds of bottle capsules and old paint tubes that in the aggregate weighed 220 pounds.

But it was when the articles were disposed of and the money applied to useful objects that the full force of this economy was manifest. The proceeds completely clothed 500 poor children, and sent 90 invalid chil-

dren to recuperation colonies, and there was a goodly balance left to be distributed among the sick poor of the city.

MONTREAL GROCERS' OFFICERS.

The annual meeting of the Montreal Grocers' Association was held in the Monument National on Thursday, September 9. The attendance was somewhat below the average, and, after the usual routine business had been transacted, the election of officers for the ensuing year was proceeded with.

Mr. Jno. Scanlon, who for the past year has held the office of 1st vice-president, was elected president by acclamation. The other officers elected were Messrs. J. O. Levesque, 1st vice-president; Ald. R. Turner, 2nd vice-president; V. Raby, hon. secretary; J. P. Dixon, treasurer; Peter Gannon, acting secretary; directors—Messrs. S. D. Vallieres, J. B. Deschamps, P. Daoust, P. O'Brien, A. B. Hall, J. E. Manning; auditors—Messrs. S. D. Vallieres and P. O'Brien.

In accordance with their usual custom, the association then voted the sum of \$25 each to the Montreal General Hospital and to Notre Dame Hospital.

The new lager beer brewing firm of McCormick & Johnston, London, have their new brewery almost completed. They expect to have the first batch of beer in their new quarters out in a few weeks.

MANITOBA MARKETS

WINNIPEG, Sept. 16, 1897.

THE wheat trade is now getting into swing, and by next week will be in full blast. Not much wheat is being sold as yet in the country; the amounts being threshed are being stored. Prices ranged from 78 to 82c. per bushel at the country points during the past week. The sample is good, but the wheat is not threshing out quite as high an average as expected. Grades have not yet been struck. Business of all kinds is good. The fruit market is active at present, and this is likely to continue. The first shipment of Ontario grapes will reach here about the 25th. Crab apples will be scarce this year. Another carload from Montana and Washington is coming in this week.

GREEN FRUIT—Peaches, \$1.40 and \$1.25 per crate, according to quality; plums about the same price; crab apples, \$2.50 for 50-lb. boxes; pears, \$2 and \$1.85 per 40 lbs., according to quality; apples, southern fruit, \$3.75 to \$4.25 per bbl.; California grapes, Tokay, \$3; muscats, \$2.50 per crate; Southern Concord, 45 to 50c. for 10-lb. baskets. Oranges are out of the market.

BUTTER—Dairy is in little better demand, and considerable is held here by two or three firms. Round lots were purchased last week at 13c. In creamery there is very little in the country at present, as the season will soon close. The price is higher, the general figure last week being 19c., and it is doubtful if any can be bought this week for that price.

CANNED GOODS—In all lines canned

goods are very firm. Eastern houses are offering new pack of tomatoes at 75 to 80c. per dozen, corn at 50 to 55c., and peas at 70c. Strawberries are worth about \$3.25 per case, and raspberries, \$2.85 to \$3.

EVAPORATED FRUITS—Apricots are now worth 11c. here, peaches 12c.

DRIED FRUITS—The first shipment of raisins proved to be in excellent condition, and sold for \$1.90 per box for fine off-stalk. Layer raisins have not yet appeared on this market. Quotations for currants have not been satisfactory, and buyers have only secured small quantities, hoping for an improvement. It now looks as if this policy had been unwise, as the price appears to be ascending rather than descending.

RICE—Market firm. China rice, 4½c., and Japan not to be obtained.

**THERE'S NO BETTER MILK**

than **OWL BRAND CONDENSED MILK** for Tea, Coffee, Cocoa or general household purposes. It is always the same and of course always reliable. Pure full cream milk from cows grazed on the best pasture lands in Canada. Test a sample. All wholesalers can supply you.


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

SPECIAL LINESFor the Connoisseurs . . .**THE CELEBRATED SCOTCH WHISKEY****"DUKE OF CAMBRIDGE"**

The Finest Old Whiskey distilled.

The Choicest Sardines . . .**"P. LINEC"****"FISHING CLUB"**

Cooked in Pure Olive Oil.

Just arrived—2 Cars of New SalmonOne **"HORSESHOE"**One **OUR OWN** 

Ask for our Prices. We are Leaders.

L. CHAPUT, FILS & CIE.**MONTREAL**

A VALUABLE INFORMATION

In response to an enquiry for a further quantity of

1,000 Half-Chests Japan Tea

our correspondents in Japan advise their agents, under date 6th Sept., as follows :

“ We are in receipt of your wire of this a.m., and would say that the markets in Japan are in such shape that it is doubtful if our firm could secure ‘500’ HALF-CHESTS OF TEA under 14 to 15c., and if anything is offering cheap in Canada, Messrs. Hudon, Hebert & Cie. had better secure it. THEIR IMPORTATIONS THROUGH US WOULD COST EASILY 2c. MORE NOW.”

Whilst regretting that we cannot procure this further quantity of 1,000 Half-Chests, our importations have been large, have been made at the very lowest point of the market, and we offer these Teas now arriving at **our usual advance upon the cost**, not upon the basis of to-day's advanced market.

HUDON, HEBERT & CIE.

Wholesale Importers and
Wine Merchants

....*MONTREAL*

**FOUND
AT
LAST**

THE ...

"PRAESERVO"

CASE

A
Perfect Cabinet
for

No shrinkage
No drying up
No loss in weight

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

Fruit kept
Moist and Fresh
always.



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

Write us for Descriptive Catalogue.

ARTHUR P. TIPPET & CO., MONTREAL

TOBACCO IN A GROCERY.

A LONDON grocers' paper advises the grocers to keep tobacco, and gives the following reasons for it:

"Nothing is more easy or compact to stock, and, given a dry place, the herb keeps well in its tinfoil or metal covering, and it is impossible for it to affect in any way the edible wares in whose company it finds itself.

"This general plan on the part of the manufacturers of putting their tobaccos up in tasteful packages of from one ounce to half a pound in weight has revolutionized the tobacco trade. The majority of smokers purchase nothing else, and if the prices are very much cut, as undoubtedly they are, nevertheless the husband's weekly supply of tobacco is as regular a purchase as the housewife's tea.

"It may be argued that the names of the proprietary tobaccos is legion, and that it would be difficult for a grocer to add such a long list of tins and packages to his ordinary stock. It is certainly true that there is a bewildering array of packed tobaccos on the market, but nevertheless it is equally certain that a few manufacturers have the pull of the trade, and that the large propor-

tion of smokers keep to a few well-known brands. The grocer will find, in fact, that a few particular sorts are repeatedly asked for in his district, to the exclusion of all others. It is extraordinary how tastes in tobacco agree in a neighborhood.

"The true enjoyment of tobacco is in puffing the weed with a friend, and this sociability of the 'vice' probably influences each man in the choice of his tobacco by the opinion of his friend. However that may be, we could name a coterie of smokers in a little village not far from London, among whom most certainly not more than half a dozen tobaccos are customarily smoked. There is no reason, therefore, why tobacco should not be a standing order at the grocer's, to be regularly delivered with the week's supply of necessaries.

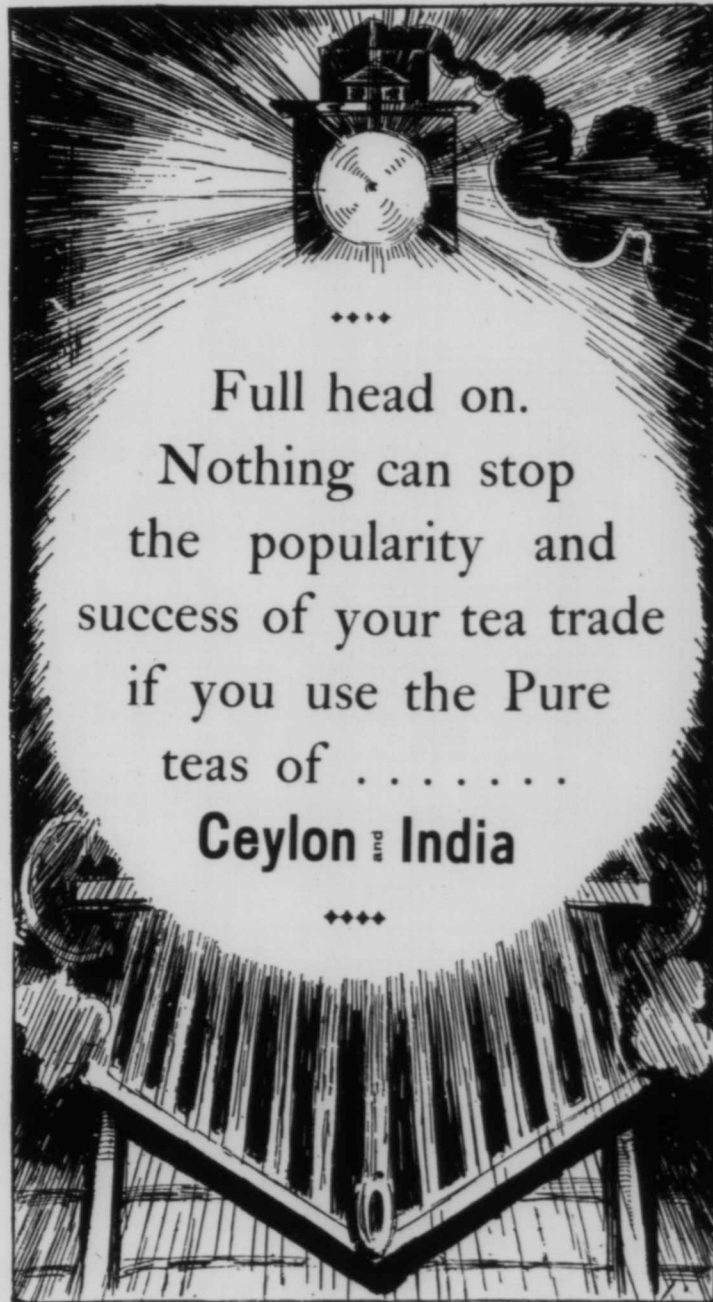
"The influence of the personal equation, of course, comes in in getting the business in the first instance, but in many cases it only needs asking for. Man is a creature of habit, and if the grocer once secures a tobacco customer there is little difficulty in keeping him."

As The Retail Grocers' Advocate says: It hardly applies to the metropolitan grocers here. Most men buy their tobacco them-

selves, and the ladies who patronize the grocery stores would hardly buy much tobacco for their husbands. The latter are more inclined to patronize cigar stores.

PORK PACKING IN MANITOBA.

That there is a great future in pork packing in Canada is daily being more generally believed. This year so many new channels of trade have opened up for prime hog products and the appreciation of Canadian hams and bacon has become so great that Canadians were unable to supply the demand. It is expected, however, that the supply will be much increased next year, and Manitoba will not give the least increase in the supply. As a proof of this contention is the fact that J. Y. Griffin & Co., of Winnipeg, are expending \$50,000 in increasing their capacity and inaugurating an almost entirely new plant. When the establishment is completed this firm hopes to be able to handle all the hogs that the Manitoba farmers can produce, and to make Winnipeg a great packing centre. The work is to be begun this fall and will be completed next spring. New engines, new boilers and a system of mechanical refrigeration are being put in. When finished it will be the third largest building of its kind in Canada.



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BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOSEPH LACASSE, general merchant, St. Hermas, Que., has assigned to Lamarche & Benoit.

F. G. Morris, grocer and baker, Halifax, has assigned.

Jules Parent, general merchant, Beauport, Que., has assigned.

Alfred Duchene, general merchant, Roberval, Que., has assigned.

O. Themens, grocer, Montreal, has assigned to Gagnon & Caron.

L. Hoppins, late grocer, Deseronto, Ont., has assigned to G. E. Deroche.

George Audet, general merchant, Les Eboulements, Que., has assigned.

W. T. Costigan & Co., tea commissioners, Montreal, have assigned.

James Cameron, general merchant, Springhill, N. S., has assigned.

The Slocan News Co., Sandon, B.C., deny being in financial difficulties.

R. G. Crawford, grocer, Fort Erie, Ont., has assigned to Benjamin F. Matthews.

Hessian & Devine, wholesale and retail fruiterers, Halifax, are offering to compromise.

Joseph Major, general merchant, Orleans, Ont., is offering to compromise at 45c. on the dollar.

Zeete Brandon, grocer, Sault Ste. Marie, Ont., has assigned to H. J. Moorehouse, Sault Ste. Marie.

H. Girard, general merchant, Lacolle, Que., is offering to compromise at 50c. on the dollar, cash.

PARTNERSHIPS FORMED AND DISSOLVED.

Gravel Freres, grocers, Montreal, have dissolved partnership.

Bergeron & Frechette, manufacturers of cheese, St. Antoine de Tilly, Que., have dissolved.

Hubert Bernard and Marie E. Blouin have formed a partnership in Quebec to trade as grocers under the style of H. Bernard & Co.

Eusebe Tardif and L. O. Tardif have formed a partnership in Levis, Que., to trade as general merchants under the style of E. Tardif & Fils.

Aaron G. Clough and Leon L. Clough have formed a partnership in Ayers' Falls, Que., to trade as general merchants under the style Clough Bros.

Wm. H. Forsyth and A. Claude Thomas have formed a partnership in Montreal to trade as commission merchants under the style of Forsyth & Thomas.

Benjamin Schwartz and Mrs. Levi Taule have formed a partnership in St. Casimir, Que., to trade as general merchants under the style of B. Schwartz & Co.

Felix Arthur Langlois, Mendoza Langlois and Emery Cleophas Savignac have formed

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

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

They will win you trade.

Consumers want them.

You can sell them and make money.

a partnership in Montreal to trade in grain, flour, etc., under the style of F. A. Langlois & Co.

J. Leblanc has ceased doing his wholesale coffee and spice business alone. Under the style of Marotte, Leblanc & Co., Samuel Marotte has been admitted as partner.

N. Quintal & Fils, wholesale grocers and liquor merchants, Montreal, have dissolved. A new firm has been registered, composed of Joseph Edmond Quintal, Alfred Marien, and Charles J. M. C. Havard.

Arthur Boisseau and Achille Roberge have formed a partnership in St. Henri de Montreal to do a flour and grain business under the style of Boisseau & Roberge.

SALES MADE AND PENDING.

Wm. Tigh, Leskard, Ont., is advertising his general business for sale.

The assets of estate of P. Huot, grocer, Quebec, were sold on the 20th.

The assets of James O'Shaughnessy, grocer, Montreal, have been sold.

The assets of Alphonse Chouinard, grocer, Quebec, were sold on the 14th inst.

Gedeon Dufour, Les Eboulements, Que., has sold his stock at 40 cents on the dollar.

The stock of J. O. Clermont, grocer, Montreal, has been sold at 60c. on the dollar.

The grocery stock, etc., of Kearney & McCrackin, Brussels, Ont., is advertised for sale.

The stock of P. G. Miller, grocer, St. Felix de Valois, Que., were sold at 40c. on the dollar.

The assets of C. Berger & Co, groceries and provisions, Montreal, were sold at auction on the 16th inst.

CHANGES.

H. Aldous, Lorlie, N.W.T., is opening out a general business.

Dewar Bros., grocers, Milltown, N.B., have opened out in business.

W. A. Mabee, grocer, Port Rowan, Ont., has been succeeded by James Hutchison.

J. G. Rosborough, tea and chinaware merchant, Halifax, has opened out in business.

A. O. Bilodeau, general merchant, Kingsley Falls, Que., has removed to Windsor Mills.

Love & Tyron, general merchants, Grenfell, N.W.T., have sold out to B. Frank, Pheasant Forks.

F. Cloutier, Winnipeg, has sold his grocery business to H. L. Chabot.

F. Germain, wholesale and retail liquor merchant, St. Boniface, Man., has sold out to A. Couture.

E. Walmsley & Co., wholesale grocers, Belleville, Ont., have been succeeded by Galbraith, Walmsley & Co.

John Paul, general merchant, Burin, Newfoundland, has sold out to H. J. Paul and S. C. Hussey as Paul & Co.

Mary Ann Upham Shepherd, wife of Joseph Richard Clogg, has been registered proprietress of the wholesale fruit business of J. R. Clogg & Co.

FIRES.

John Itter, grocer, Port Elgin, Ont., has been burned out.

Charron & Frere, grocers, Magog, Que., have been burned out.

B. E. Goyette, general merchant, Magog, Que., has been burned out.

W. A. Campbell, general merchant, St. Martins, N.B., has sustained \$2,500 loss by fire. No insurance.

DEATHS.

Jeremiah Collins, grocer, Montreal, is dead.

Mrs. E. M. Currie, of E. M. Currie & Son, general merchants, West Dublin, N.S., is dead.

THE TENDENCY TO SPECIALIZE.

While there is a tendency to concentrate different lines of business under one roof, there is also the opposite tendency to specialize and split up certain lines of business. There is an analogy to the department store system in the old style trade papers, which represented different lines of business in one town. A paper could be devoted to the hardware trade, the drug trade, the grocery and dry goods under one cover, by devoting certain space to each trade, but as soon as a special grocers' paper is started the grocery department in the composite paper loses its value, and as the cities grow the various trades represented in one paper are finally all represented by a special paper devoted to one line. The old style grocery store in this city has also been affected by the tendency to specialize them. There are fruit stores, butter and egg stores, delicatessen, butter-milk and pot cheese stores by the score in this city, where formerly only the grocer was to be found and the occasional fruit peddler. —Merchants' Review.

HONEY HELPS DIGESTION.

Much of the difficulties which people suffer from indigestion would be removed if honey were more generally eaten than it is, says an exchange. Cheap as this sweet has lately become, we are surprised that people do not have more of it on their tables. In combination with starchy foods like bread, honey enables them to be digested much better than is possible with other more common combinations of flour, sugar and butter made into cake. These are all carbonaceous, and, because of that fact, hard to digest. Honey is also a sweet carbon, but it is the nectar of flowers partially mixed with gastric juices by the bee which gathered it. The honey is, therefore, a sweet that is partly prepared for digestion, and to that extent relieves the labor of the stomach.

It will be objected that honey is found very hard to digest by many people. But this is usually either because the honey is eaten with the comb, which is almost indigestible, or the person thus suffering from the dislike of this sweet has, at some time in his or her life, eaten far too much, and thus has created a dislike that did not originally exist. Strained honey eaten moderately with whole wheat or graham bread is not likely to injure any normal stomach. The very white bread made from the starch only of wheat flour is not so good and should be eaten in moderation. Both the honey and flour are exclusively carbonaceous, and though the honey is a help to digestion, it may not be quite sufficient help for so big a task. In the graham or whole wheat bread the nitrogenous parts of the wheat, the gluten and germ, are preserved. They give strength, which the white wheat flour will not, and thus enable all the bodily organs to perform their work. Excellent as honey is, it cannot furnish strength directly, though it will do so if eaten with such nitrogenous food as the system requires and which the honey helps to digest.

COFFEE CROPS—1897-98.

It is estimated by W. H. Crossman & Bro. that the coffee crops of the world in 1897-98 will be about the same as during the 1896-97 crop—that is, a total of 14,000,000 bags, divided by about 8,500,000 for Rio and Santos and 5,500,000 for all other countries, with the possibility that one may be more and the other less, but the total not far from the figure mentioned.

If low prices stimulate consumption this year as much as they appear to have done in 1896-97, it will tend to check a decline to the low prices of 1882, when a record of 5½c. was made for ordinary, and No. 3 (or fair Rio) sold at 7½c. If this year's total supply is as large as estimated it may be that the market will drop to prices made 15 years ago.—The American Grocer.

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

SALT

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

VERRET, STEWART & CO., Montreal - Quebec.



A HANDSOME

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

GLOBE AUTOMATIC SELLING CO.

13 Jarvis Street, - TORONTO, ONT.

Crosse & Blackwell

NEW
18



SEASON'S
97

Candied and Drained Peels.

Now is the time for ordering for Fall shipment.

C. E. COLSON, - MONTREAL.

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

THE "DIAMOND" OIL BLACKING



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

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

W. BERRY, - MANCHESTER.

Send for samples and quotations to

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

COWAN'S

Hygienic and Perfection

Cocoas

Queen's Dessert Royal Navy and Perfection

Chocolates

Chocolate Pink White Lemon Color

Icings

A child can ice a cake in three minutes.

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

THE COWAN CO. LIMITED TORONTO

THE MOST NUTRITIOUS COCOA.

EPPS'S GRATEFUL-COMFORTING COCOA

In labelled Tins. 14 lb. Boxes.

Special Agent, C. E. COLSON, MONTREAL

STONEWARE

QUALITY THE BEST. PRICES RIGHT. TRY US.



HART BROS. & LAZIER

Belleville, Ont.

Send for price list. Mention GROCER.



ASK FOR MOTT'S



Always the Same. The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion 10 Lemoine St. MONTREAL

McLAREN'S



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

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

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

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

JOHN P. MOTT & CO.'S.	
(R. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	per lb. 0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/4 s)....	0 32
Mott's Breakfast Cocoa (in tins)....	0 45
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 22
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate....	0 27
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate.....	0 21
Mott's Sweet Chocolate Liquors.....	0 19
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,	
1/2 lb. cake, per lb.....	0 22 1/2
Royal Navy Chocolate, 12 lb. boxes,	
1/2 lb. cake, per lb.....	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.....	0 35
WALTER BAKER & CO.'S.	
Chocolate—	
Premium No. 1 boxes 12 lbs. each..	

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

To Our Grocery Friends.

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

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

For puddings, custards, etc.

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

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—

Canada Laundry	boxes of 40 lbs.	0 04¼
Finest Quality White Laundry	3 lb. cartons, cases 36 lbs.	0 05
	Bbls. 175 lbs.	0 04¼
	Kegs. 100 lbs.	0 04½
Lily White Gloss—		
Kegs, extralarge crystals	100 lbs.	0 06
1 lb. fancy cartons, cases	36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate	48 lb.	0 07
6 lb. tin enamelled cannisters,	8 in crate 48 lbs	0 07
Brantford Gloss—		
1 lb. fancy boxes, cases	36 lbs.	0 07½
Brantford Cold Water Rice Starch—		
1 lb. fancy boxes, cases	28 lbs.	0 09
Canadian Electric Starch—		
40 packages in case		3 00
Culinary Starch—Challenge Prep. Corn—		
1 lb. pkgs., boxes	40 lbs.	0 05
No. 1 Pure Prepared Corn—		
1 lb. pkgs., boxes	40 lbs.	0 06

SUGAR. per lb.

Granulated—

Redpath and St. Lawrence, single barrels	0 04 7-16
Redpath and St. Lawrence, 5-barrels	0 04 3/4
Acadia, single barrels	0 04 3/4
5 "	0 04 5-16
Paris Lump, bbls. and 100-lb. boxes	0 05 1/2 0 25 1/2
" in 50 lb. boxes	0 05 1/2 0 05 3/4
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 3/4 0 04
Bright Yellow	0 00 0 03 1/2
Dark Yellow	0 03 1/2 0 03 1/2
Demerara	0 03 1/2 0 03 1/2
Raw, in bags	0 03 1/2 0 03 1/2

SYRUPS AND MOLASSES.

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

MOLASSES.

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

SOAP.

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



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



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

TEAS.

RAM LAL'S (lead packages)		
Cases, each 60 1-lb.	0 35	
" " 60 1/2-lb.	0 35	
" " 30 1-lb.	0 35	
" " 120 1/2-lb.	0 36	
BLACK.	per lb.	per lb.
Congou—		
Half Chests Kaisow, Moning, Paking	0 12 0 60	
Caddies, Paking, Kaisow	0 18 0 50	
INDIAN.		
Darjeelings	0 35 0 55	
Assam Pekoes	0 20 0 40	
Pekoe Souchong	0 18 0 25	
CEYLON.		
Broken Pekoes	0 35 0 42	
Pekoes	0 20 0 40	
Pekoe Souchong	0 17 0 35	

CHINA GREENS.

Gunpowder—		
Cases, extra firsts	0 42 0 50	
Half Chests, ordinary firsts	0 22 0 38	
Young Hyson—		
Cases, sifted, extra firsts	0 42 0 50	
Cases, small leaf, firsts	0 35 0 40	
Half Chests, ordinary firsts	0 22 0 38	
Half Chests, seconds	0 17 0 19	
" " thirds	0 15 0 17	
" " common	0 13 0 14	
Young Hyson— PING SUEY'S.		
Half Chests, firsts	0 28 0 32	
" " seconds	0 16 0 19	
Half Boxes, firsts	0 28 0 32	
" " seconds	0 16 0 19	
Half Chests— JAPAN.		
Finest May pickings	0 38 0 40	
Choice	0 32 0 36	
Finest	0 28 0 30	
Fine	0 25 0 27	
Good medium	0 22 0 24	
Medium	0 19 0 20	
Good common	0 16 0 18	
Common	0 13 1/2 0 15	
Nagasaki 1/2 chests Pekoe	0 16 0 22	
" " Oolong	0 14 0 15	
" " Gunpowder	0 16 0 19	
" " Siftings	0 07 1/2 0 11	
LIPTON'S TEAS.		
No. 1 Ceylon, retailed at	0 50 0 35	
No. 2 "	0 40 0 28	
No. 3 "	0 30 0 22	

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

"SALADA" CEYLON.

	Wholesale	Retail
Brown Label, 1s and 1/2s	0 20 0 25	
Green Label, 1s and 1/2s	0 22 0 30	



Blue Label, 1s and 1/2s and 1/4s... 0 30 0 40
 Red Label, 1s and 1/2s... 0 36 0 50
 Gold Label, 1/2s... 0 44 0 60
 Terms. 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and 1/2-lb. lead packets, black or mixed.

Blue Label, retail at 30c	0 22
Green Label " 40c	0 28
Red Label " 50c	0 35

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

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold	....
Bar, 8's	....
Ingots, rough and ready, 8's	....
Laurel, 3's	....
Brier 8's	....
Index, 7's	....
Honeysuckle, 8's	....
Napoleon, 8's	....
Victoria, 12's	....
Brunette, 12's, in caddies, 8's	....
" " in 40-lb. boxes	....

WASHING POWDER.

"SILVER DUST"

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

WOODENWARE.

Pails, 2 hoop, clear, No. 1	per doz	1 60
" 3 " " " "		1 40
" 2 " " " "		1 40
" 3 " " " "		1 55
" " " painted " 2		1 40
Tubs, No. 0		8 00
" 1		6 50
" 2		5 50
" 3		4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" " XX	1 40
" " X	1 25
" " Special Globe	1 50
Matches—	
5-Case Single	
Telegraph	\$3 00 \$3 20
Telephone	2 80 3 00
Parlor	1 30 1 40
Red Parlor	1 50 1 60
Safety, No. 1, wall box	1 40 1 50
" No. 2, slide box	2 80 2 90
" No. 3, capital	2 75 2 85
Flamers, slide boxes	2 25 2 35
" wax stems	3 20 3 30
Tiger	2 65 2 85

BRYANT & MAY.

Robert Greig & Co., Agents.

No. 9 Safety, per gross	\$ 2 00
" 10 "	1 10
" 2 Tiger, "	5 00
" 4 "	2 00

Young & Smylie's

Newest...
 Specialty

MINT... PUFF-STRAPS

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

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

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

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

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BUYING SELLING AND HANDLING OF TEA

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

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25 Front St. West, Toronto. Limited

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MANUFACTURERS OF



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- 1, 2, 3 satchel lunch baskets.
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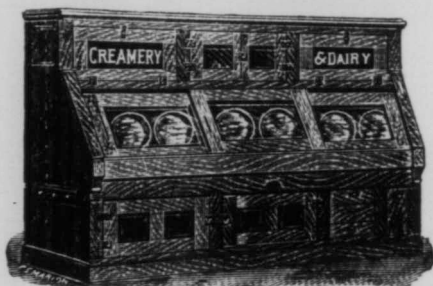
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Capital, subscribed \$2,000,000.00
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 Assets, over - - 2,320,000.00
 Annual Income - 2,300,000.00

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

"NOBBY" BROWN COMBINATION

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

"JEWEL" BROWN COMBINATION

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

BOSTON LIQUID WATERPROOF BLACKING

For men's and boys' shoes, produces a brilliant jet black polish without brushing, thus saving time, labor and money. Retails at 25c.



PATENT LEATHER POLISHING PASTE

For giving patent leather shoes a quick, BRILLIANT and WATER-PROOF lustre without INJURY to the leather.

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