

THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, JULY 9, 1897.

No. 28

SELL ONLY THE BEST!

In Competition with the World we have received the

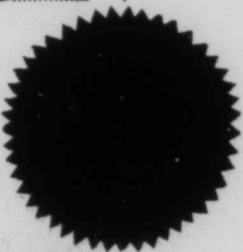
HIGHEST AWARDS MADE.

These
...substantiate
...our claim that

COLMAN'S
 **MUSTARD**

IS THE BEST IN THE WORLD.

The Seal Of Confidence.

 We believe that if we once secure your confidence on quality, we can keep it. We do not relax even for a moment in our efforts to improve on what consumers everywhere now acknowledge to be "best" in Rolled Oats. If we don't satisfy you, you don't satisfy **your** trade. We both lose profits. Our Pan Dried Rolled Oats are better than they were a month ago. Absolutely free from dirt, hulls, black specks. You buy 'em direct you know—right from our mills.

**Tillson's Pan Dried
Rolled Oats.**

The Tillson Co., Limited -- Tilsonburg, Ont.



Try—
**COCKBURN'S
 SCOTCH
 WHISKY**

Nothing Finer in the Market

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

J. & R. McLEA, Montreal

AGENTS FOR
 THE DOMINION



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

TANGLEFOOT SEALED STICKY FLY PAPER



YOUR JOBBER
 SELLS IT...

STILL FURTHER IMPROVED.

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

Prices for 1897.

REGULAR 45 CENTS A BOX 19 boxes in a case
 \$3.80 PER CASE

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

HOLDERS : \$1.00 per Box of 50



The Gist of It is "Quality"

"But does it pay
—I can make big profits on some of
those things that folks don't know much
about," you say. All right, but just
glance at the business record of these
three leaders in their lines, and then decide
(turn it all over carefully in your own
mind) whether it "pays" to sell highest
quality, or not.

Lazenby's Soup Squares

The firm established
upwards of 150 years. Never exhibited or sought for Royal patronage. Be-
lieved that highest quality would win of itself. Business grew. Nobility came.
Big retail store had to be opened. And they've made money steadily ever
since from these convenient—seasonable—quick little soup makers.

Fry's Cocoa

Made in the
largest factory in the world, employing 3000 people. Made pure at the start.
Made pure ever since. Made on honor, through and through. This pure,
wholesome, easily soluble, nutritious Fry's Cocoa has won over 100 medals,
and a fortune for its makers.

Stephens' Pickles

One of Great Britain's
largest pickle factories belong to the Messrs. Stephens. Their malt vinegar,
filtered, purified and cleared absolutely from mucilaginous matter, is known
almost from pole to pole for its purity and strength. Thus their Pickles—
fresh and green and piquant, gained fame and fortune for their makers.
Packed in air tight bottles. Packed by the hands of highest quality.
PICKLES of highest quality.

Sold by Wholesale Grocers
Everywhere.

Agents:

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

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

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

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

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

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

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

CRESCENT BRAND



BRUNNER, MOND & CO., Limited

NORTHWICH, ENGLAND

MANUFACTURERS OF

BICARBONATE of SODA

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

SODA CRYSTALS

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

WINN & HOLLAND - - - MONTREAL

SOLE AGENTS FOR THE DOMINION OF CANADA



FOR THE

Whitest

Lightest

and

Sweetest

Cakes

Ocean

Wave

Baking

Powder

Manufactured by the

Hamilton Coffee and Spice Co. Limited

HAMILTON, ONT.

MADE ON
SCIENTIFIC
PRINCIPLES

MADE TO
STAND MUCH
HANDLING

The only electrically-welded steel wire-bound
BUTTER TUB made in Canada.

Compact
Strong
Good-Appearance



The E. B. EDDY CO. 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 & Perse, Winnipeg ;
James Mitchell, Victoria and Vancouver, B.C. ; John Cowan, St. John's, Nfld.



Keep Cool?

NEW YORK GINGER ALE

REFRESHING
HEALTHFUL
INVIGORATING



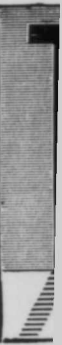
A delightful, palate-tickling summer drink. Every ingredient the purest and best. Over 6,000 cases sold last season. 1 dozen quart bottles in case. Delivered in 5 case lots at 80 to 85c. per doz., according to distance.

IF YOU ARE IN BUSINESS...

TO MAKE MONEY, New York Ginger Ale is a seller and profit-maker worth investigating by a trial 5 case order.

W. H. Gillard & Co., Hamilton

WHOLESALE AGENTS.



T

attract
is an
fluenc
truth,
than
ber of
thoro
tion o
form
witho
quick
articl
of a s
for t
short
sive
popul
has b

To
upon
of th
ill-sh
them
all p
glass
at th
work
celle
effec

In
vital
good
depe
be si
ther
seas
Atte
anc
shog
sole
clea
the
proj

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

THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, JULY 9, 1897

(\$2.00 per Year) No. 28

THE ART OF WINDOW DRESSING.

THE day is undoubtedly far distant when tastefully-dressed and brilliantly-lighted shop windows will cease to attract and interest the British public. It is an agency which acts powerfully in influencing the mind bent on buying; an old truth, which is obtaining more recognition than ever, considering the increased number of artistic shop fronts in our principal thoroughfares, and the restless determination of tradesmen to be up to date. It is a form of advertising, and there is no success without advertisement. Some of the more quick-witted manufacturers of proprietary articles have lately become alive to the value of a shop window display, and have paid for the use of tradesmen's windows for short periods, in order to make an impressive show, and judging by the increased popularity of their goods, the experiment has been a great success.

To ensure a good result, much depends upon the design, construction and amplitude of the window itself. Some windows are so ill-shaped as to render it impossible to dress them well, and, in fact, difficult to make at all pleasing and presentable. The plate glass front should be in one piece, or two, at the most, whilst freshly painted framework and an artistic signboard make an excellent setting, and greatly improve the effect.

In a study of the subject there are three vitally important, viz., when, what and how goods should be displayed. The two former depend one upon the other, for goods should be shown in their season; though, of course, there are some goods which are never unseasonable—tea and sugar for example. Attention to this point is of great importance, yet it is often neglected. There are shopmen who will show particular goods solely because there is a large stock and a clean ticket on the premises, and without the least thought as to whether they are appropriate to the time of the year, and

whether people are likely to want them. I saw a pile of goods ticketed "cool and luscious, 6½d.," when the weather was intensely cold and wintry, the thermometer registering 15 degrees of frost. The announcement was more likely to give people the shivers than to attract business.

Most experienced salesmen perfectly understand all that is essential in regard to seasonable goods, but your object in inviting articles on this subject is doubtless to assist the 'prentice rather than the practised hand, therefore a little enlargement under this head may not be amiss.

The advent of spring is a time which often incites the more wide-awake grocer to don his thinking-cap, look up and put into the forefront cleansing materials and utensils wanted in every sanitary household; for example: soap, soda, starch, blue, black lead, furniture cream, polishing paste, brushes, sponges, shovels, buckets, etc. You may not sell a large quantity of these goods, but if they give satisfaction to the purchaser, it is more than probable that you will be remembered when other goods—necessaries of daily use—are required. A casual deal often leads to a permanent confidence. The foregoing, of course, is but one of many examples that could be given in regard to seasonable goods, but it is enough as a principle basis for the exercise of thought as the various seasons come and go.

PREPARATION.—The individual whose work it is to dress a window should first of all think out the best lines for bringing trade, plan in his mind how to display them, and get the necessary tickets ready. These points, if attended to, will greatly expedite the work, and the more quickly a window is dressed the better, so long as it is dressed well, for fewer customers will come in whilst the work is in progress; such, at any rate, is the writer's experience.

How should goods be displayed? As to

how goods should be displayed, there exists amongst tradesmen and their assistants much difference of opinion. This is, of course, quite natural, and, in fact, as it should be. The following are some of the styles often met with:

1. Filling the window with a large and exclusive display of goods—all of one class.
2. A large variety of goods, well ticketed. The small show vessels nearest the window; larger ones at the back, nestling amongst bold, pyramid-shaped piles.
3. A limited variety, but individual quantities fairly large, and prominently displayed, with boldly lettered and striking tickets.

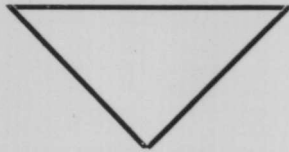
The above are all good styles, and should be adopted in their turn, and as occasions demand, but they by no means exhaust the list. There are any number of forms of window dressing; in fact, the variety is the life of the custom.

There is also a manner of displaying goods, which is favored by so many grocers that it has almost become a fashion. I mean those rows of tinned goods, jams, etc., arranged with precise regularity, such apparent balancing of one end to match the other. Oh! this mania for matching; why were not all things in nature made to match? I only speak for myself; but I like to see every now and then a little picturesque irregularity, and feel sure that it might be tried occasionally with advantage. The public eye must get tired of the everlasting repetition of the kind of window I have just described—the too precise and regular.

CLEANLINESS.—This is a very important point. Everything should be clean. The plate glass should be spotless, and all goods shown should be dusted and made to look as smart as possible. The tickets, too, should not be overlooked. Fresh goods may have their appearance marred by an old and dirty ticket.

MARKING THE PRICES.—Care should be taken to mark the prices on all goods in plain figures. The public are suspicious of

In Store



New Pack Lobsters

BEST BRANDS—"Talls," "Flats," and "Halves."

Before buying **Salmon** get our prices. We can quote you right ; either for spot delivery or to arrive.

THE DAVIDSON & HAY, LIMITED.

Wholesale Grocers

TORONTO.

TELEPHONES 399 AND 1399.

a shopkeeper who does not ticket the price on his goods.

COMMENCE EARLY IN THE DAY.—The morning part of the day is certainly the best for dressing a window. There are fewer customers about ; besides, the mind is clearer and brighter in the morning, and the limbs of the body more elastic. Under these circumstances better ideas may come forth, and a more pleasing and satisfactory result be obtained.

SHOWING GOODS THAT PAY.—It being true that a good window display is an excellent advertisement, it logically follows that goods that yield a satisfactory profit should be shown the most often. It is no use selling one article cheap in order to draw customers for another unless pains are taken to bring the article that pays well before the customers' notice. Therefore, feed the customers' eyes with frequent views of the articles you want them to buy. It will help the sale of such goods very much.

PROVISIONS, BACON, CHEESE, LARD, EGGS.—It hardly does to display these goods in a window with ordinary groceries ; to have an effective display they should be kept apart, if possible in a separate window, tastefully fitted with marble slabs. It should be carefully noted that an effective display should be made without cutting up too much, for upon the skill herein displayed often depends profit or loss. Perfect cleanliness is an absolute necessity.

WAYS TO BE AVOIDED.—There are ways of window dressing which, in my humble opinion, are very unwise. On a main road in Manchester there was a grocer who, to my knowledge, dressed his window week by week, year by year, by simply displaying three large samples of sugar at a "cut" price. Where the wisdom of this proceeding came in I am at a loss to know. There was a wood framework made to hold three large samples, and these, with three large tickets, filled the window space, thus : "Smith's 1d.; Smith's 1½d.; Smith's 2 lbs., 2½d." The shop has changed hands.

LAZINESS.—There are some shopmen who, having put in a good window, will look admiringly at it every week for several weeks, saying to themselves, "It's a good window ; it'll do another week." So it remains until the goods are thick with dust, and for no other reason he decides to dress it afresh. Such idleness is very discreditable, but, I regret to say, a good deal of it exists.

But, after all, window dressing—the manner of—belongs to the arts, and by reason of its infinite possibilities of change and variety can never be reduced to anything approaching a science. Thus, shopmen for whom window dressing has a fascination and delight will find in the occupation endless scope for the exercise of their tact and skill—tact in knowing what to show to meet the wants and please the whims and weaknesses of the public, and skill in the effective displaying of such goods.—Prize Essay in the Manchester Grocers' Review.

BEST "BLOCK" SAUSAGE.

For each 100 lbs. use 60 lbs. pork, moderately fat, from fore or hind leg or belly ; 40 lbs. lean bull beef free from sinews. First chop the beef fine, add the pork chopped to half walnut size, and then season as follows : 70½ oz. salt, 5 6-10 oz. white pepper, 4 oz. powdered cane sugar, 2¼ oz. powdered potass. saltpetre, 4 pieces best kind of garlic finely ground, 1¼ oz. cardamom, about 8 tablespoonfuls rum. Mix well in a dish, add to the mass and chop up, constantly turning the mass to about bean size. The knife should always be wiped, as with cervelat sausage, in order to insure a homogeneous appearance of the mass. The mass should not be kneaded, but only be thrown open from right to left. Now stuff firmly, using good, odorless, salted beef middle guts almost 13 inches ; let hang several hours, put into good brine for 6 hours or rub them with fine salt ; put side by side upon a board and set aside

for 12 hours in the cellar. Then wash roughly with cold water and wipe dry with cloth. Now allow to dry in an airy place at about 50° to 55° F. until the mass shows red through the transparent casing ; now smoke in cold smoke with beech and oak shavings mixed with a few juniper berries. This sausage should be smoked lightly to a light yellow-red. All the meat used should be from firm, heavy, well-grown animals, as with cervelat sausage. The casings should also be treated the same as they are for cervelat sausage.—National Provisioner.

LAWS FOR TERRA ALBA USERS.

The National Confectioners' Association, in its convention of 1896, authorized the collating and printing in pamphlet form of all the laws in the various states restricting the manufacture and sale of adulterated candies. This work has just come to hand.

This association is pledged by its constitution and by-laws to prosecute all persons, firms or corporations using terra alba or any other mineral substance, or any poisonous or hurtful color, flavor or ingredient, in the manufacture of confectionery, and it has for ten years offered and continues to offer to pay a reward of \$100 to any person producing evidence upon which a conviction can be obtained. It tenders the services of a competent chemist and will test suspected samples of confectionery free of charge.

The association demands the enactment by each state of suitable laws forbidding the adulteration of food—specially mentioning candy and its hurtful adulterations. Already laws have been passed in 29 states of the Union, and in the nicely bound book of 186 pages are to be found extracts from these laws.

The work is intended to make known the good intentions of the organization, and, if possible, to increase its usefulness. It contains also a list of officers and members, a sketch of its organization and the results of its labors.

Stower's Lime Juice
 AND
 Lime Juice Cordial

are manufactured from the Pure Juice of the Fruit. Free from musty taste and smell. For hot weather a delicious and cooling drink. . . .

Have them in quarts and pints.

A fresh supply of CLARIFIED LEMON SQUASH just in.

LUCAS, STEELE & BRISTOL - - Hamilton

A FEW OF OUR MANY LINES FOR

SUMMER TRADE

Wagner's Sliced Bahama Pineapples
 Wagner's Grated Bahama Pineapple
 Morton's Whole Singapore Pineapples
 Extra Dessert Sliced Peaches, flat tins
 Pears, "quartered," in 2's and 3's
 Plums, Blue, Lombard and Green-Gage

Lobsters, in 1/2's, flat tins Shrimps, in 1/2's, flat tins
 Clams, in 1's, tall tins

JAMES TURNER & CO. - - HAMILTON, ONT.

Freshness

is necessary---in Milk.

"REINDEER BRAND"

CONDENSED MILK

is manufactured from rich new milk, fresh every day.

SALMON SALMON SALMON

For present
delivery at
low prices.

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

Get our prices before buying and SAVE MONEY.

THOS. KINNEAR & CO. WHOLESALE GROCERS 49 FRONT STREET EAST TORONTO

AMONG THE RETAILERS.

Picnic Supplies.

Some of the dealers in Toronto have adopted a good scheme for obtaining the picnic supply trade. They advertise that they are willing to give estimates on supplies for picnic parties, large or small. The customer's recognition of the fact that the grocer will make prices as low as possible will win the merchant further custom. The method will help the dealer to know exactly what picnic parties need, and he will thus be able to assist in the choice of supplies more than he otherwise would. It's a scheme that can be used more freely than it is used.

Selfishness.

As a general rule, live, enterprising merchants are sociable to any person that calls on them. The other day, I visited a grocer, who had the reputation of being an up-to-date merchant. On asking permission to give any new ideas he had to the public, he answered me to the effect that that was just what he was trying not to do. It seems to me that it is just this feeling of selfishness among the grocers that will do more to ruin the grocery trade than any other action on their part. Association among the grocers is absolutely necessary. Their business, like any other trade, is vulnerable. If the only object of the Retail Grocers' Association were to promote good feeling, it would be a commendable organization. However, a few men like the one I have mentioned can do much to spoil all good attempts. Such selfishness and such jealousy cannot assist associations, and it is only by organization that the grocers can receive mutual benefit.

A Bit of History.

Grocers as a class find that farmers who sell their produce both on the market and on the street are a very heavy competition. The fact is not to be concealed that a wise housekeeper, who has the required means, can save a great deal by laying in a store every month from the wagons of these farmers. For this reason it is interesting to hear of the great

change in this competition within the last 20 or 30 years, a change which was explained to me by a grocer who has been in business that length of time.

"Thirty years ago," he said, "farmers within 35 miles of Toronto brought their grain to the city markets, where better prices than their home market gave were to be obtained. Since that time, with the other great improvements, a net-work of railways has been laid, so that now it costs no more for a carload of wheat to be shipped from Newmarket to Montreal than it costs from Toronto to Montreal. The price of wheat is, accordingly, the same all over the country, and farmers no longer do their settling at the Toronto markets. I tell you it has made a vast amount of difference in our business," he said. "Farmers will not journey all the way to the city to sell their produce only, and the market is now left open to us."

A Question of Holidays.

During the last couple of weeks I have heard considerable grumbling over the frequency of holidays; but on summing up the evidence I find that complaints come only from certain classes of merchants, chief among which are the transient traders and market merchants who depend on the farmers' trade. Other stores seem to almost double their receipts on the day preceding the holiday. This causes more work, and the increase of labor is again a subject over which a few lament. But it seems to me that those few were people who could not enjoy a holiday and who could not become enthused over their business, let alone a jubilee or Dominion Day celebration. The live business man, on the other hand, seems only too glad to take advantage of the privilege. He is not content with the number of holidays we have, but as a general rule he makes Saturday afternoon a holiday in the summer months. I don't mean to say that he is so kind and benevolent to his clerks that he is willing to lose a half day's trade; it is his contention that

the clerks will appreciate the holiday and will work with more determination and vigor the rest of the week, and that the public will do their purchasing at some other time. In many cases these retailers, too, close their stores at 6 o'clock in the evening, presumably for the same purpose.

The Bargain Mania.

It is my impression that retail grocers could perhaps profit by introducing a little sensationalism into their business. The public mind seems to have been brought to a state, whether by the department store or not I can't say, that people will not buy unless they think they are getting an article at a bargain figure. Department stores have recognized the change in the public character, and all their elaborate schemes have been inaugurated to induce people to buy. The chief scheme is that of fostering sensationalism. It is very well illustrated by a purchase I saw made at an auction sale a few days ago. It was a sale of household furniture and when I was in a screen door was sold. Three men wanted that screen door at a bargain and when the hammer fell the price was 10c. higher than the price of a door equally as good in a store at which I enquired. Just as merchants' prices go down in competition, so the purchasers' prices go up. It is for this reason that the bargain counters in the department stores are a success. I think the scheme could be worked by more retailers.

RAMBLER.

"How much do these scales weigh?" he inquired of the new clerk.

"I—I don't know, sir," answered the clerk, "but if you will wait one minute I'll weigh them and tell you." — Cincinnati Enquirer.

Boy (to grocer): "Gimme a pound o' coffee." Grocer proceeds to weigh out coffee.

Boy: "No, I mean tea."

Grocer: "Look here, Mr. Crazy-on-Skates, which do you want, tea or coffee?"

Boy: "Butter."



"G

No. 1.
No. 2.
No. 3

"The
"The
"The
Hunt
Gold

Sp
our s
indu
your

T.
—
O
=

T



A Business Pointer

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



For sale by all leading Wholesale Grocers.

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

"Grand Mogul" Tea

BICYCLES FREE TO GROCERS

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

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

Free upon the following terms:

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

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

T. B. ESCOTT & CO. - LONDON.

*Rich . . .
Delicate*

Always ready for

Cottage and **Cruise**
Home and **Camp**

Sample Jar on application.

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

Our New Line . . .

**"GOOD LUCK"
BROOMS**

Freight paid on lots of 6 dozen.

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

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.

HINTS TO BUYERS.

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

THE Queen City Oil Co. have a full stock of "Peerless" oils on hand and are ready for a heavy demand caused by the use of harvest machinery.

New pack lobsters are in stock with the Davidson & Hay, Limited.

T. Kinnear & Co. are offering bright and dark syrups at special prices.

Lucas, Steele & Bristol have reduced their prices for "Diamond" crystal salt.

The Davidson & Hay, Limited., have another shipment of Patterson's sauce to hand.

"Pure Gold" rennet wine and Price's rennet wine are in stock with Lucas, Steele & Bristol.

Marco Ravano's macaroni, finest Italian, has been received by the Eby, Blain Co., Limited.

The Davidson & Hay, Limited, report the arrival of a car of cheap salmon in talls, flats and squats.

Lucas, Steele & Bristol are selling Hire's

root beer, Bryant's root beer and Wilson's root beer; also Bull's ginger beer.

The Davidson & Hay, Limited, report large sales of Montserrat lime juice during the past 30 days.

McWilliam & Everist received a carload of Mississippi tomatoes this week. They report heavy sales of this vegetable.

The "Star" brand lobsters, ½'s tins, put up by the Portland Packing Co., are now for sale by the Eby, Blain Co., Limited.

W. H. Gillard & Co. have a large stock of raisins, in good order, which they must sell. Retailers would do well to investigate.

D. Gunn, Bros. & Co. report a special run in breakfast bacon, on which they have been giving a special price for the past week.

Noble's "Religious" XXX lobsters, tall tins, new pack, received by the Eby, Blain Co., Limited. Very scarce this season and good buying now.

D. Gunn, Bros. & Co. report an exceedingly good demand for all lines of pork products. The last few days have taxed them to their utmost to supply their orders for smoked meats.

Mr. Frank A. Rees, traveler for Parks & Co., wholesale china and glassware merchants, Winnipeg, was married last week to Miss Mary R. Snider, of Guelph. Mr. and

Mrs. Rees are spending some time in Kingston, and after staying there will take a trip to British Columbia before settling down in Winnipeg.

LATE ADVERTISEMENTS.

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

Thousands of pounds of "Kolona" Ceylon tea are being sent out weekly by the Eby, Blain Co., Limited.

Lucas, Steele & Bristol are having big demand for their "Sicilian" tablets, lemonade, strawberry and orange phosphates.

"Sterling" brand pickles, made by T. A. Lytle & Co., are finding ready sale and are claimed to be equal to imported pickles.

The Eby, Blain Co., Limited, are sending out great quantities of their famous "Seville" orange marmalade in 7-lb. pails. Retailers at 10c. per lb.

"Our sales of 'Kurma' tea for the past month treble that of a year ago, and heavier than any month so far this year," report the Davidson & Hay, Limited.

New York ginger ale is having a large sale with W. H. Gillard & Co. who are wholesale agents. The manufacturers guarantee that nothing but the purest and most healthful ingredients are used in its composition, being in sharp contrast with many other so-called ginger ales.

OWL BRAND CONDENSED MILK.



A most perfect condensed milk for Summer and general purposes. Guaranteed pure, fresh, full cream milk, condensed with sufficient pure cane sugar to ensure its keeping in any climate.

Not excelled by any other milk in the world.

Manufactured at Antigonish, in Nova Scotia's famous Dairy County, by the

Canada Milk Condensing Co., Limited,

Antigonish, N. S.

M^R
E

ago in re
is still ha
the follo
June 26

"In
lished a
Chambe
of the B
ence to
to pass
cause of
paper.

ject mig
ticularly
that of
Chamba
Liverpo

"Th
publish
separat
Entry,
amend
tion of
in the
since b

"In
omissio
the tim
Chamb
intervi
Custom
box o
cheese
ated
Liverp

"It
the tra
'imita

IMITATION CHEESE.

MR. W. A. McKNIGHT, of Liverpool, who, it will be remembered, visited this continent a short time ago in regard to United States filled cheese, is still hammering away at the subject, as the following letter in The Liverpool Post of June 26 testifies:

"In your issue of the 1st inst. you published a letter received by the Liverpool Chamber of Commerce from the secretary of the Board of Customs, London, in reference to imitation cheese, which, if allowed to pass without comment, might be the cause of misleading many readers of your paper. One without knowledge of the subject might infer, on reading the letter, particularly the paragraph which I subjoin, that objection had been taken by the Chamber to a single omission from the Liverpool Bill of Entry.

"The Liverpool practice has also been to publish particulars of 'imitation cheese' separately from 'cheese' in the Bill of Entry, except in the case of a recent entry amended to 'imitation cheese' the correction of which entry was not at first recorded in the Bill of Entry, but this omission has since been rectified.

"Instead of complaining of a single omission I plainly state now, as I stated at the time to the Liverpool and Manchester Chambers of Commerce, that prior to my interview with the Liverpool collector of Customs on April 24th last, not a single box of 'imitation cheese' or 'filled cheese' had been entered as such or separated in any way from 'cheese' in the Liverpool Bill of Entry.

"It is a matter of common knowledge in the trade that tens of thousands of boxes of 'imitation cheese' entered Liverpool as

pure cheese since 1893. Since April 24th last the under-noted lots—showing a total of 2,933 boxes—have been entered on the Liverpool Bill of Entry as 'imitation cheese': April 28th, 409 boxes; May 3rd, 24 boxes; May 4th, 110 boxes; May 10th, 473 boxes; May 14th, 441 boxes; May 25th, 638 boxes; and June 11th, 838 boxes.

"The secretary of Customs in his letter, also stated that in the 'annual statement of trade' cheese and 'imitation cheese' appear separately.

"The absurdity of such a red-tape item of information, in this connection, is so plainly evident, seeing that the 'annual statement of trade' for 1896 is not yet published. In the usual way, particulars of 'imitation cheese' imported this year if included, as stated, in the 'annual statement of trade,' would not be available for the information of the trade or the public before July, 1898, which is generally the month this belated 'annual' appears.

"The secretary of Customs in a letter (copy of which is before me), dated May 25, to the Board of Trade, admits that 142 tons of 'imitation cheese' were officially known to have entered the United Kingdom during the first three months of this year. Though I do not agree with the figures given as representing the total imports, I maintain that even these particulars should be within the knowledge of the public at the end of each month instead of being buried in the archives of the London Custom House for twelve to eighteen months."

HONORING A FELLOW TRAVELER.

A general meeting of the Commercial Travelers' Association of Canada was held in their rooms at 51 Yonge street, Toronto, on Saturday evening. The special feature

of the meeting, and which accounted for the representative gathering, was the presentation to Mr. Robert H. Gray, the retiring president of the association, of an illuminated address and an oil portrait of himself. Mr. Gray retired from the presidency at the general meeting in December last, after having held the office for two years. He has occupied a seat on the Executive for many years, acting in capacity of treasurer, subsequently as vice-president, and finally as president. His management of the affairs of all his offices has been most judicious, and has continually won praise from the Board of Directors. His portrait will be hung in the rooms of the association to keep in remembrance his genial personality and useful work.

THE TORONTO GROCERS' PICNIC.

Members of the teams of the retail grocers of Toronto and the city travelers that are to race from Port Hope to Cobourg on the day of the retailers' annual picnic, July 21, met for a combined practice at the Woodbine on Tuesday evening. Since this last practice the main grocery topic in Toronto has been the likely results of the bicycle race, and although practising has been going on for a few weeks, hard training is now being compelled by the captains. We hear, too, that a number of travelers have lately changed their hour for going to bed. It is claimed that never was such a moralizing force so visible among wholesale and retail stores.

The travelers are trusting in Parmenter to win the first place, while "Jack" Kelly is the star of the retailers.

The practice in baseball is steadily going on, and although a good game is likely to result, the interest is not so keen as that in the bicycle race.



2 Good Things

They are good sellers

Because they are good.
Because the public know they are good.

Every grocer should have them

Because he can make a good profit.
Because he will have quick sales.
Because his customers will be pleased with them.

PURE GOLD MFG. CO.
TORONTO



RETURNED
Oct 5/97

We still have a few leading brands of

CANNED TOMATOES

which we are offering at tempting prices. See our Travellers
or write us.

H. P. ECKARDT & CO.

Wholesale Grocers

TORONTO

GILLARD'S NEW PICKLE

**BEST
IN
THE
WORLD**

**10
GOLD
MEDALS
AWARDED**

2 doz. in case. Single case, \$3.40. Five cases and over, \$3.30.

Sold by all Wholesale Grocers in Canada.

Gillard's New Sauce

Prepared only from the finest
selected ingredients.

PIQUANT APPETISING

Single doz., \$1.90.
Barrel Lots, 12 doz., \$1.75.

GILLARD & CO.

LONDON, ENG.

...Makers

THE

J. BAYN
Pres

THE

F

Trad

TORON

26

John Car
Major A

CAN

T

i

questic

appert

countr

Can

is not

million

of rail

ashan

But

ashan

have

our pr

of the

the es

Th

have

way

contr

purp

He

probl

woe

coun

Tl

secu

they

peop

priv

thes

dist

R

do

wha

hav

asle

THE CANADIAN GROCER

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

THE MacLEAN PUB. CO.
Limited

Fine Magazine Printers
and
Trade Newspaper Publishers

TORONTO: 26 Front St. W. Telephone 2148.
MONTREAL: Board of Trade Bldg. Telephone 1255.

John Cameron, General Subscription Agent.
Major A. G. Campbell, General Subscription Agent.

CANADA'S GREATEST PROBLEM.

THE problem that Canada has to solve is the railway problem. It transcends all others. Important as is the tariff question, it is second in importance to that appertaining to the railway system of the country.

Canada's pride in her system of railways is not unpardonable. For a country of five millions of people, sixteen thousand miles of railway is something we need not be ashamed of.

But while we have no reason to be ashamed of the extent of our railways we have reason to be ashamed at the fact that our precautionary measures for the control of these railways have not kept pace with the expansion of these highways of steel.

The fact of the matter is, that while we have been congratulating ourselves, the railway people have taken the reins out of our control until they are now, to all intents and purposes, our masters instead of our servants.

How to get back what we have lost is the problem which now awaits solution. And woe be it to the business interests of the country unless we do solve it.

The subsidies which the railways have secured, and the peculiar privileges which they enjoy, came from the hands of the people of this country. These subsidies and privileges were given, not for the benefit of these railways, but for the benefit of the districts through which these railways run.

Railway corporations, it is well known, do not possess the quality of gratitude. But what gratitude would not give, justice should have demanded. But Justice has been asleep. Or rather, members of Parliament

with passes in their pockets have refused to allow Justice to unsheath her sword.

And the result of this is, that to-day the two great railway systems of the Dominion are conferring favors upon foreign manufacturers at the expense of the home manufacturers.

In many instances freight will be carried from a manufacturing point in the United States five or six hundred miles away to a delivery point in Canada at several cents per hundred pounds below the figure that is demanded for carrying the same goods from a shipping point in Canada three or four hundred miles nearer.

Only a few days ago a well-known manufacturer in Canada received an order from Vancouver for a certain line of goods. As far as the quotable price was concerned, he was quite able to compete with the manufacturers of similar lines in the United States, but when he applied to the railway for a rate he found that it was so high that it precluded the possibility of his filling the order from his own factory.

Not to be outdone, the manufacturer in question placed the order with a manufacturer in Louisville, Kentucky, and getting a rate thirty-three cents lower per hundred pounds from that point to Vancouver than he could have had had he made the goods in his own factory and shipped them from Toronto.

The distance from Louisville to Vancouver we do not know, but a glance at the map shows that Toronto has the advantage of distance.

As the rate asked from Toronto was 90c. and that from Louisville 57c., it is obvious that the Canadian manufacturer in freight alone was handicapped to the extent of over 36 per cent.

This is a most disgraceful state of affairs. It cannot always go on. It must not always go on. But the end of these things will only come when the people of this country arise and say they shall no longer be.

The first essential is a permanent railway commission, composed, not of politicians, but of men known for their integrity, independence and business capability. Such a commission, backed by judicious and efficient laws, would, in time, greatly alleviate the anomalous conditions from which Canadian shippers are now so severely suffering.

CANNED SALMON SITUATION.

IT is about as difficult to fathom the salmon market as it is the Niagara River at the Suspension Bridge.

All sorts of figures are being quoted and sales at all sorts of figures are being reported.

The price at which the well-known leading brands are held is from \$3.65 to \$3.75 on the Coast. But there have been sales made in Toronto of sockeye fish as low as \$3.35 per case on the Coast. The fish sold at this latter figure are not well-known brands; some, in fact, are new brands. But it is averred that they are of standard quality. The figure, \$3.35, is the lowest on record.

The representative of one large concern, whose word we have never had occasion to doubt, states that during the past week or two sales aggregating eight thousand cases of new season's fish have been made in Toronto. Included in this quantity were cohoes as well as sockeyes. The prices at which the transactions were made were unobtainable.

The turnover of canned salmon on the Toronto market is estimated at about 30,000 cases.

Advices from the Coast state that the conditions are unsatisfactory, owing to the indiscriminate cutting of prices among the canners there.

The fishing season on the Fraser River opens about July 1, but it is usually not till two weeks later that operations become active. On the northern rivers the season opens earlier, but advices from there are said to be not satisfactory.

On the Fraser this should be what is termed one of the big run years. But as of late big and little run years have lost their significance, very little interest is taken in them. For instance, last year, according to calculations, should have seen a small pack, but instead of a small pack it was the largest on record, being 601,570 cases.

The fact of the matter is that piscatorial science, as exemplified in the artificial hatcheries, has set at naught the natural tendency to short years in salmon production.

In view of the low prices which are expected to rule wholesale houses are making a special effort to dispose of their stocks of last season's pack before the new begins to arrive, which will be about September next.

THE MINIMUM TARIFF AND NEW SOUTH WALES.

AN order-in-council was made a few days ago by the Dominion Government admitting the products of New South Wales to the privileges of the minimum tariff.

This means that until June 30, 1898, the products of the colony in question will be admitted at 12½ per cent. below the rate specified in the ordinary tariff known as schedule A, while on and after July 1, 1898, there will be a further reduction of 12½ per cent.

So far, Great Britain and New South Wales are the only countries which are deemed entitled to enjoy the privileges of the minimum or reciprocal tariff. And this is because both are practically free trade countries.

Unfortunately, the Trade Returns do not enable us to ascertain the value of our exports to, or our imports from, New South Wales. All are grouped under the word "Australasia."

Our total imports from Australasia during the fiscal year 1896 were valued at \$213,536, on which duty to the amount of \$5,686.87, or over 20¼ per cent., was paid. Our exports aggregated \$517,258. Of the total imports from Australasia \$26,586 were dutiable and \$186,950 free.

On the principle that low tariffs tend to stimulate international trade, the result of the admission of New South Wales to the privileges of the minimum tariff should be an increase in trade between the Dominion and that part of the British Empire.

New South Wales' imports average in round numbers over \$100,000,000 annually, inclusive of imports overland, which of late years have run from eight to twenty-two million dollars annually. These overland imports are largely, of course, from the other Australian colonies. The total exports of New South Wales run from about \$100,000,000 to \$126,000,000 annually.

New South Wales' chief exports, according to the latest returns we have to hand, are: Coal and coke, \$3,968,450; gold, \$10,233,552; hides and skins, \$2,751,278; unmanufactured leather, \$1,176,993; horses, \$470,412; cattle, \$699,564; sheep, \$1,487,730; preserved meats, \$1,069,112; frozen

meats, \$942,965; raw sugar, \$684,501; ingot tin, \$1,242,679; wool, \$46,856,865.

The result of the trade between Canada and New South Wales under the new conditions will be awaited with a great deal of interest. For ourselves, we are free to confess that we do not expect to witness much of an expansion.

A dull merchant will always find trade dull.

ANOTHER ADVANCE IN TOBACCO.

A week or two ago THE CANADIAN GROCER intimated that a further advance in the price of tobacco made from domestic leaf was probable.

This intimation has been realized, the Joliette Tobacco Co. having advanced its figures two cents per pound, a total gain of five cents per pound since the new tariff went into force, as against fourteen cents per pound on tobaccos made from imported leaf.

As already stated more than once, the demand for the native tobacco plug has exceeded the capacity of the two factories in Canada to supply, but the direct cause of the present advance appears to be due to the appreciation in the leaf, those holding it asking, in some instances at least, what are termed fabulous prices.

This hot weather should take the starch out of the grocer's store as well as out of his linen.

FRUIT INSPECTOR WANTED.

The Montreal Grocers' Association met at the Monument Nationale Friday evening, July 2nd. It was decided to ask the Government to appoint an official inspector of fruit for Montreal. With this object a requisition will be circulated among the grocers and fruit dealers for signature. It is desired to prevent fruit which is unfit for use from being placed upon the market. The fruit will be inspected in the vessel or elsewhere, and such lots as are unfit for sale marked, in order that merchants will not be deceived in making purchases.

There is just as much need for a fruit inspector as there is for milk, meat, etc., and the Grocers' Association is to be commended for thus trying to gain protection for the public from unscrupulous pedlars.

A LAW FOR SHOPKEEPERS.

AN Act of some interest to business men was passed during the recent session of the Ontario Legislature. It is entitled "An Act Respecting Shops and Places other than Factories."

The purpose of the Act is to regulate child and female labor in shops. The word "shop" is defined as "any building or portion of a building, booth, stall, or place where goods are handled, or exposed or offered for sale, and any such building, portion of a building, booth, stall or place where good are manufactured, and to which the Ontario Factories Act does not apply."

All the provisions of the Act it is not our purpose to give. Our purpose is merely to refer to those provisions which are of most interest to the mercantile community.

The employment of children under ten years of age is prohibited, while no child, young girl or woman shall be employed in or about any shop before the hour of seven in the morning and after six o'clock in the evening, except on Saturdays or the day before a statutory holiday, and from the 14th to the 24th day of December inclusive. For female employes the Act declares that seats shall be provided.

Clause 13 stipulates that shop owners shall, if the inspector so determines, provide eating rooms for their employes, and clause 14 provides for ventilation and sanitation of the shops.

The penalty for contravention of the Act in the particulars mentioned ranges from \$10 to \$25.

These are times when governments are becoming more and more solicitous for the well-being of employes, and it is quite proper they should. But it is to be hoped they will not forget that there are also employers who have interests to be safeguarded. Such a thing is quite within the range of possibility, however.

DESTRUCTION OF MATCHES.

During the last few months there has been an extraordinary consumption of matches in Canada. It was not due to the ordinary method of friction. It was caused by conflagrations, four large fires in different parts of the country having consumed large quantities.

What effect these fires may have upon prices THE CANADIAN GROCER cannot pos-

itively s
prevent
vance t

M

A

Domin
upon a
trade c

"If
us," i
ada, a

And
Manit
yet th
a grea
vince.

It i
ness
great
crops
dustr

As
the c
is fr
a y
large
of a

as
to sl
said
that
ope
by
the
fro
ten
bo

co
he
Th
by
an
tu
wi

ar
ti

is

itively say, but we have heard enough to prevent our being surprised should an advance take place.

MANITOBA THE ARBITER.

ALTHOUGH commercially or in point of population not as important as many other provinces composing the Dominion, Manitoba has come to be looked upon as, to a great extent, the arbiter of the trade of the country.

"If the crops in Manitoba fail woe be to us," is the cry of the business men in Canada, and especially those in Ontario.

And while the importance thus given to Manitoba may be greater than is warranted, yet the prosperity of the Dominion depends a great deal upon the prosperity of that province.

It is quite reasonable, therefore, that business men in the east should watch with a great deal of interest the development of the crops and the dairying and stock-raising industries of that province.

As far as the present outlook is concerned the conditions are assuring. The crop area is from 10 to 20 per cent. larger than a year ago, and not only is the area larger, but the weather has so far been of a most favorable character. Then, as to the cattle trade, it is expected to show an increase. The same is to be said of the dairying industry. The fact, too, that a market for Manitoba flour is being opened up in Australasia and China is not by any means to be treated lightly. Then there is the benefits which are to be derived from the extension of the cold storage system. This must eventually prove a great boon to the Prairie Province.

Aside altogether from the agricultural conditions of the province, there are the healthier business methods which obtain. The business men in Manitoba have learned by experience the evils of both long credits and reckless buying, and are gradually turning their footsteps into the pathway which they have learned to be the right one.

If it be true that Manitoba be the trade arbiter of the Dominion, it is evident better times are in store for us.

SULTANA RAISINS.

The position of the Sultana raisin market is a strong one.

In the country of production there is no

fruit obtainable. The little held in London is too high for importation. Stocks in New York are decidedly light, some houses there, which, as a rule, have thousands of boxes of Sultana raisins in stock having now only a few hundred in stock.

In Canada stocks are light and a scarcity is looked for. The fact that the tariff bill now before the United States Senate imposes a duty of 2c. per pound, an increase of half a cent per pound over the old tariff, tends to strengthen the Canadian as well as the United States market, for it is in New York our wholesalers have for some months been getting a great deal of their supplies of Sultana raisins.

THE SLUMP IN CHEESE.

THOSE cheese operators who sold June make short have now the pleasure of witnessing a heavy slump in values immediately that their short contracts were filled.

These contracts were made on the basis of 8 to 8 $\frac{1}{4}$ c. Montreal, but the goods cost the shorts all the way from 8 $\frac{1}{4}$ to 8 $\frac{1}{2}$ c. in the country, or, in other words, they lost $\frac{1}{4}$ c. per pound on their June deal this year.

It is questionable, however, whether the lesson will prevent similar transactions in future, as the operators in question will now try to even up on the balance of the season.

The farmers have every reason to thank the shorts this year, for had the interest been smaller they would have realized a much lower average price for their June cheese than they did. In fact, it is safe to say that the short contracts put from $\frac{1}{8}$ to $\frac{1}{4}$ c. per pound more into the pockets of the farmers than they would have otherwise received. The promptitude with which the market fell off last week fully testifies to this fact.

Once the sustaining influence was withdrawn, prices fell almost the full cent, and that inside of the week, and present appearances point to an even lower level.

The enormous shipments that have gone forward, and the large make so far and at present in progress, have been two influences powerful for a lower range of values.

To date, since the first of May, the exports from Montreal exceed those of last season by 100,000 boxes, while the receipts in the same period at the port have been over 150,000 boxes in excess of last year.

ABNORMAL SCARCITY OF LOBSTERS.

ADVICES received this week amply confirm previous reports regarding an exceptionally short pack of canned lobsters this season.

In fact, to use the expression of a well-known Montreal commission man the other day, "lobsters promise to be as scarce as hens' teeth during the coming season."

A letter received from the Maritime Provinces this week stated that recent storms in the Gulf and elsewhere down there had been very disastrous to the traps, and that the damage could not be repaired in time to make up for the losses. "Talls," especially, will be very scarce this season, as packers have replied that they positively cannot duplicate orders; indeed, in some cases wholesale grocers will have to be content with one-third the quantity that they originally ordered.

As a result, prices asked on goods in stock are firmly held, and jobbers in Montreal who have them have refused bids of \$10 for lots, and are likely to ask \$12 in a jobbing way ere long if conditions continue as they are at present.

ACTIVITY IN SUGAR.

THE recent decline in sugar values has created a genuine activity in the staple during the past week.

Ever since the pre-tariff buying boom in sugar speculators and jobbers have been working off stocks accumulated then.

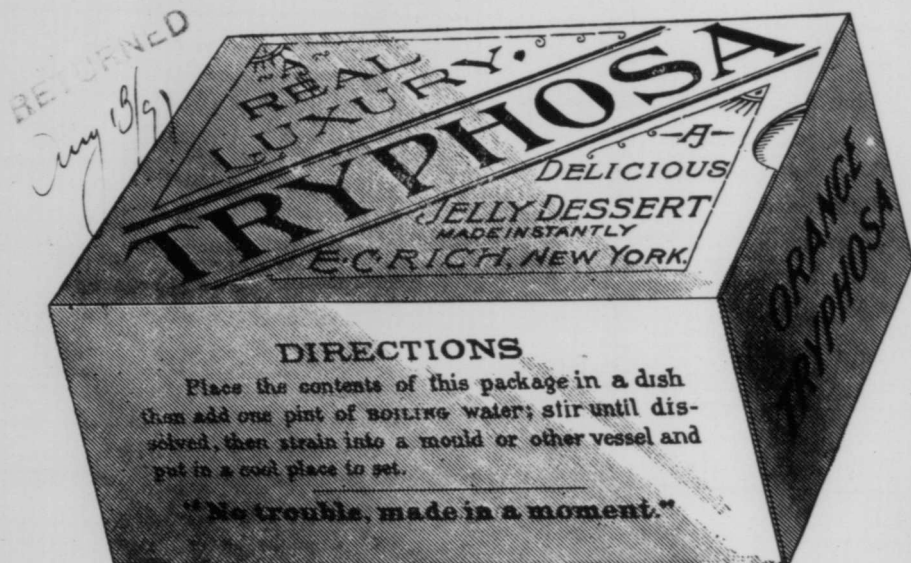
This week a leading wholesaler in Montreal told THE GROCER that his firm had closed out the last lots of old stock of sugar, and that the demand from retailers continued so active that they had been compelled to order freely from the refineries.

The latter corroborated this, stating that the enquiry was becoming general.

The retailers no doubt consider that prices are low, and that it is a good time to anticipate the consuming demand for preserving wants. In addition to the demand for domestic refined several good sized lots of foreign refined yellows have been placed here recently, both with wholesale grocers and wholesale confectioners. The exact figure is not known, but as the wholesale grocers who bought it have been offering yellows down pretty low, it is surmised that it cost in the vicinity of 3c.

The fact has had no influence on local refiners' prices, and 3 $\frac{1}{4}$ c. nett is the inside price asked for yellow sugars this week at the factory.

Warm Weather Goods...



Tryphosa Jelly Powder

FLAVORS:

- Lemon
- Orange
- Vanilla
- Raspberry
- Strawberry
- Pine Apple

A dainty and delicious dessert. No trouble to make. A READY SELLER.

Keopff's Family Gelatine...

Red and white. 1 ounce package.

Crown Extracts...

acknowledged by connoisseurs to be the finest flavors made for delicate dishes. Their purity and strength commend them to the housekeeper. Their popularity commends them to the dealer.



Have we your order?

Robert Greig & Co.

MONTREAL



B
vails.
gard to
briskly
as well
crease
meetin
inacti
salmo
are, h
molas
a goo
may

Ca
dema
now
matc
good
high
lowe
so a
selli
for c
muc
is a
but
to t
pac

I

P
E

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, July 8, 1897.

GROCERIES.

BUSINESS during the past week has developed a great deal more activity, and a healthier tone generally prevails. This is particularly noticeable in regard to sugar, which is selling much more briskly than it was a week ago. Refiners, as well as wholesalers, are enjoying the increased business. Canned vegetables are meeting with a good demand, but fruits are inactive. The demand is good for canned salmon. Cannery prices for future delivery are, however, unsettled. Coffees, syrups, molasses and spices are all quiet. There is a good deal of rice going out. The same may be said of currants. Teas are quiet.

CANNED GOODS.

Canned peas are about exhausted. The demand is good, and there appears to be now nothing obtainable under 75c. Tomatoes continue strong, with the demand good. Some wholesalers are holding for higher prices, now quoting 77c. as their lowest figure, instead of 75c. as a week or so ago. We hear of one wholesale house selling to a packer at 77c. The demand for corn has fallen off a little, but prices are much as before. In canned salmon there is a fairly good movement of spot goods, but the market for futures is unsettled owing to the cutting which is going on among the packers. Lobsters are in fair demand and

dearer. Stocks of canned meats are getting light and higher prices are looked for. We quote: Tomatoes, 75 to 80c.; corn, 50 to 75c.; peas, 75 to 85c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.25 to \$1.40; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.50; ditto, new season's, to arrive, \$1.25 in 5-case lots and \$1.30 in less quantities; cohoes, \$1.10 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.40 to \$2.50 for tall tins; 1-lb. flats, \$2.70; ½-lb. flats, \$1.60 to \$1.70; Canadian canned beef, 1's, \$1.20 to \$1.30; 2's, \$2.25 to \$2.40; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

Stocks in Brazil are heavy, and the European markets easy. Locally the market is quiet and unchanged. Jobbers quote green in bags as follows: Rio, 13½ to 15½c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

The situation is without change, business still being dull. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

There is no demand, and the possibility of business being transacted is precluded by the hot weather, which prevents shipments being made. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

A much better state of affairs prevails in the sugar market. Since the reduction in price not only have the wholesalers been doing more business, but the refineries have been in receipt of a great many more orders. Granulated they have also been selling, which is something they have not been doing for several weeks. The outside markets are steady. We quote for Toronto as follows: Granulated—St. Lawrence and Redpath's, 4 7-16c. for single barrel lots and 4¾c. for 5-barrel lots; Acadia, 4¾c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3½ to 4½c. per lb.; German granulated, in 100-lb. sacks, 4¾ to 4¼c. per lb.; Demerara crystals, 3¾c.

SPICES.

Trade is quiet and featureless. We quote as follows: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb. cans; ditto, whole, 10c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes

BUTTER TUBS

....Ex Warehouse or direct from Factory

Prompt Shipment
Best Goods . . .

WALTER WOODS & CO.
HAMILTON

DRINK :: :

::: Chocolate for Breakfast

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



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

VANILLA . . .
CHOCOLATES

CHOCOLAT MENIER

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

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

ONE TENTH

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

"SALADA"

CEYLON TEA

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

AGENCIES . . .

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

P. C. LARKIN & CO.



SURPRISE SOAP

MAKES

CHILD'S PLAY ON WASH DAY

Easy, Quick Work . . .
Snowy White Clothes

You can safely recommend **SURPRISE SOAP** as the best soap for washing clothes.

The experience of thousands for years is the proof.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

BRANCHES—

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

and 20c. in 5-lb. cans; ditto, whole, 15 to 17c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

NUTS.

Business is quiet and featureless. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; 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.

Some big orders have been placed during the past week or two for imported rice, both fancy and medium grades. Local wholesalers report the demand for rice good. We quote: Standard "B," broken lots, 3¾c.; 1 to 5 sacks, 3¾c., and 5 sacks and over, 3¾c. per lb.; Japan, 5c.; Patna, 4¾ to 5¾c.; tapioca, 3¾ to 4½c.; sago, 3½c.

TEAS.

There is very little to note. A few more Japans are offering, but business in this line is singularly quiet for this time of the year.

Another week or two will doubtless see a material improvement, however. The local tea market is at the moment about as uninteresting as it well could be. 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.

Filiatra and Provincial currants are scarce on spot, and those that have them are holding them at firm figures. It appears that there is nothing now on the market under 5¾c. per lb. The demand is good. We quote: Provincials, 5¾ to 5½c. in bbls.; ditto, half-bbls., 5¾ to 5½c.; fine Filiatras, in bbls., 5½ to 5¾c.; do., half-bbls., 5½ to 5¾c.; Patras, 5¾ to 6c. in bbls., 5¾ to 6c. in half-bbls., and 6 to 6½c. in cases; Vostizzas, cases, 7 to 8c.

Nothing new has developed in regard to Valencia raisins. We quote: Off-stalk, 4¾ to 5½c.; fine off-stalk, 5½ to 6c.; selected, 6 to 6½c.; layers, 6½ to 7c.

Sultana raisins are strong, with demand good. There are none in the country of production, and stocks on spot are light,

California loose muscatels are without feature as far as the local market is concerned. The outside markets are dull and unsettled. We quote: 3-crown, 7¼c.; 4-crown, 8 to 8¼c.

Figs are dull and unchanged. We quote: 10 oz., 7¼c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps; ¾ to 3½c. net; natural, 4½c. in bags, and 6 to 6½c. in boxes.

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

California evaporated fruits are dull and unchanged. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

Prunes of all kinds are dull, and holders are anxious to dispose of their stocks. We quote as follows: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

GREEN FRUITS.

The fruit trade continues to be exceedingly active. More lines of Canadian fruit have arrived this week, red currants and

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.

They were awarded First Prize at the . . .

WORLD'S FAIR

Brown's "Lepreaux" Brand

CANNED CLAMS

Far superior to the fresh article. Quality guaranteed. Will keep in any climate. Very little trouble in preparing them.

Packers' Agents **NORTHRUP & CO.**

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

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO.

79 and 81 JARVIS ST. TORONTO.

TO CANADIAN MANUFACTURERS AND IMPORTERS

If not represented in WINNIPEG

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

E. NICHOLSON

124 Princess Street, Winnipeg, Man.

Successor to

W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

14 years' experience.

Established 1882

ORANGES AND LEMONS

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

CLEMES BROS., - Toronto

51 Front Street East.

raspberries having been added to the list. Cherries are almost as important a feature in the market as strawberries; the demand is heavy. Large quantities of tomatoes are being disposed of; several carloads are arriving weekly. The heavy demand in lemons, caused by the hot weather, has induced a stiffening in price. It is likely that the crop of strawberries will be finished quickly by the hot weather. Some dealers say that the supply will cease this week. The quality is now much inferior to that at the beginning of the season. We quote pineapples lower, but it is the size that has decreased. Watermelons are 5c. lower. California fruits are gradually giving way to home-grown varieties. We quote: Oranges—Sorrentos, 200's and 300's, \$3.50 to \$3.75 per box; 180's, \$2.50 to \$2.75, three-quarter boxes. Lemons, \$2.75 to \$3.50. Cocoanuts, \$4.50 a sack and 60c. per doz. Onions, 3½c. per lb. for Egyptians. Bananas, \$1.25 to \$1.75. Pineapples, 7 to 10c. each. Strawberries, 5 to 6c. per quart. New cabbage, \$1.75 to \$2 per bbl. Mississippi tomatoes, \$1.10 to \$1.25 per case of 4 baskets. Green beans, 60 to 75c. per basket. Watermelons, 30 to 35c. California peaches, \$1.75 to \$2 per box; Canadian gooseberries, 30 to 75c. per 12-quart basket; Canadian cherries, 60 to 85c. per basket. Red currants, 65 to 75c. per basket; raspberries, 17 to 18c. per quart.

BUTTER AND CHEESE.

BUTTER—Receipts continue fairly large. A good many lots coming forward are arriving in bad condition owing to the hot weather. Some dealers think that the production of butter is considerably larger this season than it was last year up to this time. We notice in The Produce Price Current, New York, that receipts are 12 per cent. in advance of those of last year. The stocks in cold storage in that city are estimated at about 150,000 packages. There is a little better demand for creamery for export trade, but dairy has not improved. In fact, it looks as if the day for exporting dairy butter is gone. There is practically no change from last quotations. We quote: Dairy—Tub, 12c. for best, and others, 7 to 9c.; pound prints, 11 to 13c. Creamery—The supply has fallen off considerably, and as a consequence prices are firm. Tubs, 16c.; prints, 16 to 17c.

CHEESE—The feeling continues easy with a further downward tendency. Local trade is quiet, as is also the export demand, as makers have been tardy in accepting lower

ARTICLES FOR SALE.

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

IF YOU WANT TO

ADVERTISE anything, ANYWHERE

in Canada, we can do it for you.

MacLEAN PUBLISHING CO. Ltd.

ADVERTISING DEPARTMENT

MONTREAL - - - TORONTO

The Following Brands Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY.

CANADIAN TOMATO CHUTNEE

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

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

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

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

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

BUTTER

The demand for large roll is falling off now. Tubs are wanted, selling at 11 to 12c.

EGGS STEADY AT 9 TO 9½c.

Rutherford, Marshall & Co.

62 Front St. East, TORONTO

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

BLUE RIBBON TEAS

We make the **Best Biscuits**

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

Jas. McLauchlan & Sons Biscuit Manufacturers **Owen Sound.**

prices. It looks, however, as if prices had gone too high and as if lower values would prevail. We quote: Factory price, 8c., jobbing price, $8\frac{3}{4}$ to 9c.

SALT.

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

FISH.

The trade in fish is dull, the hot weather having completely spoiled the demand. We quote: Pickerel, 6c. per lb.; pike, 5c. per lb.; whitefish, 6c.; trout, 6c.; perch, 3c. per lb., fresh herring, $3\frac{1}{2}$ c. per lb.; haddies, $7\frac{1}{2}$ c. 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, $3\frac{1}{2}$ to 4c. per lb.; pure cod, $6\frac{1}{2}$ to $6\frac{3}{4}$ c. per lb.; fresh water herring (heads off), \$2.50 per keg.

PROVISIONS.

The market has been strong and demand active. Packers have been taxed to their utmost to get orders filled. Everything points to firmer prices. The dealers have had offers at lower prices than those quoted, but in this line there is no shading of prices. Packers will not accept these offers as they know that stocks are light and will all be required. The prices of lard have, however, fallen $\frac{1}{2}$ c this week.

DRY SALTED MEATS—Long clear bacon, $7\frac{1}{4}$ c. for carload lots, and $7\frac{1}{2}$ to $7\frac{3}{4}$ c. per lb. for ton lots and cases; backs, 8c.

SMOKED MEATS—Breakfast bacon, 11 to $11\frac{1}{2}$ c.; rolls, $8\frac{1}{2}$ c.; hams, large, $10\frac{1}{2}$ to 11c.; medium and small, $11\frac{1}{2}$ to 12c.; shoulder hams, 8c.; backs, 11 to $11\frac{1}{2}$ c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, $5\frac{3}{4}$ c.; tubs, 6 to $6\frac{1}{4}$ c.; pails, $6\frac{1}{4}$ to $6\frac{1}{2}$ c.

BARREL PORK—Canadian heavy mess, \$13 to \$13.50; Canadian short-cut, \$15 to \$16.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Trade is still brisk. Prices are considerably lower, however. We quote: Red wheat, 65c.; white, 66c.; oats, $22\frac{1}{2}$ c.; peas, 41c.

FLOUR—Trade is fair, with no change in prices. We quote in carloads on track, Toronto: Manitoba patents, \$4.40; Manitoba strong bakers', \$3.85; Ontario patents, \$3.90 to \$4.30; straight roller, \$2.30 to \$2.35, Toronto freights.

BREAKFAST FOODS—Trade is moderate, with the price of cornmeal higher. We quote as follows: Standard oatmeal and rolled oats, \$3.10 in bags and \$3.20 in bbls.; rolled wheat, \$2.60 in 100-lb. bbls.; cornmeal, \$2.25 to \$2.30; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

COUNTRY PRODUCE.

BEANS—Are unsalable. We quote: Mixed, 30c. and hand-picked 60 to 65c.

HONEY—Dull. We quote: 80 to 90c. per dozen for dark, and \$1.50 to \$1.75 for light; strained, $6\frac{1}{2}$ to $7\frac{1}{2}$ c. per lb.

DRIED APPLES—Still quiet and featureless. The idea as to price is 2 to $2\frac{1}{4}$ c. f.o.b. The local jobbing price ranges from $1\frac{1}{2}$ c. per lb. upward.

EVAPORATED APPLES—Dull. Buyers are paying from $3\frac{1}{4}$ to $3\frac{1}{2}$ c. f.o.b. at outside points, and jobbers' prices are from 4 to 5c., according to quality.

EGGS—The hot weather has considerably affected the consumptive demand for eggs, and although prices have not changed materially, there is much pressure to sell, and prices are shaded. For No. 1 current price is $9\frac{1}{4}$ to $9\frac{1}{2}$ c., with single case lots a little higher; for No. 2, $6\frac{1}{2}$ to 7c. We learn of some eggs having been exported, but prices obtained showed considerable loss.

POTATOES—The trade in old potatoes has been very dull, as everybody is enquiring

for the new variety. New potatoes are just arriving from the south in quantity, and dealers are selling at \$3.50 per large barrel. A few Canadians are coming forward, but they are not as ripe as the southern variety. Old potatoes are worth 25c. by the carload, and price out of store is 30 to 35c.

HIDES, SKINS AND WOOL.

HIDES—Cowhides: Dealers pay $8\frac{1}{2}$ c. for No. 1, $7\frac{1}{2}$ c. for No. 2 and $6\frac{1}{2}$ c. for No. 3. Steerhides: 60 lbs. and up, $8\frac{1}{2}$ c. for No. 1, $7\frac{1}{2}$ c. for No. 2 and $6\frac{1}{2}$ c. for No. 3.

CALFSKINS—Trade is brisk and prices are firm. No. 1 veal, 8 lbs. and up, 10c. lb.; No. 2, 8c.; Deatons, from 30 to 35c.; culls, 15 to 20c. each.

SHEEPSKINS—We quote: Lambskins, 50c.; pelts, 25c.

WOOL—The price of wool has at last settled, and dealers are now paying 19 to 20c. There is a lull in trade after the large exports of last week.

PETROLEUM, ETC.

Oil dealers have prepared for the annual trade in harvest machine oils. The hay cutting is just about to start, and, from now on, the demand for lubricating oils will be heavy. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, $14\frac{1}{2}$ c.; carbon, safety, $16\frac{1}{2}$ c.; Canadian water white, 17c.; American water white, $17\frac{1}{2}$ c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Lard has dropped $\frac{1}{2}$ c. all round. Wool is 2 to 3c. higher this week. Hides have risen $\frac{1}{2}$ c. and lambskins 10c. Cornmeal is quoted 5 to 10c. higher this week.

Mr. P. C. Larkin has received an order from Lipton, of London, Eng., for one of his "Ideal" tea packers.

Owing to the demand for oats for export, the price of oatmeal is likely to advance still further. There is a strong feeling in oats and prices of the meal are firm.

WE ARE
PAYING
CASH
FOR

DRIED
DRIED
APPLES



W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. Toronto

Whew! But it's hot!

Your customers are not looking for bargains in Stoves or Blankets, but if you are wise you will suggest

Stower's Lime Juice

“

Lime Juice Cordial

“

Lemon Squash

Delicious
Cooling
Comforting

Sales of these excellent summer drinks constantly increasing.
Send order for trial case.

THE EBY, BLAIN CO. Limited

Wholesale Agents

TORONTO, CAN.

QUEBEC MARKETS.

MONTREAL, July 8, 1897.

GROCERIES.

THERE has been no radical change in the grocery situation during the past week, except possibly in the active demand noted for sugar from second hands. This enquiry has been more than sufficient to work off all the old stocks of sugar bought during the pre-tariff boom, and as a result the refiners have experienced more demand from jobbers this week. Advices on molasses from the Islands continue steady and previous reports regarding an exceptionally light pack of canned lobsters have been more than confirmed this week, "talls" being reported as especially scarce. Reports regarding California dried fruit are of a conflicting character, but the balance of evidence seems to be in favor of a good yield. Canned salmon are still offered f.o.b. Coast at low prices, so low in fact that a sudden recovery would surprise nobody. Other lines were without feature.

SUGAR.

The decline in prices has contributed to a better demand for refined sugar and besides the preserving demand will soon be on and retailers are stocking up in anticipation of it. As a result there has been quite an

active business in sugar during the current week from second to third hands, and stocks of old sugar in the hands of the former will be pretty well cleaned up this week, rendering supplies from the refineries an absolute necessity. Values are steady in a jobbing way as last quoted: Granulated, 1 to 9 barrels, 4 1/4c. and 10 barrels and over 4 1-16c., while yellows range all the way from 3 3/8 to 3 3/4c., as to quantity and quality.

SYRUPS.

There has been a moderate demand for syrups during the past week, and prices continue steady at 1 3/8 to 1 7/8c., as to quality.

MOLASSES.

The steadier tendency in molasses at primary markets noted recently continues, and wholesale grocers here who tried to get at quotations on Barbadoes at the Islands this week were unable to do so. From this it is argued that the stock remaining in first hands at the Islands has been pretty well absorbed. It is worthy of note in this connection that supplies in jobbers' hands are not by any means excessive. We quote: Barbadoes, 22 to 23c. and Porto Rico, 25 to 29c., according to grade.

RICE.

There has been no change in the rice market, business continuing quiet. We

quote: Crystal Japan, \$4.50 to \$5; standard B, \$3.50 to \$3.75; Patna, \$4.50 to \$5; Carolina, \$6.75 to \$7.75; choice Burmah, \$4 to \$4.25, and Java kinds, \$4.25 to \$4.50.

SPICES.

All advices on spices from abroad continue firm on all staple lines. Local business is of a hand-to-mouth character. We quote as follows: Black pepper, 9c.; pure white, 14 to 17c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 12 to 14c.; nutmegs, 50 to 90c.

COFFEES.

The coffee market remains very quiet, with jobbing demand dull, and only a few lots of Maracaibo moved in a round way from first hands. Values are unchanged as follows: Maracaibo, 16 to 19c.; Santos, 11 to 15c.; Rio, 11 to 14c.; Mocha, 24c., and Java, 25c.

TEAS.

The tea market has ruled rather quieter this week, only a few 100-package lots of high-grade new crop Japans leaving first hands since last report. In a jobbing way trading is not especially brisk. We quote as follows: Young Hysons, 13 to

18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, and 28 to 40c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for high grades.

CANNED GOODS.

Business in canned goods has not been especially active during the week. Further low offers of \$3.35 to \$3.75 f.o.b. Coast have been made on salmon, but jobbers are not eager buyers, though all admit that the price is exceptionally low. Scarcity of lobsters promises to be the striking fact of the canned goods season, and wholesale men here find it absolutely impossible to duplicate orders for talls, which are held very firm. We quote as follows: Tomatoes, 80c.; corn, 50 to 80c.; peas, 80c.; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.40 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.30, in tall tins; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.30; lobsters, \$11 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

DRIED FRUIT.

The Valencia raisin market is a purely nominal one here. Advices from Spain continue favorable regarding the crop. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

There has been little change in California raisins. We quote 6¼ to 6½c. for 2-crown, and 7 to 7½c. for 3-crown.

There has been little change in currants, which we quote at a range of 4 to 4¾c., according to package and quality.

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

Prunes continue featureless at 5½ to 6c. for Bosnia; 4 to 5c. for French, and 6½ to 7c. for California.

NUTS.

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

DRIED APPLES.

Business quiet and prices steady at 2 to 2½c. for dried, and 3¾ to 4¼c. for evaporated.

GREEN FRUIT.

Business in green fruit has been quite active owing to the excessive heat, and both

receivers and distributors of green fruits of all kinds have transacted a large volume of business. Lemons have been in good request, and prices are firm. There has been a good demand for oranges, which are firmly held at figures last quoted. Pineapples are rather easier under increased receipts, but demand is active. Receipts of strawberries have been very heavy, and prices are low in consequence. California peaches and plums are now offering, and more liberal receipts of all kinds of fresh California fruit may be expected from now on. We quote: Valencia oranges, \$5 per case; bloods, \$2.50 to \$3 per half-box, and Messinas, \$3 to \$3.50 per box; lemons, \$2.50 to \$3.50 per box for choice, and \$1.50 to \$2.25 for common; bananas, 40c. to \$1.40 per bunch; California cherries, \$1.15 to \$1.40 per box; apricots, \$1.25 to \$1.50 per box; pineapples, 10 to 15c. each; Canadian strawberries, 4 to 8c. Egyptian onions, 2½c. per lb., and Bermuda ditto, 2½c. per lb., and \$3 per crate; California peaches, \$1.50 to \$1.75, do. plums, \$1.75 to \$2.25.

COUNTRY PRODUCE.

EGGS—A fairly active trade was done in eggs to-day, and prices show no change. Selected near-by stock sold at 10¼ to 11c.; ordinary No. 1 at 9 to 9½c., and No. 2 at 8 to 8½c. per dozen.

MAPLE PRODUCT—The market for maple product is dull and without change. We quote: Maple syrup, 4¾ to 5c. per lb., and 45 to 55c. per tin; sugar, 6 to 6½c. per lb.

HONEY—The demand for honey is exceedingly 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.

BEANS—There is no change in beans, sales being slow at 55 to 60c. in car lots, and at 65 to 70c. in a jobbing way.

POTATOES—The demand for potatoes is limited, and prices rule easy at 30 to 40c. in car lots, and at 35 to 45c. in a jobbing way.

PROVISIONS.

The provision market, while it has not shown any marked increase in activity, has

"Minute Tapioca"

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

"Minute Gelatine"

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

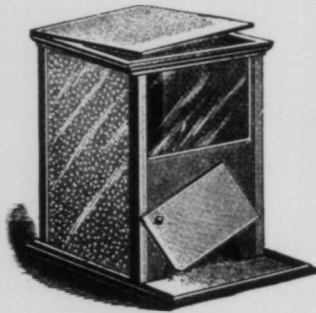
Manufactured and guaranteed by

WHITMAN GROCERY CO.

Manufacturers Grocery
Specialties

Orange, Mass.

Samples Free.



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.

WA
BUTT

CHAS.

8

A

the b
With
the b
some
gets
woul
ing w
Ar
prof
the
The
The
red
ov: r
Cott

Co

L

CO

WHO

Con

Telep

PU

F.
—
F
C

WANTED Consignments of
BUTTER, EGGS & POULTRY

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

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

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

Cottams Seed is sold by all wholesalers.

DAWSON & CO.

FRUIT, PRODUCE AND
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	IN 5 TUB AND 15 PAIL LOTS.
Get Our Figures.	

F. W. FEARMAN - HAMILTON

**FANCY
ORANGES**

All Varieties

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

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

\$2.50 per case; 80c. gallon.

THE AMHERSTBURG VINTAGE CO. Amherstburg, Ont.

BROCK'S BIRD SEED

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



NICHOLSON & BROCK - TORONTO

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

ST. JOHN, N.B. ETC., ETC.

Wholesale trade only.

BUTTER

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

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, Al-
meria Grapes, Cranberries and Dates

76 COLBORNE ST.,

TORONTO, ONT.

PURE LARD

MAPLE LEAF BRAND

If you have tried it you know the quality. If not, send for sample. It is the finest in the market. According to prices of other Hog Products, price of Lard is below cost of production. Can you wish for a better chance to stock up? Write us.

D. GUNN, BROS. & CO.

Pork Packers and Commission Merchants,
TORONTO, ONT.

developed a firmer feeling in pork, which we quote 50c. higher than last week. We quote: Canadian pork, \$14 per bbl.; pure Canadian lard, in pails, 6¼ to 7¼c., and compound refined at 5¼ to 5½c. per lb.; hams, 11 to 13c., and bacon, 11 to 12c. per lb.

FLOUR AND MEAL.

In Manitoba grades of flour millers report a good local business doing, but Ontario dealers state that trade is only of a jobbing character, and, in order to make sales, they have been obliged to reduce prices 10 to 15c. per bbl. on winter patent and straight rollers. We quote: Winter wheat patents, \$4 to \$4.25; straight rollers, \$3.65 to \$3.80, and in bags, \$1.75 to \$1.85. Manitoba strong bakers', choice, \$3.85 to \$4; outside brands, \$3.65 to \$3.75, and spring wheat patents, \$4.10 to \$4.25.

The demand for feed is good, and the market is active and firm at \$12 for Manitoba bran, and \$13 for shorts per ton, including bags.

The market for rolled oats was stronger to-day, and prices advanced 5 to 10c. per barrel, with sales at \$3 per barrel and at \$1.45 per bag.

BALED HAY.

There has been an advance in baled hay since last report and prices are \$1 per ton higher than they were under light stocks on spot and an active demand. We quote: No. 1, \$13 to \$13.50 and No. 2, \$11 to \$11.50.

CHEESE AND BUTTER.

The cheese market has been demoralized since last report and prices have slumped off almost one full cent per pound, an extreme bid to-day for Western June cheese being 8c., while Eastern makes are quoted all the way from 7¼ to 7½c. Enormous shipments and an increased make is the direct reason for the slump.

The butter market during the latter days of last week and up till a day or so ago exhibited a firmer feeling. Latterly, however, enquiry has fallen off, but prices are quotably higher than they were last week as follows: Finest creamery 17¼ to 17½c.; seconds, 15¼ to 15½c.; dairy butter, 12c.

MONTREAL NOTES.

Pork has advanced 50c. per barrel during the past week.

There has been a good enquiry for Knox gelatine during the past fortnight.

There has been no change in the tenor of advices from the Coast regarding canned

HUGH WALKER & SON
GUELPH, ONT.

salmon, except that some brands are offering at \$3.35 f.o.b., which is perhaps the lowest price on record.

Advices from the lobster packing districts state that tall tins are almost impossible to get.

The hot weather has created a regular boom in the green fruit market, and a large volume of business was put through.

All the old stocks of sugar in second hands are practically cleaned out, and this has led to freer orders at the refineries.

Wholesale grocers in Montreal who tried to get quotations at the Islands this week for fresh shipments of Barbadoes molasses were unable to do so, and it is concluded that the stock of prime goods is practically cleaned up.

Advices from the Coast regarding the pack of California dried fruit are contradictory. Some positively assert that it will be lighter than last year, while others assert the direct opposite. The balance of evidence appears to be in favor of the latter, that the crop will be fully up to, if not in excess of, the average.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., July 8, 1897.

THE half year that has gone has been somewhat of a disappointment to merchants. The grocers were disappointed regarding the duties, particularly tea and sugar, and the latter, since the tariff was brought down, has not shown even the strength it possessed before. The half year has, however, had some pleasant sides. The increased value of Porto Rico molasses has been a surprise, and many look with pleasure on their large stocks of tobacco. The increased firmness in canned goods is a matter of satisfaction to some, and it will be to all if it puts the canned goods business on a better basis. The last season has seen little if any money made in these lines, which now form so large a part of a grocer's stock.

OILS—The demand for burning oil continues, as is expected at this season, light. Even lubricating oil at the present is dull. In cod oil, which is brought quite freely by the fishermen to this market, the stock is low, and the new, which will come in shortly, will find it bare. No high prices are, however, expected, as the price in the States is low. We quote: Best American burning oil, 18½ to 19c.; Canadian water white, 16 to 18c.; Canadian, prime, 14 to 16c.

SALT—The market continues to absorb a large quantity of salt. It is really a matter of surprise where it all goes. There is a fair stock here, and some fine, via Boston, is daily expected. A cargo of coarse is due

from England. Buyers would do well to note that prices are much less ex vessel than ex store. One of our salt merchants is now putting English dairy salt in 10 and 20-lb. wood boxes to compete with the Canadian, which has so long held the market here in that style of package. We quote: Coarse, 44 to 47c.; Liverpool factory-filled, 90c. to \$1; Canadian fine, \$1 to \$1.05 per bag.; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.

CANNED GOODS—There continues to be a good deal of interest in these lines by wholesale dealers. Quite a few have bought their salmon. The price is almost \$1 below last year. Dealers are buying lightly. There are quite a few of last year's fish still here. In corn dealers have bought quite freely of last season's pack. New is expected to be quite a little higher, but our dealers will be pretty well supplied. One firm to-day bought 1,000 cases, a fair stock for our market. Packers are still backward about quoting for future. In peas and tomatoes market will likely be bare before the new pack comes in. Owing to the fact that quite large stocks were bought last year and no money made, many say they will buy very lightly this year. It is too early to tell if they will stick to that idea. New canned haddies arrive quite freely, meeting fair sales. Lobsters are scarce. We quote as follows: Corn, 55 to 65c.; peas, 70 to 85c.; tomatoes, 85 to 90c.; gallon apples, \$1.75 to \$1.80; corned beef, Canadian, \$2.20 to \$2.30; American, 2-lb tins, \$2.30 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.35; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.75 to \$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.25 to \$2.75; salmon, \$1.25 to \$1.40; lobsters, \$2.25 to \$2.50; haddies, \$1.10 to \$1.25; clams, \$5 for 4 doz; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—Business continues active, particularly in small fruits. In oranges the supply is light and prices rather higher. This is the off season. Lemons are marked up. The new apples so far received are poor. Better fruit is expected next week. In strawberries, the market is now being supplied from Nova Scotia. New Brunswick berries are rather later. Florida tomatoes find a fair sale. Melons are being largely received, and prices are lower. Cucumbers, being more largely received, are lower in price. Rhubarb receipts are falling off. In California fruits sales are limited. We quote: Lemons, \$3 to \$3.50; oranges,

\$3.50 to \$4; bananas, \$1.50 to \$2.25; lettuce, 25 to 30c. per doz.; pineapples, 10 to 12c.; strawberries, 12 to 15c.; rhubarb, 1 to 1¼c. per lb.; cucumbers, 60c. per doz.; green apples, \$4; Florida tomatoes, \$2 to \$2.50; California apricots, \$2; California cherries, \$1.50; cabbage, \$2.50 to \$2.75; California peaches, \$2.

DRIED FRUIT—Stocks of raisins are light and small lots continue to arrive from New York. Prices are easy. Currants keep high. Such demand as there is is for cleaned. Demand for prunes is about over for the season. Sales this year have been light. The feeling in evaporated fruits continues to gain in strength. There is no advance here yet, but with improved demand they will be higher. Peanuts are also on the list for higher prices. They have been particularly low during the past season. We quote as follows: Lemons, \$3.50 to \$4; oranges, per case, \$7; raisins, Valencias, 5¼ to 6c.; California L. M. 3-crown, 7 to 7¼c.; London layers, \$1.75 to \$2; currants, cases, 5½ to 5¾c.; bbls., 5 to 5¼c.; cartoons, cleaned, 7¼ to 8c.; bulk, cleaned, 6½ to 7c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples 2½ to 3c.; evaporated apples, 4 to 4½c.; onions, 3 to 3¼c. per lb.; cocoanuts, \$3.50 to \$3.75 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6 to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 7¼ to 8c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—There is no change. It is hoped the increased demand usual at this season will help the situation, as stocks are still large, chiefly in granulated. A stronger market would be much appreciated. We quote: Granulated, 4½ to 4¼c.; yel-

BUSINESS CHANCE.

GENERAL STORE STOCK, ABOUT \$5,000, IN growing town of Medicine Hat N.W.T., for sale, and store to rent; best climate in Canada; ranching country; C.P.R. divisional point; best corner in town; good business can be done; present owner has been in business 14 years, and done well; good reasons for selling. Apply to W. Cousins, general merchant, Medicine Hat, N.W.T. (29)

Refrigerators



of all kinds and all sizes.

GROCERS' REFRIGERATORS

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

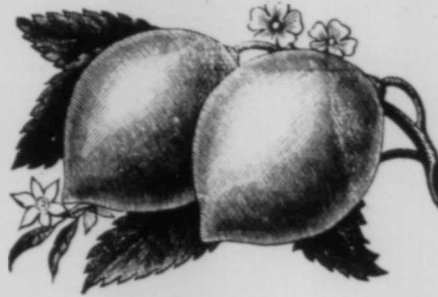
EUREKA REFRIGERATOR CO.

Noble St., Toronto
Telephone No. 5298.

ROSE'S

WEST INDIA LIME JUICE

Is DELICIOUS,
WHOLESAME
and REFRESHING.



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

Agents for Canada,

LAW, YOUNG & CO. - MONTREAL.



The Club Coffee

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

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ♦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

PURE . . . TOMATO CATSUP

Sold by all good grocers and made by

T. A. LYTLE & CO.

Vinegar Manufacturers
TORONTO

RICE

A shipment just to hand of the very finest

JAVAS AND JAPANS

WARREN BROS. & CO.
TORONTO.

Extra Choice Hams Bacon Pure Lard Mess Pork

PARK, BLACKWELL & CO. Limited

Pork and Beef Packers,
TORONTO

Macaroni

ITALIAN
M. RAVANO

1-lb. Packages.

A shipment just to hand.

PERKINS, INCE & CO.
TORONTO.

The Coffee with a
PAST PRESENT FUTURE

Excelsior Blend

Satisfies the most Fastidious.

Todhunter, Mitchell & Co.

Coffee Importers and Roasters
TORONTO

BUY
Ivory Bar Soap

THE BEST MADE

lows, $3\frac{1}{4}$ to $3\frac{3}{8}$ c.; Paris lump, $5\frac{1}{2}$ to $5\frac{3}{4}$ c.; powdered, $5\frac{1}{2}$ to $5\frac{3}{8}$ c.

MOLASSES — The market is rather better, supplies being lighter than was expected. Barbadoes is very low and has but limited sale. Porto Rico holders are firmer. There is still some to arrive, but it is thought prices will still go higher. Some St. Croix here on consignment would be sold low. We quote: Barbadoes, 20 to 22c.; Porto Rico, 26 to 28c.; New Orleans, bbls., 25 to 27c.; Antigua, 22 to 23c.; syrup, 36 to 38c.; St. Croix, 20 to 22c.

DAIRY PRODUCE—Eggs continue to have a ready sale. There is very little complaint so far this season about quality. Price shows no change. In creamery butter demand is lighter owing to the large supply of dairy butter, much of which is now good and price low. In cheese our province factories are making more small cheese, running about thirty to thirty-five pounds, than usual. Prices tend easier. Quotations in the West Indies are lower owing to the low New York prices. We quote: Dairy butter, 13 to 16c.; creamery, 17 to 18c.; prints, 19 to 20c.; cheese, $9\frac{1}{2}$ to 10c.; eggs, $9\frac{1}{2}$ to 10c.

FISH—Business is less active. Salmon is about the only thing of real interest. The catch has been light during the past week. There is a good demand and prices are held firm, being much higher than last season at this time. Halibut are in lighter receipt and price is rather higher. Lobsters are out of the market. The business in fresh lobster has been light here this year. Fresh gaspereaux are out of the market. The fishermen are now anxious to sell their alewives, prices of which do not seem to improve. There is but light movement in dry fish, pollock being very dull. In pickled fish, there is no business at all. Smoked herring show no improvement. There is a rather better demand for boneless fish. New pickled shad are offering. We quote as follows: Large cod, \$2.85 to \$3; medium, \$2.50 to \$2.60; pollock, \$1.15 to \$1.25; bay herring, \$1.25 to

\$1.30 per half-bbl.; smoked, new, 5 to 6c.; shad, half-bbl., \$4.50; boneless, $2\frac{1}{2}$ to 8c.; Barrington, \$3 per bbl.; Shelburne, \$3.25 per bbl.; halibut, 9 to 10c. per lb.; salmon, 11 to 12c.; boneless fish, $3\frac{1}{2}$ to 4c.; cod, 6 to $6\frac{1}{2}$ c.

PROVISIONS—There continues to be a light demand, with prices easy. Lard is rather lower. The market never was as low as it now is. Smoked meats keep firm. The chief demand has been for export. The local demand has not been large, but is keeping up better than usual. We quote: Clear pork, \$13.50 to \$14.50; mess, \$12 to \$13; plate beef, \$11.50 to \$13; hams $12\frac{1}{2}$ to 13c.; rolls, $8\frac{1}{2}$ to 9c.; pure lard, 7 to $7\frac{1}{4}$ c.; compound, $6\frac{1}{2}$ to 7c.

FLOUR, MEAL AND FEED — The easy feeling in the flour market continues. This somewhat affects the demand. In middlings, while there is but fair sale, the supply is limited, and the price keeps high. Bran, on the other hand, has dropped off, both in demand and price. The past week, however, shows little change. Oats and oatmeal are both higher and firmly held. Hay is in better demand, and brings a fair price. The crop outlook is but fair. Beans show no change. Price is low. We quote: Manitoba flour, \$4.65 to \$4.75; best Ontario, \$4.25 to \$4.35; medium, \$3.80 to \$4; oatmeal, \$3.20 to \$3.40; cornmeal, \$1.70 to \$1.75; middlings, car lots, in bulk, \$14 to \$15; bran, do, do, \$13 to \$14; hand-picked beans, 85 to 90c. prime, 75 to 80c.; oats, 33 to 34c.; hay, \$12.50 to \$13.50; barley, \$2.75 to \$3; round peas, \$1.15; split peas, \$2.85 to \$3; yellow eye beans, \$1.50; timothy seed, Canadian, \$2 to \$2.25; do. do., American, \$1.75 to \$2; clover, $8\frac{3}{4}$ to 9c.; alsike, $8\frac{1}{2}$ to 9c.

ST. JOHN NOTES.

Customs revenue shows a decline for June as compared with June of last year, and also when comparing the past year just ended with the previous one. Receipts for June,

1897, \$40,579, and for June, 1896, \$57,988, a decrease of over \$8,000. Receipts for year 1896-97 were \$756,000, while for 1895-96 they were \$797,000, which shows a decrease of over \$40,000.

Cheap bottled pickles show a very large sale, one wholesale dealer selling 1,200 dozen Canadian pickles in two months.

The rice demand is now for English milled rather than Rangoon, as it is expected it will be allowed the $12\frac{1}{2}$ c. rebate in duty.

Mr. Barton Gandy is now packing English dairy and table salt in 10 and 20-pound wood boxes. This is the first time English salt has been so offered.

There are a good many mackerel being caught at Richibucto, some boats taking as many as 500 in a night. The fish are chiefly shipped to Boston in ice.

The arrangements for the fall exhibition are being rapidly pushed forward. This year no entrance fee will be charged, but a small price per square foot of space will be asked.

The lobster canning factory of Burnham Morrell, at Grand Manan, has finished packing for the season. The pack amounted to 1,800 cases, which is rather under that of last year.

The English demand for Prince Edward Island oats continues large. The steamer Nampira cleared from Charlottetown this week with 114,000 bushels. She was loaded by Carvell Bros.

Heinz's pickles and sauces are already known here. It is the intention of the manufacturers to push these goods in this province. Their sale in the other provinces of Canada is already large.

The Woodstock canning factory is being fitted up with the most modern machinery. Beside the regular lines the company intend to can rhubarb, grate horseradish and manufacture fruit syrups and jellies of all kinds.

LAPORTE, MARTIN & CIE.

Agents for

IMPORTERS AND WHOLESALE GROCERS

P. Richard's Brandy

Mitchell's Scotch and Irish Whiskeys

Vve Amiot Champagnes

72 to 78 St. Peter Street, MONTREAL



EAST INDIA PICKLES

The most delicious Spiced Pickle ever prepared.

Handsome Glass-Stoppered Bottles.

A. E. Richards & Co.

Agents HAMILTON, ONT.



Pickles.

Heinz Baked Beans are best --- you can't possibly make any better. They are good eating and always ready.

Other Popular Specialties

SWEET PICKLES
INDIA RELISH

TOMATO CHUTNEY
TOMATO KETCHUP
ETC.

For sale by

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

MEDALS--
PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE
always bear this
Keystone trade-mark.



MANITOBA MARKETS.

WINNIPEG, July 8, 1897.

TRADE generally is very fair, but little change has taken place in either prices or amount of sales during the past week. Sugar is slightly easier. Cheese has taken a drop, which was expected. Some lines of green fruit are a little higher, noticeably bananas, but this is supposed to be due to 4th of July trade on the American side and is not expected to continue. The warm rains of the past two weeks have advanced vegetation wonderfully, and throughout the province the outlook is encouraging.

BUTTER — Creamery from 23,000 to 25,000 lbs. per week is being manufactured; the price is 14½ to 15c., and 16c. for some choice lots. The tendency to hold for higher prices continues, and in fact is stronger than last week.

CHEESE—Supply is not so very large, but price is low. It is reported that some purchases were made on Saturday as low as 6¾c., but the general price is 7 to 7½c.

EGGS—On Wednesday there was an advance of 1c. per doz. on eggs. Dealers pay 10c. and sell to jobbers, after candling, at 12c.

GREEN FRUITS — This market is now supplied with a good variety and the sales are large. Winnipeg gets the reputation of

consuming an enormous quantity of fruit considering the population, and that in view of the fact that almost all fruit is imported. The supply of vegetables from local market gardens is very good; no part of the Dominion can show finer vegetables than the Red River Valley. Prices for this market are as follows: California late Valencia oranges, \$6 to \$6.50 box; Mediterranean sweets, \$4.50 per box; St. Michaels, \$5.25 per box; Messina lemons, \$5.50 to \$6; bananas, \$2 to \$2.75 per bunch; pineapples, \$3 to \$3.75 per dozen; pie plant, 1½c. per pound; strawberries, \$4 to \$4.50 per case of 24 baskets; tomatoes, \$1.75 per crate of 4 baskets; California cherries, \$1.50 to \$1.75 per box; apricots, \$2 box; California plums, \$2.50 box; California peaches, \$2.25 to \$2.50 box; onions, \$4 per 100 lbs; new cabbage, \$3.50 to \$4 per 100 lbs.; dates, 6½ to 7c. per lb.; layer figs, 12½ to 15c. lb.; asparagus, local, 40c. doz.; cucumbers, 75c. to \$1 doz.; water-melons, \$8.50 to \$9 per doz.

CANNED GOODS—This market is unchanged. Strawberries are getting rather scarce, but the new pack is expected almost immediately. In other lines no move is apparent at present.

COFFEE—Rios remain at last week's figure, 13½c.; Javas, 28c., and Mocha 37c.

TEA—Nothing is being done in this market at present.

CURED MEATS—Trade is steady in this line and markets range as follows: Prices are: Hams, assorted, 10½ to 11c.; breakfast bacon, bellies, 10½ to 11c.; do., backs, 9½ to 10c.; short spiced rolls, 7½ to 8c.; shoulders, 6 to 6½c.; smoked long clear, 8½ to 9c.; fancy clear, 8 to 8½c. Dry salt meats are quoted: Long clear bacon, 7 to 7½c. per lb.; shoulders, 5¼ to 5¾c.; boneless shoulders, 6½ to 7c.; backs, 7¼ to 8¼c.; extra charge of ½c. for canvassed meats; barrel pork, clear mess, \$13 to \$13.50; short cut, \$15.50 to \$16; rolled shoulders, \$13 to \$13.50 per barrel.

POULTRY—A few spring chickens have come in, and brought 30c. per pair. Chickens are rather firmer. Chickens, live, 50 to 55c. per pair, or 10c. per lb. dressed; turkeys, 9½ to 10c. per lb., live weight; ducks, 50 to 60c. per pair.

LARD—Prices are: Pure, \$1.70 to \$1.75 for 20-lb. pails, and \$4.25 for 50-lb. pails; pure leaf lard in 3, 5 and 10-lb. tins, quoted at \$6 per case of 60 pounds; tierces, 8 to 8¼c.

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

THE MAN AND THE OPPORTUNITY.

A BOY in England had been run over by the cars, and the bright blood spurted from a severed artery. No one seemed to know what to do until another boy, Astley Cooper, took his handkerchief and stopped the bleeding by pressure above the wound. The praise which Astley received for thus saving the boy's life encouraged him to become a surgeon, the foremost of his day.

"The time comes to the young surgeon," says Arnold, "when, after long waiting, and patient study and experiment, he is suddenly confronted with his first critical operation. The great surgeon is away. Time is pressing. Life and death hang in the balance. Is he equal to the emergency? Can he fill the great surgeon's place, and do his work? If he can, he is the one of all others who is wanted. His opportunity confronts him. He and it are face to face. Shall he confess his ignorance and inability, or step into fame and fortune? It is for him to say."

Are you prepared for a great opportunity?

"Hawthorne dined one day with Longfellow," said James T. Fields, "and brought a friend with him from Salem. After dinner the friend said 'I have been trying to persuade Hawthorne to write a story based upon a legend of Acadia, and still current there—the legend of a girl who, in the dispersion of the Acadians, was separated from her lover, and passed her life in waiting and seeking for him, and only found him dying in a hospital when both were old.' Longfellow wondered that the legend did not strike the fancy of Hawthorne, and he said to him, 'If you have really made up your mind not to use it for a story, will you let me have it for a poem?' To this Hawthorne consented, and promised, moreover, not to treat the subject in prose till Longfellow had seen what he could do with it in verse. Longfellow seized his opportunity and gave to the world 'Evangeline, or the Exile of the Acadians.'"

Of what value was the old story of Shylock and his pound of flesh (contained in a dozen lines) till Shakespeare touched it with his magic pen and transformed it into a realistic drama?

Open eyes will discover opportunities everywhere; open ears will never fail to detect the cries of those who are perishing for assistance; open hearts will never want for worthy objects upon which to bestow their gifts; open hands will never lack for noble work to do.

Everybody had noticed the overflow when a solid is immersed in a vessel filled with water, although no one had made use of his

knowledge that the body displaces its exact bulk of liquid; but when Archimedes observed the fact, he perceived therein an easy method of finding the cubical contents of objects, however irregular in shape. Everybody knew how steadily a suspended weight, when moved, sways back and forth until friction and the resistance of the air bring it to rest, yet no one considered this information of the slightest practical importance; but the boy Galileo, as he watched a lamp left swinging by accident in the cathedral at Pisa, saw in the regularity of those oscillations the useful principle of the pendulum. Even the iron doors of a prison

were not enough to shut him out from research, for he experimented with the straw of his cell, and learned valuable lessons about the relative strength of tubes and rods of equal diameters. For ages astronomers had been familiar with the rings of Saturn, and regarded them merely as curious exceptions to the supposed law of planetary formation; but Laplace saw that, instead of being exceptions, they are the sole remaining visible evidences of certain stages in the invariable process of star manufacture, and from their mute testimony he added a valuable chapter to the scientific history of creation. There

"Let's
Liven
Up
Stock"

"All right—go ahead, but get something that will sell—no room for anything but staples."

So replied the grocer to his wide awake clerk.

Clerk sat right down and ordered a line of Boeckh's Household Brushes—got 'em from Boeckh's illustrated catalogue. He didn't forget that a 40 years experience meant something to his employer.

Chas. Boeckh & Sons, Mrs.
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.

A BACK LOG

THAT KEEPS
BUSINESS
BRIGHT

SERVED EXCLUSIVELY TO

OVER
TWENTY-ONE MILLION
PEOPLE

AT THE WORLD'S FAIR

MONTREAL
BOSTON
CHICAGO

CHASE & SANBORN

THE . . .
IMPORTERS



was not a sailor in Europe who had not wondered what might lie beyond the Western Ocean, but it remained for Columbus to steer boldly out into an unknown sea and discover a new world. Innumerable apples had fallen from trees, often hitting heedless men on the head as if to set them thinking, but not before Newton did anyone realize that they fell to the earth by the same law which holds the planets in their courses and prevents the momentum of all the atoms in the universe from hurling them wildly back to chaos. Lightning had dazzled the eyes and thunder had jarred the ears of men since the days of Adam in the vain attempt to call their attention to the all-pervading and tremendous energy of electricity, but the discharges of heaven's artillery were seen and heard only by the eye and ear of terror until Franklin, by a simple experiment, proved that lightning is but one manifestation of a resistless yet controllable force, abundant as air and water.

Like many others, these men are considered great, simply because they improved opportunities common to the whole human race. Read the story of any successful man and mark its moral, told thousands of years ago by Solomon: "Seest thou a man diligent in his business? He shall stand before kings." This proverb is well illustrated by the career of the industrious Franklin, for he stood before five kings and dined with two.—"Pushing to the Front."

SHELLFISH AND SPONGES IN THE ARCTIC.

It is evident, according to Nansen, that the waters of the polar sea are far from being deserted by living creatures, says *The Journal des Debats*. Wherever the sea is open, or partly so, seals, narwhals and birds abound, and on the heaps of ice near the edge of the water the bears are numerous. Under the ice marine animals are not wanting. The explorers found in abundance little crustaceans, whose discovery was the result of an accident. One day the cook sunk a piece of meat in a hole which he had cut in the ice with a view of thawing it out. That method is often resorted to for the purpose of sparing the fuel. Forty-eight hours afterward, while taking out the meat, the cook was astonished to find an immense number of little animals that dropped from the surface of the ice and commenced to jump like fleas.

Nansen, who is a professor of zoology, had no trouble in recognizing these little crustaceans, which may be seen jumping on the sand, and which are called sand fleas. He was delighted at the discovery, because the creatures are good to eat, although they contain but little nourishment. A few months later on, when in 78 or 80 degrees north latitude, in October, that is to say, at the beginning of the long winter night, he

fished up in a little net with close meshes a quantity of little crustaceans. This proves that life is by no means suspended under the ice; on the contrary, it is very active. In the mud of the bottom, where the water is shallow, there are numerous starfish, mollusks, worms, sponges and several species of crustacea.

THE CLERK SLEPT.

Last week a friend of mine, a grocer from the West Side, invited me to go along with him in the afternoon to look at his store. I expected I would see the store cleaned up; fruits and vegetables taken out of the sun, and the clerks busy putting up goods in packages ready for the busy parts of the day, or the next day, or arranging the goods on the shelves.

What did I see?

The head clerk behind the boxes taking a nap; he had not expected that his boss would come back so soon. The salad, spinach and strawberries in a pitiful condition in the hot sun; the floor of the store unswept and covered with scraps of paper and vegetable leaves, and the little greenhorn trying to wait upon a customer. I was surprised. I ought to blame the boss, but in his absence I thought the head clerk ought to be blamed as much, especially as he was laying in the back of the store sleeping. I told my friend so. The next day the head clerk received his walking papers and a new one was put in his place. Wonder if this one will do any better?—*Merchants' Review*.

CONDENSED MILK.

NOT long since several Canadian dairies were seized by the authorities, on account of the impure milk sold. It is believed that this is one agency that has bred the prevalent scarlet fever. So dangerous has the evil become in Toronto, that the medical health officer has issued a notice requesting the public to boil its milk before using. On account of the fear engendered by these actions of the authorities, it would seem a very appropriate time for the grocers to push the sale of condensed milk, not only for the benefit of families of children, but also for campers who find it inconvenient to procure the original article.

During the past eight or nine months the extent and importance of the condensed milk trade has become a subject for study in the province of Nova Scotia. The essential features for producing an article of this character are an abundance of pure water, rigid inspection of the milk, and a knowledge of the delicate manipulation of its treatment. The residents of the province claim that all these requirements are to be found in Nova Scotia. Being a maritime province its climate is cool; by the results of the analysis of the Dominion inspector its waters are pure, and since the province has long had the reputation for being a good cattle grazing district, the residents must have a thorough knowledge of the treatment of milk.

The Canadian Milk Condensing Co. is the style under which the organizers of one of the few plants of Nova Scotia are known. This company claims that its new plant is particularly well adapted for the successful prosecution of the industry, and that as it is situated in the Antigonish district, its products are the best. The company proposes to manufacture a brand that will sell for less money and yet be a better quality than the imported milk. The "Owl Brand," as it is called, is manufactured from full-cream milk, is guaranteed to be perfectly soluble and thus have no waste, and to have sugar of milk at the bottom of each tin, a positive proof of its purity.

HAMILTON BOARD OF TRADE.

The annual meeting of the Hamilton Board of Trade was held on Saturday afternoon, President W. A. Robinson in the chair, and a small attendance of members. The president read the Council's annual report, which stated that the board is getting out of debt. The citizens were congratulated on the city's increased railway facilities, the extension of the H., G. & B. Railway to Beamsville, and the completion of the Radial Electric Railway. The outlook for the year was regarded as hopeful, especially in reference to the crops. The

financial statement showed receipts to have been \$1,076.67, and expenditures \$1,319.51, of which \$375 was payment of an old debt.

Officers were elected as follows: Mr. W. F. Findlay, president; Mr. Samuel Barker, vice-president; Mr. C. R. Smith, secretary-treasurer. Council—Messrs. John Knox, W. H. Gillard, Geo. Roach, W. A. Robinson, M.P. Board of Arbitration—Messrs. B. E. Charlton, J. M. Lottridge, F. H. Lamb and W. C. Breckenridge. Mr. H. N. Kittson gave notice of motion to have the date of the annual meeting changed from July to January. The retiring president was given a vote of thanks on motion of Messrs. H. N. Kittson and John Knox.

A PRACTICAL JOKER.

It was one drummer discussing another of the craft. "I see that Bob's in trouble at last. There's the greatest practical joker that ever lived, bar nobody."

"He's a peach."

"A peach? He's the whole Delaware crop in season without any spring frosts. He'll have fun regardless of expense. Over in San Francisco he gave the tailor and the barber *caré blanche* on a banana peddler, took him to a swell hotel, had it whispered about that he was an Italian prince and turned things inside out. The waiters were looking after no one but the prince. The ladies would sit in the dining room all day but what they would see his royal 'nibs.'

"The clerk was so puffed up that he lost his job and even the proprietor put on a few extra frills. It wound up by Bob having the 'prince' identified while he was hilarious guest of honor with the swagger boys at a fashionable club.

"Bob once hired a band to play 'God Save the Queen' in front of a hall in which there was a Fenian meeting, and the police force had no time to eat or sleep for three days."

"But what's the trouble now?"

"Got up an Indian riot on the reservation. Taught a few bucks and squaws how to ride a bicycle. Of course the craze spread and then Bob sent out a notice that a wheel would be given out in exchange for each pony brought to the agency. There was a grand rush, the agent fled for his life, and pretty much everything was demolished in the wild search for bicycles. Now Bob will be in the toils till Uncle Sam decides what to do with him."—Detroit Free Press.

ST. JOHN GROCERS' PICNIC.

The Retail Grocers' Association of St. John, N.B., are holding their annual picnic this year on August 18. They are always credited with having a good time and a successful day's sport, and we feel sure that this year will be no exception. We hope so, anyway.

TRADE CHAT.

ARTHUR WATERMAN, formerly a porter at Fitzgerald & Scandrett's grocery, London, was up for trial on three charges of stealing from the firm which employed him. The goods taken were chiefly tobacco and cigarettes, valued at \$61.94. Waterman pleaded guilty, and attributed his trouble to expenses connected with his wedding. He was remanded for sentence.

For some years past a number of the people of Miscouche, P.E.I., have grown tobacco on a small scale successfully. A quantity of home-grown has been sent to a Charlottetown tobacconist to be experimented with. If the experiment proves that it can be successfully manufactured either by itself or mixed with imported stock the culture of tobacco will be more extensively undertaken by the people who are now growing small plots of it for their own use only.—Halifax Herald.

E. E. Adams, of Leamington, J. D. Wigle, Wellington Wigle, and L. C. Palmer, of Kingsville, have all made heavy shipments of strawberries this season to Ottawa and Montreal. This is the first time that early fruit has been shipped to these places from that district, and the fruit growers have had to depend on the Detroit market. The cause of this departure on the part of growers is the refrigerator cars that have been constructed. Consignees speak in very flattering terms of the quick and direct service given.

CHEESE MAKING.

The process of making cheese, says an exchange, may be briefly described as follows: The milk is heated to eighty-six degrees and rennet added at the rate of two ounces to 1,000 pounds of milk. It is gently stirred until it begins to coagulate. In about an hour, when it breaks clean over the finger, it is cut into pieces about one-half to one-quarter of an inch in diameter. It is then heated slowly to about ninety-eight degrees and allowed to stand until the acidity has sufficiently developed. If a double handful pressed together will fall apart it is about right. It is then placed on a rack covered with cheese cloth and allowed to drain, being stirred a little at first to facilitate the separation of the whey. After this it is left a few minutes until the curd mats, when it is cut into blocks about ten inches square. These are turned occasionally until the curd assumes a meaty texture like the breast of a chicken, when it is cut into small pieces. The pieces are stirred every little while for about an hour and a half, when it is salted and pressed. After being pressed, the cheese should be placed in a curing room for at least three months.

IN THE HANDS OF AN ARTIST.

THE following was handed THE CANADIAN GROCER by a well-known wholesaler. It is from the pen of Tom Swalwell, and was first published some years ago in a Toronto daily: A story was told the other night by a grocery traveler, while coming down on the train, that may interest the hundreds of commercial men who are laid up in town this week. Mr. Groceryman had just returned from Port Arthur. He said:

Boys, I had the conceit washed clean out of me one day this trip. It was like this: I met an old friend away out west, Mr. Herbert Montague, who is now selling safes. He asked me to put a good word in for him with my customers. After selling one man a bill I said: "If you want a safe now is your chance; there's a friend of mine in town representing the best safe works in Canada." He told me he did not want a safe: had no use for one, and the man did not live that could talk him into buying a safe; times were too hard, and he would not think of it for a moment. Who should walk in at that moment but Montague. There were several men in the store. I introduced him to the merchant; at the same time I knew it was no use in him talking safes in that camp. He began by talking about the romantic scenery and gradually got round to talking about the danger of fires: He said: "Gentlemen, I have not slept for two weeks; I have been haunted night after night; when I was over in Manitoulin Island I saw a fire sweep away the savings of a man's lifetime; at ten o'clock he was in comfortable circumstances; midnight found him a beggar without a dollar to bless himself; having no safe his books, papers and deeds were swept away like chaff before the wind; his little relics and family treasures were burnt; birthday and Christmas presents; the photographs of his little children laid away in the churchyard—all were swept away before his eyes. Ah, gentlemen, I have not slept since; I see that poor fellow wringing his hands and crying like a child, moaning, 'I'm ruined! ruined! ruined!' May heaven spare me from ever seeing the like again. The other merchant who was burnt out at the same time came and shook me by the hand, 'Montague, I am under an obligation to you which I can never repay; I am, indeed, thankful; if it had not been for the safe you got me to buy last summer I would have been a ruined man; my books are saved, my papers, deeds—insurance policies are all right. Although the fire blazed and hissed around the safe for over an hour it stood the test nobly, and I'm saved.'"

As Montague told this touching story I noticed the tears were trickling down the

merchant's face, in fact there was hardly a dry eye in the house. Montague did not offer to sell the merchant a safe, but as he was preparing to leave the storekeeper called him to one side and said: "I guess I'd better have a safe and I want it shipped at once. I'm afraid I will not be able to sleep till I get it—hurry it along that's a good fellow." The deal was soon made. As we walked back to the hotel I said, "That man told me he would not buy a safe at any price?" "My dear boy, any fool can sell molasses, but it requires an artist to handle safes."

CHAT WITH A NOVA SCOTIAN.

While at Niagara Falls a few days ago THE CANADIAN GROCER ran against Mr. J. C. Harlow, an Amherst, N.S., manufacturer.

Mr. Harlow is a pleasant gentleman, who has great admiration for the Maritime Provinces. "Nova Scotia," he declared with emphasis, "is the best part of the Dominion." And then he began to enlarge upon its climate, its fisheries, its lumber, coal, iron and gold mining industries.

As to trade prospects, he was sanguine about them, feeling confident the country was now on the road to better times.

A GROWING BUSINESS.

THE CANADIAN GROCER while in Fort William recently called on the Hudson Bay Company and noticed that they had made extensive alterations in their store, which gives them separate departments for their dry goods, carpets, boots and shoes, crockery, groceries and liquors; in fact, their establishment presents quite a departmental store appearance. The local manager, Mr. H. Marlatt, reports business as being good, and the prospects for Fort William as being second to none of any town in Canada. THE CANADIAN GROCER and Dry Goods Review are welcome guests in their establishment.

MARRIAGE OF A GROCER.

A few days ago, at 147 Christie street, Toronto, Mr. Peter J. Mitchell, grocer, Gladstone avenue, was married to Miss Bertha Pippie, of 147 Christie street. Rev. C. O. Johnston officiated. The groomsmen was Mr. Marcus D. Mitchell, brother of the bridegroom, and bridesmaid Miss Pippie, the bride's sister. After the reception and wedding dinner, the newly-married couple left for Niagara and Buffalo. The presents were numerous and useful.

AN ENTERPRISING FIRM.

The "Salada" Ceylon Tea Co., besides doing business in every city, town, village and hamlet in Canada, from Cape Breton to Victoria, have also branches in Buffalo, Pittsburg, Boston, Detroit, Rochester, Scranton, Wilkesbarre, Youngstown, O., Washington, and are doing business all through the districts that are tributary to those cities. It is good to see a Canadian firm with enterprise enough to spread in this way.

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS

Hamilton, 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-buying, Profit, Capital, etc., etc.

Buying, Selling and Handling of Teas

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

Causes of Failure in the Hardware Trade

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

Necessary Books for a Retailer

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

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

Address

The MacLean Publishing Co.
Limited

Toronto and Montreal

OTHER FIRMS

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

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

Write to

Meadow Sweet Cheese Co.

P.O. Box 2321, Montreal

For Price List.

Dried Apples Wanted...

Highest cash prices paid.

Pure Fruit Vinegars

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

Jams and Jellies..

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

R. J. GRAHAM - BELLEVILLE, ONT.

SUGAR REFINERS AND FOREIGN BOUNTIES.

THE depressed condition of the English sugar refining business was recently brought prominently before the Council of the Bristol Chamber of Commerce, in consequence of a deputation of Bristol sugar refiners waiting upon that body to introduce the question. Mr. H. J. Mirehouse (who was accompanied by Messrs. F. Moline, T. G. Matthews and R. F. Miles) first pointed out that Bristol had been for 200 years a sugar refining centre, and more than this, it was the chief port for West Indian sugar. But of all the West Indian merchants and importers not one existed now, and no cane sugar has been brought into Bristol of late years, unless small quantities from London and Liverpool. Yet Bristol from its situation should refine about 60,000 or 70,000 tons per year, and as an inland port ought to cover the ground to Birmingham, Oxford, Exeter, and South Wales. In the matter of corn distribution it did cover this area, but in the article sugar it did not, and the Bristol docks lost in consequence, and there was great loss also to the labor market. The Bristol docks authorities had supplied him with statistics showing that in 1874, of 89,597 tons of sugar Bristol supplied, 81,819 was refined in the city and 7,778 tons abroad. In 1896 out of 75,859 tons which Bristol

distributed, 19,363 tons only were refined in Bristol and 56,497 abroad. The effect of this importation of foreign refined was that, whereas his company a few years ago built up a very considerable reserve fund, that had gone, and a large part of their subscribed capital had been further lost, and the loss continued although expenses had been cut to the lowest point. Refiners had no interest in sugar being dear; all they wished was to have a fair margin between the cost of raw material and the refined article, and this was now made impossible by the bounties on foreign refined. The small additional cost to the consumer would scarcely be felt; the jam trade would not be lessened, the confectionery trade had not much increased of late years. In the discussion which followed the statement on behalf of the deputation, Mr. J. Howell, a member of the Chamber, spoke sympathetically with the refiners, deploring that an important industry was practically in almost its last gasp. When the West Indian supply was destroyed, and the English refineries crushed they would have to pay the price of their folly in the fancy prices French and German houses would exact. Mr. C. Mardon spoke to the same effect, and desired joint action between the Chambers of Commerce of Bristol, Liverpool, Greenock and London, with a view to formu-

lating a scheme to lay before Parliament. Mr. B. Perry also trusted that a practical result would be reached, and hoped that the Chamber might strengthen the hands of those who approached members of the Government. Both Mr. Howell and Mr. Perry regarded a countervailing duty as the only remedy, and Mr. Mirehouse said that was the view of the sugar refiners although they were ultra free traders. A countervailing duty would be in accord with the principles of free trade. Mr. G. H. Perrin thought it would open a big question, and agriculture would claim protection; and Mr. J. Holman, the chairman of the Chamber, also thought it would resolve itself into a form of protection. Mr. Mirehouse explained, in reply to questions, that as a preliminary movement, the refiners' association did not wish action on a contentious subject taken before the Jubilee, but when the proper time came he hoped the Chamber would support representations made to the Government, and would point out what was lost to Bristol trade by the decline of home refining.—London Grocers' Gazette.

The express companies have made reduced rates to fruit growers in Essex County. The reduction is from 5 to 20 per cent., and it now places the Essex fruit growers on the same basis with those from the Niagara district.

The Pickling Season Will be With us Soon.

If you want the very strongest, purest and finest flavored Spices, ask for and be sure you get **DALLEY'S WHOLE PICKLING SPICES.** They will give your customers the utmost satisfaction in every respect. Sold in 2 oz. and 4 oz. packages and also in bulk.

THE F. F. DALLEY CO., Limited

HAMILTON, CANADA

Pure

Fragrant

Healthful

Their
Good
Points

Ceylon
and
INDIAN
Teas

Clean

Economical

Profitable

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING of creditors of Alfred Caron, general merchant, St. Pamphile, Que., has been called for the 9th inst., to appoint a curator.

Jos. Bordeleau, grocer, Quebec, has assigned.

H. Blanchett, general merchant, Valracine, Que., has assigned.

A H. Barsalou, grocer, Montreal, has assigned to Chas. Desmarteau.

Paul Prozesky, cigar manufacturer, Montreal, has filed a consent of assignment.

L. A. Purdy, general merchant, Brighton, Ont., is about to call a meeting of his creditors.

Cloutier & Frere, general storekeepers, St. Jacques, Que., have assigned to Kent & Turcotte.

Alf. Lemieux has been appointed curator of the grocery business of C. L. Begin, Levis, Que.

F. B. Latour, general merchant, St. Polycarpe, Que., is offering to compromise at 50c. on the dollar.

James O'Shaughnessy, grocer, Montreal, has assigned. A meeting of the creditors will be held on the 12th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

F. A. Langlois & Co., grain merchants, Montreal, have dissolved partnership.

J. B. Hawkes, general storekeeper, Balgonie, N.W.T., has admitted one Westbrook into partnership.

Strickland Bros., grocers, Trenton, N.S., have dissolved partnership. John B. Strickland continues in his own name.

Hugh & Peter Chisholm have formed a partnership to carry on a general business in Antigonish, N.S., under the style of Chisholm Bros.

SALES MADE AND PENDING.

Isaac Goldstein, grocer, Montreal, has sold out.

Bradshaw & Clough, general merchants, Slocan City, B.C., have sold out.

The effects of the Excelsior Brewing Co., Victoria, B.C., are advertised for sale.

The assets of Verdon Cyrille, grocer, Ste. Cunegonde, Que., have been sold.

J. A. Eakins, general merchant, Sparta, Ont., is advertising his business for sale.

The assets of M. Davy & Son, general merchants, Murvale, Ont., have been sold.

The stock of liquors of the estate of Thomas Pinfold, St. Thomas, is advertised for sale by tender.

The stock of Richardson & Loree, general merchants, Carman, Man., is advertised for sale on the 7th July.

The assets of J. E. Plourde, general storekeeper, Cacouna, Que., are advertised to be sold on the 9th inst.

The immovable assets of Hunt, Barnes & Co., wholesale dealers in fish, Montreal, are to be sold at auction 22nd inst.

The assets of Mathias Blaguire, general storekeeper and proprietor of a saw mill, Avignon, Que., are advertised for sale on the 14th.

CLARK'S POTTED MEATS

Are unexcelled for flavor and quality.

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

For sale by all Wholesalers **W. CLARK, Montreal.****THE ARCTIC REFRIGERATOR**

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

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

CHANGES.

George Genser has commenced a grocery business at Montreal.

Geo. Redmond has commenced a grocery and liquor business at Montreal.

The Excelsior Brewing Co., Victoria, B.C., has gone out of business.

N. Cronkite, grocer, Courtright, Ont., has been succeeded by Marie McRae.

Louis Guimond is now sole proprietor of L. Guimond & Co., starch manufacturers, Montreal.

Robert White is now sole proprietor of the business of the Laurentian Spring Water Supply Co., Montreal.

Turxiff & Co., Alameda, N. W. T., have sold out their general business to J. W. Wilcox, of Carlyle.

James MacCormack is now sole proprietor of the commission business carried on by MacCormack Bros., Montreal.

Thompson & Co., general storekeepers, have given up business in Mount Pleasant, Ont., and gone to Harrow, Ont.

FIRES.

A. & H. Foreman, grocers, Collingwood, have been burned out. The stock was partially insured.

The premises of J. A. Plamondon & Co., dealers in crockery, Quebec, have been damaged by fire. Loss covered by insurance.

DEATHS.

Phidine Huot, grocer, Quebec, is dead.

M. M. English, canner, Steveston, B.C., is dead.

Malcolm Morison, manufacturer's agent, Montreal, has died.

Hugh McKay, of H. McKay & Co., London, manufacturers of cigars, has died.

George Russell, the proprietor of the James Walker & Co., soap manufacturers, Hamilton, is dead.

ADVERTISING TIP.

Some merchants think, it's very clear,
That advertising is a nut,
A very hard one, too, they fear,
It may, in time, be opened, but—
May be the meat will not be good.
They try a little ad—one line,
Then if returns are not immense,
"I told you so" the words were mine,
'Twas nothing but a fool expense,
I always said 't would do no good."

BIG RUN ON STURGEON.

Nearly every man at Southampton, L. I., is working from daylight till dark catching sturgeon, and nearly all the women are canning the roes and smoking the rest of the fish, says The New York Sun. This is the first good sturgeon fishing along the coast of Long Island in many years. It is a sight to stand on the shore and watch the men net the beautifully colored fish. One end of the net is fastened to the shore, while the other is towed out to sea several hundred yards. The sturgeon, which are sporting and jumping about in the sea, become entangled in the nets, and when several are seen to be fast the net is pulled ashore. Men, women and children pull on the net with a will, and soon several of the handsome "trout of the sea" are lying helpless on the sand. A man with big muscles heads each party. He often thrusts a lance into the fish because they are too slow in dying.

The sturgeon, weighing anywhere from ten to three hundred pounds, are skinned almost before they are dead. The minute a female sturgeon has been cut open the women carry the roes away in pans. They are carefully canned; the remainder of the fish is smoked in barrels turned into miniature smokehouses. Nearly every yard has a dozen or more of these barrel smokehouses.

There are mortgages now in the town that will be raised, and there are debts that look doubtful to creditors that they will now be able to collect if the sturgeon continue to sport and play off Westhampton beach. One woman, who stood in wet shoes and stockings, her arms sunburned to the elbows, said that she and her husband had put away, as nearly as she could tell, about \$800 worth of canned roes and smoked sturgeon. If the good fishing continues two weeks longer they hope to save between \$1,200 and \$1,500 worth of marketable sturgeon.

By mutual consent the men and women have agreed to stop fishing over Sunday.

The Hilliard House, Rat Portage

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

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

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

THE BEST CANADIAN LAMP OIL MADE IN CANADA

Car Loads or Less. Write for Prices.

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



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

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

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

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Limited., LONDON, N.W. ENG.

SALT

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

VERRET, STEWART & CO., Montreal - Quebec.



AN AUTOMATIC SELLING MACHINE ...

To sell _____

Adams' Tutti Frutti

For full particulars, apply ..

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

PUREST AND BEST

WINDSOR SALT

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

FOR SALE BY ALL WHOLESALE GROCERS.

WINDSOR SALT CO. Limited. Windsor, Ont.



Steady Sellers all the Year Round.

Keen's D. S. F. Mustard
Keen's Oxford Blue
Robinson's Patent Barley
Robinson's Patent Groats

When your stock is running low, drop a Post Card to the Canadian Agents.

Frank Magor & Co. 16 St. John Street, Montreal

CURRENT MARKET QUOTATIONS

Toronto, July 8, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Snow Drift—	
1/4 lb. tins, 4 doz. in case..... per doz.	\$ 0 75
1 " 3 " " " " " " " " " " " "	2 00
1 " 2 " " " " " " " " " " " "	6 50
3 " 1 " " " " " " " " " " " "	10 00
5 " 1/2 " " " " " " " " " " " "	16
10 lb. boxes..... per lb.	16
30 b. pails.....	16

PURE GOLD.

5 lb. cans, 1 doz. in case.....	19 80
4 lb. cans, 1 doz. in case.....	16 00
2 1/2 lb. cans, 1 and 2 doz. in case.....	10 50
16 oz. cans, 1, 2 and 4 doz. in case.....	4 60
12 oz. cans, 2 and 4 doz. in case.....	3 60
8 oz. cans, 2 and 4 doz. in case.....	2 40
6 oz. cans, 2 and 4 doz. in case.....	1 80
4oz. cans, 4 and 6 doz. in case.....	1 25
10 cent can.....	0 90

Ocean Wave—	
No. 10 (15 oz.) 4 doz. cases, round or square.....	0 75
1/2 lb., 3 doz. cases, round.....	1 20
No. 1 (14 oz.), 2 doz. cases, round.....	1 80
1 lb., 2 doz. cases, round.....	2 00
3 lb., 1/2 " " " " " " " " " " " "	5 75
5 lb., 1/2 " " " " " " " " " " " "	9 00

Prices of cheaper goods or special brands on application

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 " " " " " " " " " " " "	80
" 12, in 6 " " " " " " " " " " " "	70
" 3, in 4 " " " " " " " " " " " "	45
Pound tins, 3 doz. in case.....	3 00
oz. tins, 3 " " " " " " " " " " " "	2 40
lb. tins, 1/2 " " " " " " " " " " " "	1 10
Diamond—	14 00
1 lb. tins, 2 doz. in case..... per doz.	1 20
1/2 lb. tins, 3 " " " " " " " " " " " "	90
1/4 lb. tins, 4 " " " " " " " " " " " "	60
MAPLE LEAF BAKING POWDER.	
1/2 lb. glass jars.....	\$1 25
1 lb. glass jars.....	2 00
1 lb. sealer jars.....	2 25

THE F. F. DALLEY CO.	
Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases.....	\$0 75
English Cream, 1/2 lb. tins, 4 to 6 doz. cases.....	1 25
1 lb. tins, 2 to 4 doz. cases.....	2 00
Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases.....	0 55
1/2 lb. tins, 4 to 6 doz. cases.....	0 80
1 lb. tins, 2 to 4 doz. cases.....	1 15
English Cream, glass tumblers.....	0 75
1/2 lb. jellies.....	1 25
1/4 lb. jellies.....	2 25
1/2 lb. Crown sealers.....	2 25

BLACKING.	
P. G. FRENCH BLACKING.	per gross
1/4 No. 4.....	\$4 00
1/4 No. 6.....	4 50
1/4 No. 8.....	7 25
1/4 No. 10.....	8 25

THE F. F. DALLEY CO.	
English Army Blacking, 1/4 gross cases.....	\$9 00
No. 2 Spanish.....	3 60
No. 3 " " " " " " " " " " " "	4 50
No. 5 " " " " " " " " " " " "	7 20
No. 10 " " " " " " " " " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid 2 doz. cases.....	2 00

New York Dressing, 1 doz. cases.....	per doz 0 75
Spanish Satin Gloss, " " " " " " " " " " " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.....	1 75
Spanish Glycerine Oil Dressing.....	2 00
BERRY'S ENGLISH BLACKING.	
No. 1 Bronze Tins, per gross.....	\$ 2 60

No. 2 Bronze Tins, per gross.....	\$ 3 40
" 3 " " " " " " " " " " " "	5 60
" 4 " " " " " " " " " " " "	10 40
" 1 Enamelled Tins " " " " " " " " " " " "	2 50
" 2 " " " " " " " " " " " "	3 75
" 3 " " " " " " " " " " " "	1 00
" 4 " " " " " " " " " " " "	4 50

THE ALPHA CHEMICAL CO.

Shoe Dressing— in 1/4 gross cases. Per Gross	\$ 22 00
French Oil in 3-doz. cases.....	22 00
Reliable Shoe Dressing.....	9 00
Ecliptic Combination.....	12 00
Moody's Ox Blood.....	12 00
" Chocolate.....	12 00
Alpha Chemical Co. French Castor Oil.....	9 00
Alpha Chemical Co. Refined Sweet Oil.....	9 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50

SHOE BLACKING—

Reliable French Blacking, No. 5.....	9 00
" " " " " " " " " " " "	4 50
United Service Blacking No. 4.....	8 00
United Service Blacking No. 1/2.....	4 25
Patent Leather Polish No. 1 1/2.....	9 00
Waterproof Dubbin No. 4.....	9 00
Alpha Metal.....	9 00

PATENT STOVE POLISH—

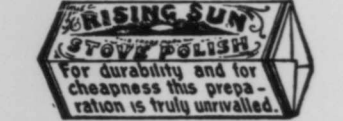
Sunlight Lead Bar.....	4 25
Packed in 1/2 gross cases.....	10 80
Sunlight Liquid, 1/4 gross cases.....	4 25
Moody's Black Lead.....	4 25
1/2 gross cases.....	15 00
Reliable Stove Pipe Varnish.....	1 75
1/4 gross cases, pressed top tins.....	12 0

Stove Polish— per gross

Quickshine Polish.....	00
Reliable Crown Paste.....	6 00
Electric Crown Paste.....	8 00
Electric Crown Lead Bar.....	7 80

BLACK LEAD.

Reckitt's Black Lead, per box.....	\$1 15
Each box contains either 1 gross, 1 oz., 1/2 gro. 2 oz. or 1/4 gro. 4 oz. Dixon's Carburet of Iron Stove Polish, 70c doz.....	Per gr 7 25



STOVE POLISH.	
Rising Sun, 6 ounce cakes. alf-gross boxes.....	\$ 8 50
Rising Sun, 3 ounce cakes, gross boxes.....	10 00
Sun Paste, 10c. size, 1/4 gross boxes.....	5
Sun Paste, 5c. size, 1/4 gross boxes.....	5

Starch . .

Laundry Starch. Culinary Starch. Rice Starch.



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

Edwardsburg Starch Co., Cardinal, Ont.

THE F. F. DALLEY CO.



Gem Store Polish, ¼ gross cases \$9 00 per doz
Stovepipe Varnish, 4 oz. bottles 1 00
6 oz. bottles 1 25
Boston Brunswick Black, 8 oz. bottles 1 75

BIRD SEEDS

BART, COTTAM & CO.

"Cottams," with Patent Bird Bread 0 07
Warbler, with Song Restorer 0 05 ½
Belgian, with Bird Improver 0 05 ½
International, with Bird Treat 0 05 ½
German X, with Cuttlefish Bone 0 04 ½
German, with Cuttlefish Bone 0 04 ½
London Bird Seed, bulk 25 lb. cases 0 04 ½
Bird Gravel, 10c. pkts., 24 in case 0 06
Bird Gravel, 5c. pkts., 18 in case 0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases 0 06
Dalley's Bird Seed, 40 lb. cases 0 06 ½

NICHOLSON & BROCK.

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

CORN BROOMS

CHAS. BOECKH & SONS.

Carpet Brooms— net.
"Imperial," extra fine, 8, 4 strings 3 65
" " " " 7, 4 strings 3 45
" " " " 6, 3 strings 3 25
"Victoria," fine, No. 8, 4 strings 3 30
" " " " 7, 4 strings 3 10
" " " " 6, 3 strings 2 90
"Standard," select, 8, 4 strings 2 90
" " " " 7, 4 strings 2 75
" " " " 6, 3 strings 2 60
" " " " 5, 3 strings 2 40

BLUE.

KEEN'S OXFORD.

1 lb. packets 30 17
¼ lb. " " 0 17
Reckitt's Square Blue, 12-lb. box 0 17
Reckitt's Square Blue, 5 box lots 0 16

CANNED GOODS.

Apples, 3's 30 70 30 95
gallons 1 65 2 25

Blackberries, 2 1 40 1 70
Blueberries, 2 0 75 0 85
Beans, 2 0 65 0 85
Corn, 2's 0 50 0 75
Cherries, red pitted, 2's 2 00 2 25
Peas, 2's 0 75 0 85
" Sifted select 0 90 1 00
" Extra sifted 1 25 1 40
Pears, Bartlett, 2's 1 65 1 75
" " " 3's 2 40 2 50
Pineapple, 2's 1 75 2 40
" " " 3's 2 50 2 60
Peaches, 2's 1 65 2 00
" " " 3's 2 50 3 00
Plums, Green Gages, 2's 1 55 1 80
" " " 3's 1 50 1 70
" Damson Blue 1 10 1 40
Pumpkins, 3's 0 70 0 90
" " " " 2 10 2 25
gallons 1 50 1 80
Raspberries, 2's 1 65 1 95
Strawberries, 2's 1 15 1 15
Succotash, 2's 0 75 0 80
Tomatoes, 2's 2 40 2 50
Lobster, tails 2 70 2 70
" flats 1 20 1 30
Mackerel 1 35 1 50
Salmon, Sockeye, tails 1 10 1 30
" " " Horseshoe 1 25 1 50
" " " do. to arrive 1 15 1 30
Sardines, Albert, ¼'s tins 0 20 0 21
" " " ½'s tins 0 20 0 21
" Sportsmen, ¼'s genu-ine French high grade, key opener 0 12 ½
Sardines, Sportsmen, ¼'s 0 21
Sardines, key opener, ¼'s 0 16 0 18 ½
" " " " ½'s 0 10 ½ 0 11
" " " " ¾'s 0 18 ½ 0 19
Sardines, other brands 9 ¼ 11 0 16 ½ 17
" P. & C., ¼'s tins 0 23 0 25
" " " " ½'s 0 33 0 34
Sardines, Amer., ¼'s 0 04 ½ 0 19
" Mustard, ¼ size, cases 0 09 0 11
50 tins, per 100 10 00 11 00

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

ARMOUR PACKING CO.—HELMET BRAND
Corned Beef, 1 lb. 1 40 1 50
" " 2 lb. 2 60 2 75
" " 4 lb. 5 50 5 80
" " 6 lb. 8 50 8 80
" " 14 lb. 17 50 18 00
Roast Beef, 1 lb. 1 40 1 50
" " 2 lb. 2 60 2 75
Luncheon Beef, 1 lb. 1 60 1 70
" " 2 lb. 2 75 2 85
Brawn 1 lb. 1 30 1 40
" " 2 lb. 2 35 2 50
" " 6 lb. 6 60 6 80
" " 14 lb. 14 50 15 00
Ox Tongue, 1 ½ lb. 7 00 7 20
" " 2 lb. 8 50 8 80
" " 2 ½ lb. 10 75 11 00

Acme Sliced Beef. No. 1 tins, key, 2 doz., per doz. \$2.75.
Beardsley's Boneless per Herring, doz 2 doz. 1 40



Lunch Tongue, 1 lb. 3 35 3 50
" " 2 lb. 6 50 6 80
Chipped Beef, ¼ lb. 1 60 1 70
" " 1 lb. 2 65 2 80
Pigs' Feet, 1 lb. 1 65 1 75
" " 2 lb. 2 45 2 60
Potted Meats, Tongue or Ham ¼ lb. 70 75
Potted Meats, Tongue or Ham ½ lb. 1 20 1 25
Potted Deviled Ham or Tongue, ¼ lb. 70 75
Potted Deviled Ham or Tongue, ½ lb. 1 20 1 25

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

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

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

CHOCOLATES & COCOAS.
Cocoa— KPPSS. per lb.
Case of 14 lbs. each 0 35
Smaller quantities 0 37 ½

There are reasons for it.

FOR WHAT?

For the steadily increasing sales of Brantford Starch throughout the Dominion, from Halifax in the East to Vancouver in the West.

WHAT ARE THE REASONS?

1. We look after the quality closely.
2. We put up our Starch in very attractive packages.
3. We ship promptly immediately on receipt of order.

THE BRANTFORD STARCH CO. Limited, BRANTFORD

For puddings, custards, etc.	
ONTARIO } 38-lb. to 45-lb. boxes	0 06
STARCH } 6 bundles	
STARCH IN } Silver Glose	0 07 1/2
BARRELS } Pure	0 06 1/2
THE BRANTFORD STARCH CO., LTD.	
Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	0 04 1/2
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs.	0 05 1/4
Bbls., 175 lbs.	0 04 3/4
Kegs, 100 lbs.	0 04 3/4
Lily White Glose—	
Kegs, extralarge crystals, 100 lbs.	0 06 1/2
1 lb. fancy boxes, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters,	
8 in crate 48 lbs	0 07
Brantford Glose—	
1 lb. fancy boxes, cases 36 lbs.	0 07 1/2
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 05 1/2
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06 1/2
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 5-16
" " " " " "	0 04 5-16
Paris Lump, bbls. and 100-lb. boxes	0 05 1/2
" " " " " " " "	0 05 1/2
" " " " " " " "	0 05 1/2
Extra Ground, bbls. Iceing	0 05 1/2
Powdered, bbls	0 05 1/2
Very bright refined	0 03 1/4
Bright Yellow	0 03 1/4
Dark Yellow	0 03 1/4
Vanerara	0 03 1/4
Raw, in bags	0 03 1/4
SYRUPS AND MOLASSES.	
SYRUPS. bbl. 1/2 bbl.	
Dark	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

MOLASSES.	
Barrels	0 23 0 35
Half-barrels	0 25 0 37
SOAP.	
Babbitt's "1776" Soap Powder	\$3 50



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



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

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

CHINA GREENS.	
Gunpowder—	
Cases, extra firsts	0 42 0 50
Half Chests, ordinary 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
PING SUEYS.	
Young Hyson—	
Half Chests, firsts	0 28 0 32
" " seconds	0 16 0 19
Half Boxes, firsts	0 28 0 32
" " seconds	0 16 0 19
JAPAN.	
Half Chests—	
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. per lb.	
Brown Label, 1 lbs. retailed at 25c	0 20
Brown Label, 1/2 lbs. retailed at 25c	0 21
Green label, retailed at	
30c	0 22
Blue label, retailed at	
40c	0 30
Red label, retailed at 50c	0 36
Gold label, retailed at 60c	0 44
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, 7's	....
Index, 7's	....
Honeyuckle, 8's	....
Napoleon, 8's	....
Victoria, 12's	....
Brunette, 12's, in caddies	....
Prince of Wales, in caddies	....
" " " in 40-lb. boxes	....
WASHING POWDER.	
"SILVER DUST"	
Case, 72 1-lb. cartoons	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.	
per doz	
Pails, 2 hoop, clear, No. 1	\$ 1 45
" " " " " "	1 60
" " " " " "	1 40
" " " " " "	1 55
" " " " " "	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
" " " " " "	1 40
" " " " " "	1 25
" " " " " "	1 50
Matches—5-Case Lots, Single Cas	
Telegraph	\$3 50
Telephone	3 30
" 1/2 gro. bxs	3 70
Parlor	1 40
Red Parlor	1 40
Safety	4 00
Flamers	2 25
Tiger	3 15
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

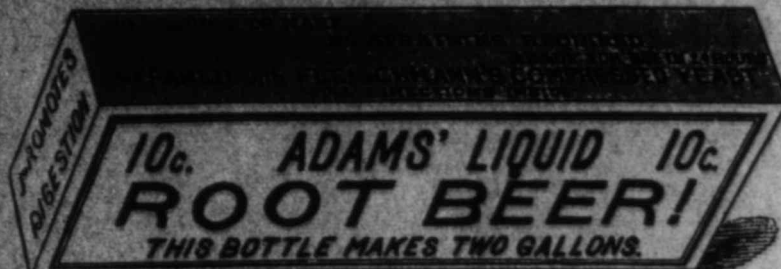
RECOGNIZING the great popularity of peppermint with the sweets-loving public, we are the first to introduce to the trade Pliable Licorice containing this flavor.

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.

ADAMS' GINGER BEER IS DELICIOUS.



ORDER NOW

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

THE CANADIAN SPECIALTY CO.

Dominion Agents.

38 Front St. E., Toronto, Ont.

The Dry Goods Review



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

GLUBBING RATES

The Dry Goods Review and The Canadian Grocer

\$3.00

Send for Samples.

THE DRY GOODS REVIEW

TORONTO

. . . . MONTREAL

INSURE YOUR LIFE IN THE CONFEDERATION LIFE ASSOCIATION

The right man

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

The right man

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

The right man

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

The right policy

is the UNCONDITIONAL ACCUMULATIVE Policy of the

CONFEDERATION LIFE ASSOCIATION

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

HEAD OFFICE--TORONTO.

W. G. MACDONALD,

Actuary.

J. K. MACDONALD,

Managing Director.

For

10 cents

We will mail you a valuable little book on

BUYING SELLING AND HANDLING OF TEA

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

The MacLean Publishing Co.

38 Front St. West, Toronto.

DURABLE PAILS AND TUBS.



TRY

THEM

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

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

Represented by...

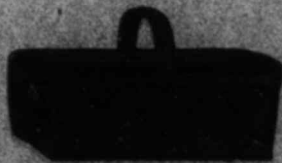
Chas. Boeckh & Sons, Toronto.

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

THE

Oakville Basket Co.

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

OAKVILLE, ONT.

THE "GENUINE"



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



HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.



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



COWANS, KENT & CO., - TORONTO

CHARLES F. CLARK, PRESIDENT. EDW. F. RANDOLPH, TREASURER. ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY. THE BRADSTREET COMPANY, PROPRIETORS. Executive Offices, NOS. 279, 281 AND 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia and in London, England. The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world. TORONTO OFFICES: McKinnon Building, Cor. Jordan and Melinda Sts. THOS. C. IRVING, Superintendent.

GENERAL MERCHANTS

and other Dealers who are regular subscribers to THE CANADIAN GROCER wishing copies of: The Canadian Hardware and Metal Merchant. The Canadian Dry Goods Review. The Bookseller and Stationer. The Paper and Pulp News. The Canadian Printer and Publisher. Plumbing and Steamfitting.

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

MacLean Publishing Co. Montreal : : Toronto

Quality Talks

Especially when it can be secured at a price within the reach of all. This holds just as true when applied to Gelatines as to any other product. It does apply to Knox's Sparkling Calves' Foot Gelatine, which is absolutely pure, delicious in flavor, and economical in use. Booklets sent free.



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

AGENTS

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



"GILT EDGE"

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

"JEWEL" BROWN COMBINATION

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



BOSTON LIQUID WATERPROOF BLACKING

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

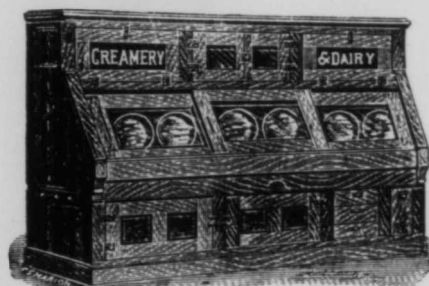


PATENT LEATHER POLISHING PASTE

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

For sale by— All Wholesale Grocers.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite. Send for Catalogue and Price List.

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

Oakey's 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN Oakey & Sons, Limited,

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street MONTREAL