

THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, SEPTEMBER 3, 1897.

No. 36

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To Her Majesty
by Special Warrant
THE QUEEN



COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL INTERNATIONAL EXHIBITIONS

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Do you remember how early in the season, folks began to buy Rolled Oats last year? We do—our books show it plainly. Some grocers lost trade because they failed to have a good supply on hand.

Naturally, their customers bought elsewhere. It's so easy for your competitor to take trade away from you if your customer once gets into his store. It pays to be ready for the demand for

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The Tillson Co. Limited,
Tilsonburg, Ont.

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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

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 Perfect in quality, and shipped in the neatest
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You rely on the merit of the goods you sell, for increasing your yearly sales. Absolute merit of the highest quality here. The “Hand in Hand” Brand will never disappoint your customers, because no other Brand can possibly equal it in purity—strength—uniformity of grade, 98 $\frac{50}{100}$ Pure Bicarbonate of Soda.

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

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about cheapness,
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about **QUALITY,**
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of anyone who, having tried Imperial Cheese, preferred another brand. It is without doubt the most popular cheese—not because we say so, but because consumers say so. Purity and uniform quality guaranteed.

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

THE CANADIAN GROCER

Vol. XI (Published Weekly)

MONTREAL AND TORONTO, SEPTEMBER 3, 1897

(\$2.00 per Year) No. 36

PRINCIPLES IN FINANCE—MONEY.

Henry Douglas Parmelee, in Business.

IN attempting to give in a narrow scope an adequate idea of the essence, forms, functions, laws, and different theories in regard to money, one is faced with many difficulties. The different theories in regard to what really constitutes money, and what laws should regulate the world's circulations, make it impossible to confine the subject to a short article and give a thorough presentation.

It is not intended to attempt anything beyond a mere statement of fundamental principles. There is much literature upon the subject, and many works which give very fully the history and laws of money. It will only be necessary in this article to suggest lines of thought to the reader and encourage a desire upon his part to further investigation. If the article serves its purpose in inspiring such investigation, the writer will consider that his object has been fully accomplished.

THE ESSENCE OF MONEY.

We saw, as the commerce of the world began to increase and extend, that the use of a basis for obligations in commercial transactions became necessary. In order to bring producers and consumers together there was need of an agent, and the agent used was called "money." In barter it was very difficult to do away with the double coincidence of wants and possessions, and in order to facilitate transactions a medium of exchange was necessary.

In defining money, economists have expressed widely different views. All fallacies in relation to monetary systems and currency schemes have risen from an inadequate understanding of the real essence of money. The definition which the writer wishes to quote, and one which he believes will clear up many discussions, is the following: "Money is best defined as a thing which, by common consent of the business

community, is used as a basis of commercial obligations."

The value of money depends upon the number of other commodities which can be bought by a unit of money. This may be best illustrated by saying that when prices are exceedingly high, it takes a larger number of units to purchase commodities, and the purchasing power of money is said to be low. When prices are exceedingly low, more things can be purchased by the same unit of money, and hence we say the purchasing power of money is high. As value in almost all things is determined, so the value of money is determined by its supply and its demand. The different schemes for determining the general price level ought really to be taken up here, but it will be impossible to deal with them in the space to which this article is confined.

DIFFERENT FORMS OF MONEY.

We know that at a certain period in the history of the world, wood, iron, and lead were used as media of exchange. They had a value then just as gold and silver have to-day. To depart from the older forms of money and adopt those which more fully accomplish the work has always been the tendency demanded by the increasing interests of the world.

In our own country tobacco, wampum, nails, and skins were used as money, but all these things have given way to the larger needs of advancing civilization.

Jevons enumerates the necessary qualifications of a medium of exchange as being: Indestructibility, homogeneity, stability of value, cognizability, portability, divisibility, utility, and value.

METALS.

Gold and silver have been chosen alone for their higher intrinsic value, and gold to-day is the real measure of value and standard of deferred payments.

It is necessary to distinguish what rightly constitutes money. Many believe, and among them a well-known economist, that "whatever does the money work is the money thing." This view is rejected by the majority, however. Money is a commodity, and as such it is governed by the same laws as other commodities, and in like manner its value is determined by supply and demand. It is not always the quantity of money in circulation that determines its value, but the surplus over and above what is actually needed for the transaction of business. A careful distinction should be made between "money" and "currency." Media of exchange have two classifications, the commodity, money, and its representative, currency, always based upon the commodity for its value. The distinction between the commodity and its representatives, which are always certificates of that money being held in deposit, is often lost sight of, and the result is that many misapprehensions arise.

The immense amount of transactions which are carried on yearly by the nations of the world without money being transferred in any way, is simply enormous. Those transactions, amounting to millions of dollars, are often settled by the payment of a small balance. The fact that this balance is always paid in gold is the strongest proof of the universality of that metal as the standard of value.

No government nor group of people can give value to currency, and here are meant promises to pay money. It is possible for a government to decree that certain media of exchange be used as money, and to that end we have created legal tenders, but outside of the domains of the Government these legal tenders may be of no value, unless those to whom they are offered place reliance and faith in the integrity, honesty, and ability of the Government which issues them, to accept them as equivalent to money.

The old expression, "a thing and a pro-

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mise to pay a thing," really defines the difference between money and currency. Government notes, treasury certificates, bank notes, bills of exchange and cheques are all forms of currency, but their value rests wholly upon credit, and they are called "credit instruments." Because they do "the money work" is not a sufficient reason why they should be called the "money thing."

All money is currency, but all currency is by no means money. The complex currency system of our country containing, as it does, different forms of media of exchange, has given rise to great apprehension upon the part of the business men of the nation. It is made up of many forms of promises to pay. Stable business conditions cannot be expected until the system is simplified. No laws nor enactments can increase the credit of our country, which is now as good as any in the world, but they can take away the liability of periodic disturbances caused mainly by apprehensions in regard to the Government's ability to redeem its pledges.

MONEY OF ACCOUNT.

Many transactions are settled by what is known as "money of account." This simply means that commodities are used in settlements which are not universally used as money. Long-time contracts are very often made payable in the cereals, because it is maintained that the value of the cereals from century to century fluctuates very little. It is almost impossible to have a universal famine. Pestilences which destroy the cereals are not world-wide, and for that reason the quantity of grain produced in the world varies but little from year to year. The suggestion that long-time contracts can be made to advantage to the contracting parties provided the settlement of such contracts was made in grain, is a good one. There are, however, more chances of temporary fluctuations in grain than in gold, so that much trouble might arise owing to the fluctuations.

Stability of value, in the long run, is

found to lie in wheat to a greater extent than in gold. The world's production of the latter very often fluctuates owing to the discovery of large deposits.

In the international settlements gold bullion is often used instead of coin. This is done to prevent melting coin, especially if its bullion value is a trifle higher in one country than in another.

THE NATURAL LAW OF MONEY.

Sir Thomas Gresham (1519-1579) noticed that the circulation of England contained large volumes of chipped and abraded coins and that the new products of the mints were fast disappearing from circulation. He accounted for this in such a way as to have had his observation become a law. Gresham's Law, briefly stated, is that "bad money always drives out good money." As soon as currencies become debased through abrasion or wilful demolition of coins, the bullion value is very much reduced, and the currency immediately depreciates. The crime of abrading coins is very severely punished whenever detected, and governments throughout the world have taken every precaution to prevent the practice. The milled edges and raised surfaces of well-made coins prevent their being debased to a great extent.

CURRENCY.

In order to facilitate exchange and as a matter of convenience in the settlement of large balances, credit instruments play a most important part. Most forms of credit instruments take their value from their redeemable qualities in coin, and this is usually understood to mean gold. It has been demonstrated very often during the past four years that the least suspicion or distrust in regard to the ability of our Government to keep its promises and redeem its pledges created disastrous disturbances in the business community. A great deal has been said about patriotism, and about true Americans trusting in the integrity of the Government's promise, but at the same time, sentiment does not seem to rule very

strongly when the depletion of the treasury reserve excites fears little short of panics. None but the ignorant conceive intrinsic value in a promise to pay: the value of such promises lies solely in the amount of confidence which one places in the promiser.

FORMS OF CREDIT INSTRUMENTS.

There are five forms of credit instruments in use in United States' currency. They are, the Notes, commonly called "greenbacks," Gold Certificates, Silver Certificates, and Treasury Notes.

The fifth form of currency used is the national bank note. The national banks of the country, under an Act of 1863, were allowed to issue their own notes up to 90 per cent. of the face value of Government bonds, which were bought by it and deposited with the Government as a trust and a firm basis of the circulating notes. These bonds were issued in order to raise money to carry on the war. The Secretary of the Treasury, Mr. Chase, conceived the plan of creating a market for the United States bonds in the form of the national banks. The history of the national banks of the United States is very interesting.

The laws at the present time are not favorable to an increase of national bank circulation. There are those who believe that the Government should be taken out of the banking business and should no longer issue its own notes to be used for circulation. The argument is based mainly upon the so-called "endless chain" in reference to the continuous redemption of the United States notes. Those who believe that the Government should be taken out of the banking business are the advocates of a circulation created by the national banks. They desire to accomplish their ends by having more advantageous laws passed, and they promise a more elastic currency, or in other words, a currency which will expand to local needs more rapidly than our present currency.

Those who disapprove of the retirement

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CLAM CHOWDER

Burnham's Clam Chowder, put up by an expert; only Little Neck Clams used; in 3-pound tins, handsomely labelled. A most delicious preparation.

We have all that is required in Spices for the pickling season: our Popular Pickling Package of Whole Spices; also 10-lb. boxes.

We are also showing elegant values in

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As good as ever.

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CONDENSED MILK

Freight prepaid on 5 case lots to points east of and including Port Arthur and Fort William.

CROWN BLEND CEYLON TEA

In
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Lbs. and ½ lbs.



has no equal

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

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

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of the "greenbacks" say that no individual or private institution could supply the demand for gold in times of stringency as well as the Government, and they point to the crisis of 1893, when the banks refused to pay out gold. There are many arguments upon both sides, and opinion at the present time seems to be pretty evenly divided.

It is not essential to go into detailed discussions in reference to the gold standard on the one hand and free silver coinage on the other. The subject is receiving daily attention by the best financial journals in the country.

It is upon such subjects as these that the future of our currency depends. Their careful study is necessary in order to minimize the periodic disturbances which have caused great distress in our country. It is needless to refer to the efforts of the present administration toward currency reform. What can be said is little, to be sure, but that public opinion is loudly demanding reform of our cumbersome system is without question.

In 1867 the International Monetary Conference, which was held at Paris, decided almost unanimously to adopt an international coinage such as would be sufficient to transact international business and pass as legal tender in all countries. In seeking a basis for ulterior negotiations, the members of the conference chose the 5-franc gold piece as a common denominator and favored the coinage of a 25-franc gold piece for larger transactions. The proposal was to be put before the different governments represented and the power of reconvening was left with France. Owing to the fall of the Second Empire, the matter was never taken up again. If the efforts which are now being uselessly expended in trying to bring about international agreements, which recent developments have rendered ridiculous, would only be put in an attempt to bring about what the conference of 1867 formulated, the objects now being sought would be put aside as entirely unworthy further serious consideration.

In attempting to give a few of the fundamentals in regard to money and currency, the writer must apologize for falling far short of what he really would wish to accomplish.

BIBLIOGRAPHY.

Much has been written upon the subject of money, both of a controversial and a scientific character. The works of to-day are apt to be written to excite rather than to enlighten the masses upon the complex subject. An unprejudiced opinion is what should be sought for, and this is to be found in very few works.

CALIFORNIA CURED FRUITS.

THE California Fruit Grower reviews the situation in cured fruits on the Coast on August 21 as follows: "Market active and prices firm. Some lines show an advance in prices over last week. Cured peaches are higher and in good demand owing to the expected shortage of peaches for curing. The crop of peaches will fall far below early estimates, and the extra good demand and prices in the Eastern States for fresh California peaches have induced heavy shipments. This will naturally reduce the output of cured peaches. In addition to these natural conditions several early short sellers have been on the market buying to cover their short sales, hence the activity and excitement in the peach market. Apricots are more or less neglected, but prices are steady for good stock. Pitted plums are being offered quite freely, but buyers are not anxious. Pears are coming in and samples are being shown, but prices have not been established. Apples are not plentiful yet, and prices continue firm. The output of Vina Chinese peaches is placed at 45 to 50 cars, when with a full crop there should be upwards of a hundred cars. The eastern trade that is looking for choice peaches to retail at 10c. per pound will be disappointed this season. Spot stocks are so light that trade is entirely confined to local wants: hence we have decided to discontinue the publication of quotations on old fruits and have substituted our new re-

vised price list, which will be completed as fast as new goods come to hand and prices are made.

ARTIFICIAL TAPIOCA.

The fecula of the potato at various times has come into the market as artificial arrowroot or tapioca. The French, at least, sold it openly under the name of "native tapioca," and the manner of preparation made it a comparatively expensive product, costing perhaps two-thirds of the price of a good quality of the real thing. Copper plates heated to a high temperature were used to dry it, and the artificial tapioca often contained traces of this metal. The so-called tapioca prepared from potato fecula is in round, almost regular, fragments with an ungranulated structure. It is whiter, less opaque and easier to break within the teeth than real tapioca, and it is much more insipid when prepared as a food. The copper, of course, can be very easily detected by chemical means. The reasonable price of true tapioca inclines us to think that this adulteration is very uncommon in England, but it is more common in France, where there is a greater difference in price between the native and the exotic products. Indeed cases have been known where dealers in "native tapioca" have gone one step further and even adulterated the potato fecula with such inert and weighty bodies as chalk, plaster and pipeclay.—Grocers' Monthly, London.

WOULDN'T BE SWINDLED.

A lady who closely watches "bargain sales" at a department store was recently attracted to the fruit department, and, in seeing California cherries marked thirteen cents per half pound, yelled out: "It's an outrage! The idea of charging thirteen cents for one-half pound." "Under the circumstances, madam," said the floor walker, who had been attracted to the counter, "we will make it two pounds for fifty cents." "Ah!" she said, as she opened her pocketbook, "that's more like it."

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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.**

SALMON FISHING ON THE FRASER.

In the report of the Joint Commission relative to the preservation of the fisheries in waters contiguous to Canada and the United States, the following reference to the salmon fisheries on the Fraser will doubtless prove interesting, particularly at this time of the year.

Commercial fishing for salmon on the Fraser River has been carried on more or less extensively during about 20 years. It is restricted by law to tidal waters, the upper limit of which is placed at Whonnock Creek, some 40 miles above the mouth of the river. Drift gill nets are the only form of net permitted to be used for that purpose both here and elsewhere throughout British Columbia, with two exceptions, seines being allowed in one of the small northern rivers and trap nets in the Canadian part of Boundary Bay. Above the influence of the tide the Indians may take salmon for their own use by means of spears and dip nets, and hooks and lines may be employed.

The length of the drift nets is restricted to 150 fathoms. Two sizes of mesh are recognized. The larger, intended especially for the quinnat salmon, measures 7 3/4 inches in extension, and may be used from March 1 to September 15. The smaller, designed for the sockeye, silver salmon, etc., measures 5 7/8 inches, and may legally

be employed from July 1 to August 25, and again from September 25 to October 31. In 1894, owing to the lateness of the run of sockeye, the open season for the small-meshed nets was extended to September 1. Between September 15 and 25, and between November 1 and March 1, all salmon fishing with nets is prohibited.

Drift net fishing is actually carried on only to a limited extent above the town of New Westminster, which is situated about fourteen miles from the mouth of the river. This is especially the case with respect to the sockeye, for which species only a small proportion of the nets are set above that place, to a distance of three or four miles, nearly all of the fishing being conducted in the lower part of the river and in the adjacent open waters. The outside grounds which have been much resorted to during the past two or three years extend from Point Grey, at the north, to the international boundary line at the south, and offshore a distance of five miles or more.

Until 1891, inclusive, the number of drift nets employed was limited to 500. Since then, however, licenses have been issued to all bona fide fishermen, British citizens and residents, who make application. The canneries and other establishments dealing in salmon are allowed several nets apiece, but each independent fisher-

man is entitled to only a single net. The number of drift net licenses issued and the total length of the nets employed each year since 1891 has been as follows:—

Year.	Number of Nets.	Total Length of Nets.
1892	704	123,250 fathoms.
1893	1,072	176,000 "
1894	1,666	250,000 "
1895	1,733	260,000 "

The licenses do not define the ground which each fisherman may occupy, but it is provided that the nets shall be kept at least 250 yards apart, and shall not be used so as to obstruct more than one-third the width of the river. Fishing is carried on both day and night, the highly discolored water which prevails throughout the fishing season serving to obscure the presence of the nets in the day-time.

We could obtain no definite information respecting the rate of movement of the sockeye up the Fraser River. A weekly close season is observed from six o'clock Saturday morning until six o'clock Sunday evening, immediately following which better fishing, as a rule, is obtained in the neighborhood of New Westminster than at other times of the week. This fact would seem to indicate that fish are able to cover the distance from the mouth of the river in considerable numbers during the 36 hours of uninterrupted passage.

Our New Line . . .



**“GOOD LUCK”
BROOMS**

Freight paid on lots of 6 dozen.

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

STOCKS OF BUTTER AND EGGS.

THE Chicago Daily Trade Bulletin presents its third annual report of the stocks of butter and eggs in cold storage in the west, and also at some of the principal points in the east, where the stocks could be obtained.

Inquiries were sent out to some 400 points and replies were received from the majority of the places, but as the quantities at some points were too small to be used, and others reported no stocks at all, the report comprises only about 132 points.

The storing of butter and eggs at the leading markets, instead of the smaller towns, is becoming more general and quite a number of points which in former years had some of these commodities stored are not receiving any now. One reason for this is that the holders of the goods are able to make quicker sales and take advantage of any favorable turn in the market sooner, with their goods at a regular trading market, than if they were hundreds of miles away. Another reason is that some of the smaller places which have ice-cooling facilities do not always give as good satisfaction as those where the latter and more improved methods are used.

One thing holders of storage butter will have to offer this season is probably the finest butter put away at any time for years past. Merchants claim the quality on the whole has seldom averaged as well, and the fancy grades are simply perfect. This will be a great inducement for buyers next fall and winter, and will certainly be an incentive to draw orders from all quarters, and may be instrumental in continuing and maintaining the demand which has sprung up between this and foreign countries.

For comparison we publish the prices paid for extras in creameries in this market during the months when the bulk of the storage butter is bought:

	1897.	1896.	1895.	1894.
May.....	13 1/2 a 16	15 a 15 1/2	16 a 17 1/2	15 a 16 1/2
June.....	a 14 1/2	14 1/2 a 15	17 a 17 1/2	16 1/2 a 17 1/2
July.....	a 14 1/2	14 a 14 1/2	16 1/2 a 17 1/2	17 a 23
August... 14 1/2 a 16 1/2	14 a 16 1/2	17 1/2 a 20	23 a 23 1/2	

A recapitulation of the stocks of butter at the points given makes the following exhibit:

	1897.	1896.	1895.
Wisconsin.....	20,200	19,490	20,450
Iowa.....	18,000	9,600	12,900
Michigan.....	5,250	7,250	5,000
Minnesota.....	11,000	21,700	16,000
Missouri.....	2,000	4,500	6,200
Illinois.....	215,800	175,400	150,400
Indiana.....	600	.....	.....
Kansas.....	1,550	1,000	500
Nebraska.....	1,200	.....	350
New York.....	290,000	243,200	190,400
Massachusetts.....	206,600	246,000	189,000
Ohio.....	2,000	.....	600
Pennsylvania.....	16,525	49,800	36,800
Rhode Island.....	15,000	No report	No report
Maryland.....	22,000	No report	No report
Totals.....	827,725	777,940	628,600

Regarding eggs the outlook just now is not quite so favorable. The supply put away is a large one, larger than in past seasons, and high prices are not expected. It was fortunate that the eggs were put away at low figures, so that merchants can afford to place them on the market at reasonable prices—no doubt the stock will have to be pushed on close margins this year. The eggs this season were put into storage probably at an average cost of 1c. per dozen less than last year. Cold and stormy weather, and snow, blizzards, etc., help to advance prices. But irrespective of severe winter weather, it is expected that with low prices ruling a larger quantity of eggs will be used, especially as meats this year are higher than last year.

A recapitulation of the stocks of eggs at the points given makes the following showing:

	1897.	1896.	1895.
Illinois.....	457,050	378,000	389,500
Indiana.....	9,350	3,800	4,600
Wisconsin.....	99,610	70,495	74,750
Minnesota.....	60,500	58,500	38,600
Nebraska.....	20,000	15,800	16,200
Iowa.....	180,440	154,300	148,700
Missouri.....	38,135	22,250	34,200
Michigan.....	13,100	19,300	23,800
Kansas.....	10,500	1,000	1,600
Ohio.....	23,000	25,900	28,100
Maryland.....	25,000	10,000	10,100
New York.....	336,000	256,000	194,000
Massachusetts.....	128,000	90,000	89,000
Pennsylvania.....	201,500	148,000	168,868
Rhode Island.....	40,000	.....	.....
Totals.....	1,633,185	1,253,345	1,221,978

THE NEW TOBACCO REGULATIONS.

The regulations recently issued by the Government for controlling the manufacture of tobacco are giving rise to comment on the part of those engaged in that industry. Mr. J. M. Fortier said a few days ago that it would be impossible to do business under these regulations, and he looked upon it as most unreasonable that the Government should dictate how much foreign and how much domestic leaf should be used in manufacturing cigars, cigarettes, etc., whilst a further injustice was that the manufacture of these products should be carried on in separate compartments. Each manufacturer, Mr. Fortier pointed out, had his special brands of cigars, and to have to comply with a hard and fast blending regulation would prove a most serious matter, whilst the fitting up of separate compartments would involve a very large expenditure of capital. Then, there was the per lb. tax, in addition to the excise duty, which on cigarette leaf is 35 1/2 c., and on other leaf 16c. Mr. Fortier considers that a uniform tax on all leaf would be much better, and holds that when that tax and the excise duty have been paid a manufacturer should be at liberty to take the leaf to his factory and put it to what uses he thinks best. If an inland revenue duty is wanted, in addition, it could be easily levied.

CATALOGUES, BOOKLETS, ETC.

PAMPHLET OF SPECIALTIES.

Robert Greig & Co., St. Paul street, Montreal, have issued a handsome little pamphlet of specialties for grocers and confectioners. It contains full price lists on favoring extracts, essential oils, French mustard, nuts, etc., in fact, all the extensive list of articles the firm handles; so extensive that it takes 46 pages to catalogue all of them. The whole is bound in a tasty lithograph cover. These will be sent on application.

FACSIMILES OF CANNED GOODS.

W. Clark, Amherst street, Montreal, has got up some tasty japanned tin facsimiles of the packages of canned goods which he puts up. "Partridge Pate," "Potted Chicken," "Tomato Soup" and "Corned Beef" are among the lot. They are handy advertising devices for a retailer to have in his store, descriptive of these goods. They are now being distributed to the trade.

NEW PRICE LIST.

About two years ago the Canadian Specialty Co. issued a price list of grocers' and druggists' supplies. Just lately this enterprising firm has had another pamphlet printed for the same purpose. This is intended, however, to go only to the druggists directly, but still it is a handy book of reference for grocers, containing, as it does, quotations in many staple lines of the grocer's stock. It is intended to issue in the near future a price list of the grocers' supplies handled by this firm. The new book is a very handsome one, and is quite handy for reference. Prices on many new lines have been added, while a few articles are no longer quoted. One may be had on application to the firm.

EPPS'S COCOA.

FEW readers of THE CANADIAN GROCER have not enjoyed a refreshing cup of Epps's cocoa. And if there are any the Messrs. Epps are determined that they shall not long live in ignorance of the pleasure they are missing. To obviate this the firm's Canadian agent, C. E. Colson, 22 St. John street, Montreal, is now placing with the retail trade handy sample packages for distribution among consumers. There is enough in each packet for a cup or so, and if the recipients, after they have partaken of it, do not become regular consumers it will be because they do not know a good thing when they get it. C. E. Colson, jr., has just returned to Montreal from a tour through Ontario. He found business very good everywhere. Mr. Colson, sr., will make a trip during September. A handsome souvenir that the Eppses are giving to their friends through Mr. Colson is a neat Jubilee medal in aluminum. It bears the usual legends referring to Her Majesty, as well as her portrait, and, of course, does not forget Epps's cocoa.

THE CANA

J. BAINE MacLEA
President.

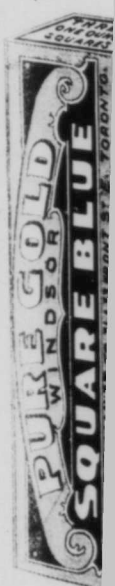
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lines, quarters, remarkably delicate hsn, say the Eby, Blain Co., Limited.

The Davidson & Hay, Limited, expect arrival, next Monday or earlier, of second shipment new f.o.s. Valencia raisins.

The Canadian Specialty Co. have this week added another new line of gums to their already large variety. This is the "Tiger" pepsin gum, and is put up by Frank H. Fleer & Co., Philadelphia. The only difference between this and the more

of last week's sales for immediate shipment, and has been exacting fairly high prices. Sales have been reported at 208dr. per 1,000 litres f.o.b. in bags, being equal to mks. 22.50 pr 100 kgr. c.i.f. Trieste, or 11,6 in cases f.o.b. Calamatta.

Retention.—The Government has not yet taken any decision respecting these dues, and it is possible that it will wait the meeting of the Chamber, and submit the question to its decision. The Chamber will meet after the preliminaries of peace have been signed by the great powers.

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.]

"We have caught the attention of the trade with our special values in laundry and

"All selling nicely, thanks."

PURE GOLD MFG. CO.

TORONTO



**Have we
your
order ?**

10 Gold Medals Awarded



GILLARD'S NEW PICKLE
AND
GILLARD'S NEW SAUCE

The best, beyond comparison. Of world-wide reputation.

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

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

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

GILLARD & CO. Manufacturers, LONDON, ENGLAND

THE CAN

J. BAILEY MacL
President.

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TORONTO:

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THE CANADIAN GROCER

J. BAILEY 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.

BETTER TIMES.

BETTER times are with us. There is no question about it. Some people of a rather pessimistic turn of mind will admit that the outlook has improved a great deal, but they are not so ready to admit that business itself is better. The point of view from which the pessimistically inclined, as a rule, look at the situation is prices. Unquestionably profits are and have been unsatisfactory for several years, but it by no means follows that because they are not what they used to be good times are not upon us.

When times are good profits are undoubtedly better than they are when times are bad, but we fear that if we are to judge whether times are good or no by the percentage of profits which ruled a decade ago good times we shall never have.

In a good many instances the profits of ten or more years ago will never be experienced again. The rapidity with which the factories now produce and the number of merchants there are to cater for the order of every consumer precludes it.

We are in a new era of economical conditions. That era means small profits and quick returns. And he only who is able to do business under these conditions will be successful—will have good times.

For the manufacturer or merchant who is up to date, who is ready to conform to the conditions, the prospect is pleasing.

We at the moment see what we were told we should never see again, namely, "dollar wheat." And what is most gratifying is the fact that Canada has an excellent wheat crop as well as the prospect of a good price. Ontario has eleven million bushels more

wheat than last year, and Manitoba has something like half that quantity more.

In Ontario the yield of fall wheat is estimated by the Department of Agriculture at 25.5 bushels per acre, and the quantity 24,268,158 bushels, against 17.2 and 15,078,441, respectively, last year, and of spring wheat 17 bushels per acre, and the quantity 5,489,821 bushels, against 13.8 and 3,519,322 respectively in 1896. Barley, both in regard to acreage and yield per acre, is slightly less than a year ago. In oats and rye there is an increase all round. In peas there is a decrease in both acreage and yield per acre. Beans, while smaller in acreage, show a larger yield per acre. Hay, as everyone knows, is an abundant crop. Although the acreage is smaller the total yield is estimated at 3,811,518 tons, or per acre, 1.63 tons, compared with .93 in 1896 and an average of 1.35 tons per acre for the period from 1882 to 1896.

All told, it is estimated that the receipts of the farmers of Ontario and Manitoba from their cereal crops will be something like twenty million dollars more than last year.

According to the report of the Government, just issued, it is expected the yield of wheat in Manitoba will be in the neighborhood of 21,284,274 bushels, or about 16½ to the acre. The yield of oats is 12,517,112 bushels, and of barley 3,644,788 bushels.

In the Northwest Territories the crop conditions are also good.

Besides the good crops and the better prices that are likely to be obtained for them, there are the dairying and mining industries to be taken into account. They were never in the flourishing condition they are to-day, and both promise further material expansion.

Then further gratifying features in the trade situation are to be found in the steadily increasing railway earnings and the clearing house returns.

The condition of the lumber industry is not, on the whole, satisfactory, although some of the loss of trade which we are likely to experience through the Dingley tariff promises to be made up by the improved trade with Great Britain.

Canada has indeed entered upon another cycle of prosperity, and he must be a pessimist who fails to recognize it.

BUYING AWAY FROM HOME.

THE practice which has become so common of residents of villages and smaller towns throughout the country getting various supplies from the departmental stores, etc., of the large commercial centres is an undoubted evil.

But lamentations or appeals to the loyalty of the residents who thus offend will not bring about a remedy.

The big stores in the large cities get the business chiefly because (1) they advertise attractively and (2) because they do business on the principle of small profits and quick returns.

Some of us may hold different views, both as to the efficacy of advertising and as to the wisdom of "small profits and quick returns," but there will scarcely be any difference of opinion as to the influence of those factors in drawing trade to the big departmental stores.

Not long since THE CANADIAN GROCER was conversing with a well-known retailer in regard to the evil effects of the departmental stores, when the latter remarked with some warmth: "The trouble with the beggars is that they do so much advertising." This same retailer, as far as we know, does no advertising. But he nevertheless paid a high tribute to advertising as a business getter.

And what is sauce for the goose is sauce for the gander. Lamentations and appeals for loyalty to home merchants may do nothing; but judicious advertising and up-to-date business methods will do a great deal.

Country merchants, do what they may, will not be able to turn aside into their own stores all the trade of local customers which now goes elsewhere, but if they go about it in the right way they undoubtedly can so turn a great deal of it.

People in outside villages and towns do not spend their money with city departmental stores because of any particular love for these stores: They do so because, rightly or wrongly, they believe they can there get better value for their money. Disabuse their minds of this, and the local and not the city merchants will get their trade. And to this task each merchant in each country town should apply himself.

In applying himself to this task it is no forlorn hope either that the country mer-

chant is entering upon. If he will sell his goods under the same cash conditions he can, as a rule, part with his goods just as cheaply as can the city departmental store man. He, too, can pick up bargain lots to be utilized as leaders.

In advertising, give prices; and adopt the same course in regard to goods in the window. It is one of the most effective ways in which one can advertise. Figures, like a worm on a hook, attract.

A great many merchants, it is true, are averse to giving figures. It gives a cue to competitors, it is urged. This, it seems to us, is a narrow way of looking at the matter. The fact that they attract customers should outweigh all concern regarding their effects upon competitors.

There are too many merchants, in the city as well as in the country, whose carelessness in regard to up-to-date business methods is surprising. They pay little or no attention to window dressing, advertising, or anything else that attracts customers. They are more dead than alive.

The merchants who are to-day successfully competing with the departmental stores are the merchants who advertise and advertise prices, who secure and offer bargains, who devote attention to their window displays, and who hustle persistently for business. And what one merchant does another can do.

SHARP DECLINE IN MATCHES.

A reduction equal to fifty cents per case has been made in the price of all sulphur matches by the E. B. Eddy Co., Limited.

As far as THE CANADIAN GROCER can learn, the reduction has been made with a view to meeting the competition of certain cheap matches which are upon the market.

"Telegraph" matches are now under quoted at \$3 to \$3.20 in 5 and 1 case lots, respectively; "Telephone" at \$2.80 to \$3; and "Tiger" at \$2.65 to \$2.85.

The new prices went into operation on the 1st inst., and their effect on the market will be watched with interest.

VALENCIAS HIGHER.

Cables from Denia received in Montreal and Toronto this week stated that Valencia raisins had advanced 1s. and that the market was firm at the advance.

CUTTING IN SUGAR.

THE jobbing scale on granulated sugar was marked up $\frac{1}{8}$ c. by the Montreal Wholesale Grocers' Guild on Thursday last, the basis now being $4\frac{1}{4}$ c. up to 10 bbls. and for larger quantities $4\frac{3}{16}$ c. Despite this decision, there is no doubt at all that sugar is being sold for less money.

The trouble lies with firms outside the Guild, who, it is reported, are offering granulated for less than the refiners are selling it at, viz., \$4.05 per 100 lbs., whereas the refiners' price to-day is $4\frac{1}{8}$ c., which is a little more than \$4.12 per 100 lbs. It is claimed also that the people who have been cutting are not confining themselves to the local market, but have been offering to deliver sugar at Ontario points at the same figure. This has aroused the ire of western houses, and they threaten to carry the war into Italy and sell sugar in Montreal at even less money. So far they have not done so, and it is to be hoped that matters will modify themselves between the two factions without the necessity of actual warfare, as it would only mean serious losses on both sides.

It might be well for buyers to bear in mind also, in the case of low offers on sugar, that there is some German granulated knocking around the market. It is far from being equal to our fine domestic granulated, being altogether a coarser and more inferior article. Buyers who are tempted by any offers below the regular scale cannot be blamed if in view of the low price they make sure that it is not some of this inferior German sugar that is being unloaded on them.

An evidence of the celerity with which the Canadian Government statistics are compiled is the fact that reports for July business have not yet been published.

INDIA AND CEYLON TEAS.

Last week Toronto brokers of India and Ceylon teas received notice to the effect that Ceylon teas had taken a marked advance. At first the intelligence was incredible, but this week the reports have been confirmed and holders are now asking an advance of 2 to 4c. per lb. over the prices of ten days ago. Lower grades have gone up 1d. and

the market is firm, while higher grades have advanced 2d. per lb.

The market is strong. One dealer in Toronto sold over 400 chests at $1\frac{1}{2}$ c., which showed exceptional value. Good sound teas about this price are exceedingly scarce, and anything below that figure is held to be poor quality.

The cause of this advance is the damage done to the herb in Ceylon by the earthquake of a short time ago.

Some holders of Ceylon tea have withdrawn samples altogether, and London houses refuse to sell all Ceylon teas unless at an advance of from 1d. to 2d. per lb.

If the anticipations of certain people are verified the Klondike will be rich in deaths as well as in gold the coming winter.

WORK WELL, BUT REST.

It is overwork and not hard work that kills. Every man, whatsoever his business or profession, is justified in working hard. Work keeps the body in health as well as the wolf from the door. But no man is justified in over-working and under-resting himself.

Over-working and under-resting are to-day common experiences. And the concomitant is broken down, debilitated and prematurely old men.

Man, like a piece of machinery, can be over-worked, and, like a piece of machinery, he must pay the penalty therefor.

It is often not until a piece of machinery has collapsed that the injury done by over-work has been realized. It is the same with the over-worked man.

He is a deluded man who imagines he can over-strain his brain and his muscle for fifty weeks in a year and then recuperate in the two remaining weeks.

It is an excellent thing for a man to take a few weeks' respite every year from business or professional cares; but it is better still for him to daily take that rest which nature demands he should.

He is a foolish engineer who is so sparing in the use of oil upon his engine that its bearings are not properly lubricated. And he is an unwise man who robs his body of that recreation and rest which are necessary to keep it from rusting and breaking down. Work well, but rest well.

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COLD STORAGE FOR FRUIT EXPORTS.

THE steamship Castalia, to Glasgow, and the Numidian, to London, took forward from Montreal experimental shipments of early Canadian fruits, the results of which on the other side will be awaited with keen interest.

It is the first time that fruit shippers have taken advantage of the cold storage accommodation that is now provided on most of the Montreal boats for the transportation of perishable freight.

If the experiment gives even the slightest encouragement fruit operators in Montreal state that it means the inception of a big export business.

At present Canada grows more early fruit than she knows exactly what to do with, and if it can only be laid down in the British markets in anything like the condition in which it arrives in Montreal the advantages and opportunities for development of the new outlet for our early fruit are almost incalculable.

It is just possible indeed that our exports of fall apples will be equalled by those of the earlier varieties, while our delicious pears, peaches and plums will demonstrate to the British palate in the most unmistakable way that "Our Lady of the Snow" grows as delicate fruit as even sunny Italy or Spain, despite her much maligned climate.

Mr. G. E. Fisher, of Burlington, Ont., is the enterprising shipper who is exploiting the London market, his shipment on the Numidian comprising Canadian pears, plums and tomatoes. The fruit is neatly packed in square fifty-pound boxes.

The Castalia's shipment to Glasgow consists of 300 barrels of our rosy Canadian apples of the early varieties, such as Fameuse and St. Lawrence. These apples have been so delicate that they could not stand ocean transportation, but it is hoped that the cold storage compartment will obviate this difficulty. That they will prove palatable if they arrive in condition is a certainty. They are the equal of any table food in the world for delicacy and flavor.

WHOLESALE GROCERS ORGANIZE.

What is in effect a National Association of Wholesale Grocers was lately organized in New York. It comprises the territory

east of the Rocky Mountains, and is in form a national executive committee composed of representatives from the various state organizations.

It is not definitely known what the purposes of the association are; indeed, it is not certain that the minor associations will enter the arrangement. The object of the establishment of an executive committee was said to be to promote in general the interests of the wholesale grocery trade, and that the various factors' agreements now employed in the grocery trade will be important matters for consideration. It was reported that prices on sugar and coffee would be advanced, but the report was not confirmed.

Heretofore similar attempts have been unsuccessful, but the National Association hopes to overcome former difficulties of state organizations.

JAPAN TEAS.

We are in receipt of a letter from a firm of tea merchants which criticises our Montreal market report of last week, but which besides contains some valuable information. It reads as follows:

DEAR SIR,—We read in your paper of 27th inst., under heading "Teas," "advices from primary points on all descriptions continue steady." We think you will find on further enquiry that all advices from Japan for the past three weeks have been of a steady advance in prices there with a quick falling off in the quality of offerings. Many Canadian buyers still say that they expect a drop of 1d. to 2d. in teas, but where this is to come from those in close touch with Japan fail to see. The probability is that those jobbers who have bought have done better than others can. Canada may have a full supply of low-grade, poor drawing teas from all countries on account of the new law in the States, though of good drawing Japan teas to retail at 25c. (the great demand in Canada), we think the Canadian trade will later find that the scarcity is greater than has been known for years.

WHOLESALE AND DEPARTMENT STORES.

Editor CANADIAN GROCER: "A Merchant" writes to THE CANADIAN GROCER of 27th inst. re complaints of the wholesale trade selling department stores. As an instance of this he gives the names of several firms who have presumably collapsed from this cause. He might further add the names of about half the wholesale grocery trade to

his list. I mean those who are selling department stores. You know, there are many wholesale grocers to-day that are directly selling department stores and are keeping it dark from their retail customers. In proof of this I could mention a prominent grocery house in Hamilton which claims to be pure from the taint of department stores and yet is selling goods pell-mell to a department store in our own little Guelph. It may surprise "A Merchant" to know that the very house he is doing business with is selling department stores as well. I cannot verify this for him beyond the fact that I have lived to learn that the houses that are not selling department stores are as far apart as white crows.

Yours, etc.,

ANOTHER UNFORTUNATE GROCER.
Guelph, Aug. 31, '97.

LATE MR. HUDON.

THE death occurred at 9 o'clock Friday evening of Mr. Firmin Hudon, of the wholesale grocery firm of Hudon & Orsali, St. Paul street, Montreal, at his residence, 90 Cherrier street. The deceased gentleman was widely known in business circles, and was highly respected for his integrity. His ability in commercial pursuits was of a high order, and enabled him to build up a successful business. He was held in high esteem by those who enjoyed his acquaintance for many good qualities of head and heart, and his family have the sympathy of a large circle of friends and acquaintances in Montreal and throughout the province. The deceased was born on April 27, 1840, and was one of the first students at the Jesuits' College, then at the corner of Dorchester and Alexander streets. At an early age he entered upon commercial pursuits with the firm of V. & E. Hudon, subsequently entering into partnership with his father, under the firm name of E. Hudon & Fils. In 1869 he went into the wine and grocery business with Messrs. Alphonse and Charles Boyer, under the firm name of Boyer & Hudon. In 1875 he founded the firm of Hudon & Orsali, whose business he conducted up till recently. In the year 1864 he was married to the eldest daughter of the late Dr. d'Orsonnens, formerly president of Victoria University, in Montreal, and by this marriage 16 children were born, 12 of whom are still living. Mrs. Hudon also survives her husband. The deceased had been in poor health for eight or nine months past, being confined to his bed for a long time before his demise.

It takes a great deal of hard work to build up a business, but a little carelessness will cause it to tumble.

When at the

TORONTO FAIR

be sure and see our exhibit

COMPRISING

Greig's Crown Extracts

All flavors. Of the greatest strength and finest flavor.

Mackay's Kola Cafe

An extract of the finest coffee and chicory, combined with all the nourishing and invigorating qualities of the African kola nut. It is a delicious beverage for the breakfast table.

Tryphosa Jelly Powder

Unsurpassed as a dainty and tasty dessert.

You will be made most welcome at our stand and an opportunity afforded you of proving our statements regarding the excellence of these goods.

ROBERT GREIG & CO.

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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, Sept. 2, 1897.

GROCERIES.

ALTHOUGH, as a general rule, trade is not exceedingly brisk, yet the tendency continues towards higher prices. Several houses are making special drives in their various lines for Exhibition week and have been very busy in preparation for the reception of their customers. The feeling in canned goods continues to gain strength and peas this week advanced 5c. Packers of tomatoes and corn have withdrawn quotations altogether. The principal feature of the week was the firm advance in Ceylon teas; from 2 to 4c. a pound is the increase. All California fruits have advanced 2s. 6d. a hundredweight, or nearly ¼c. a pound. A very firm feeling characterizes the sugar market. Great improvements have been made in the process of milling in connection with the Royal Rice Mills, Montreal, and it is hoped that Canadian milled rice will improve in quality.

CANNED GOODS.

A fairly brisk trade has been done during the past week, but the fall activity has not yet appeared. The new pack of salmon is not on this market yet, but a car will be here in about a week. This first shipment will be divided among the different Toronto houses. The canners of vegetables have withdrawn all quotations, and will not now sell futures of tomatoes and corn to even

their regular customers. The shortage in lobsters continues. California fruits remain fairly active. Canadian canned meats are very firm in price. The strong feeling in canned peas has developed into an advance of 5c. this week, and the market is very strong at the present quotations. We quote as follows: Tomatoes, 80 to 85c.; corn, 60 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.10 to \$1.25; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.40 to \$1.80; strawberries, \$1.50 to \$1.80, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$1.75 to \$2.25; apples, 3's, 75 to 95c.; gallons, \$1.40 to \$2; salmon, "Horseshoe," \$1.50; ditto, new season's, to arrive, \$1.25 in 5-case lots and \$1.30 in less quantities; other red salmon, \$1.15 upwards, according to quality and brand; cohoes, 95c. to \$1; canned mackerel, \$1.25 to \$1.30; lobsters, \$2.40 to \$2.50 for tall tins; 1-lb. flats, \$2.70; ½-lb. flats, \$1.60 to \$1.70; Canadian canned beef, 1's, \$1.35 to \$1.40; 2's, \$2.35 to \$2.45; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

The coffee situation remains in about the same condition as it was a week ago. Business is rather steady, and enquiries for Rio are frequent. The New York market is also firm. Jobbers quote green in bags as follows: Rio, 9½ to 13c., according to grade; East Indian, 27 to 30c.; South American,

21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

The trade is quite dull. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

MOLASSES.

There has been no change in the market this week. We quote as follows: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGARS.

The Toronto agents of the Montreal refineries report very firm prices, and that the refiners will not accept any offers. The volume of business increased slightly this week. We quote as follows for Toronto: Granulated—St. Lawrence and Redpath's, 4 9-16c. for single barrel lots and 4½c. for 5-barrel lots; Acadia, 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.

Black pepper is still strong in New York, and consequently here. The trade in spice continues of fair dimensions. We quote: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes,



THOROUGH. CLEAN. FAST.

Positively removes every seed.

WE have them. YOU ought to have them.

Walter Woods & Co. - Hamilton.

DRINK :::

::: Chocolate for Breakfast

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

CHOCOLAT MENIER



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

VANILLA . . .

CHOCOLATES

CHOCOLAT MENIER

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

Ask your grocer for Chocolat Menier

The world-renowned French Vanilla Chocolate.

Send Back

... ANY ...

"SALADA"

CEYLON TEA

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

AGENCIES . . .

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

P. C. LARKIN & CO.

Offer the Best Soap

Which means the best value for sale.

IT PAYS.

SURPRISE SOAP

ON WASH DAY



BRANCHES—

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

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

and 13c. in 5-lb. cans; ditto, whole, 11 to 12c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 20c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 13 to 16c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

NUTS.

No new features have developed this week with the exception that Tarragona almonds have advanced 1s. per bag. We quote: Brazil nuts, 11 to 12½c.; Valencia shelled almonds, 20 to 22c.; Tarragona almonds, 9½ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½c.; Marbot walnuts, 9½ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10½ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12½c.

RICE, TAPIOCA, ETC.

In the primary markets tapioca, as well as sago, has advanced 6d. in sympathy with all other cereals, and is now at least ¾c. a pound higher than a month ago. The Royal Mills, of Montreal, have at length received supplies of raw material, and are now prepared to give a good quality of their own milled rice in bags of 250

lbs. During their shut-down they have added new machinery, and can now produce a polished and glaze rice. When the required raw material can be obtained several more new lines will be added to their list of varieties. 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, 3½ to 4½c.

TEAS.

Both Indian and Ceylon teas have advanced; low grades have risen 1d., and higher varieties about 2d. The market is now very firm here at an advance of from 2 to 4c. a pound. Good sound teas are very scarce also, and bring good figures. The demand is more active than it has been for six weeks. Arrivals of new Indian teas are very light, and the quality is not good compared with last autumn's teas. Some holders of Ceylon teas have withdrawn samples altogether, and London houses have withdrawn all Ceylon teas unless sold at an advance of from 1d. to 2d. per lb. There are many enquiries for Young Hysons. The supply is scarce. In Congous the values are very fine, and the style is good; they look like the cheapest in the market. 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.

A further advance of 6d has been cabled in currants, which brings the price of new, to arrive, ⅛c. above the price last paid for old at the highest point of the market. We quote: Provincials, 5¾ to 6c. in bbls.; ditto, half-bbls., 5¾ to 6c.; fine Filiatras, in bbls., 5⅞ to 6c.; do., half-bbls., 5⅞ to 6⅞c.; Patras, 6¾c. in cases; Vostizzas, cases, 7 to 8c.

A cable received this week re Valencia raisins advises that the crop prospects are only fair, and that in view of an expected improved demand the market is very firm. Fruit is arriving in very moderate quantities. The prices of Valencias continue upward. Considerable business has been done at an advance of 2s. per 100 lbs. There has been some difficulty in getting Spanish houses to make firm offers, owing to the scarcity of fruit in Denia. We quote: Off-stalk, 4 to 5c.; fine off-stalk, 5 to 6c.; selected, 6½ to 7c. layers, 5½ to 6½c.

Sultana raisins continue high, and there does not seem to be much indication of a decline. The stocks in the United Kingdom and on the continent being almost exhausted

BUTTER AND EGGS

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

J. A. McLEAN,

Successor to GRAHAM, McLEAN & CO.

17 Golborne St. TORONTO.

As Gold is to Silver

SO ARE

GOLDEN HADDIES

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

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

Every Can Guaranteed

Packers' Agents **NORTHRUP & CO.**

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

The Following Brands Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY.

BUSINESS OUTLOOK

FIRST-CLASS IN

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

E. NICHOLSON

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

Successor to

W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

15 years' experience. Established 1882

Eat Fruit in Summer

Your customers will if you

SHOW A NICE DISPLAY

You can get it from

CLEMES BROS. - TORONTO

and the prospects for the season's production being unfavorable, it is certain that the level of prices this year will be high. The old fruit in this market has advanced fully 1c. a pound already.

There has been considerable difficulty experienced by dealers here in having the California raisin packers hold to their agreements made before the advance took place. If they follow up their contracts they will sustain a very heavy loss by it.

Figs are very quiet. We quote spot goods nominally: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 6 to 6½c. in boxes.

All California fruits have advanced 2s. 6d. a hundredweight. This means nearly ¼c. a pound. Those who are in touch with the market say that lower prices need not be looked for. We quote California evaporated fruits as follows: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

Quotations have been received on Bosnia prunes, but owing to their high price little attention has been paid to them. 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.

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

GREEN FRUITS.

The market is exceedingly busy this week and the activity is in sharp contrast to the rather quiet feeling of last week. The reason for this is the arrival of the season for some of the staple fruits and the hanging on to the market of some others. The briskness of the trade in other lines does not seem to materially weaken the demand for bananas. The trade in this fruit is very satisfactory. Watermelons are coming forward in large quantity and are finding rather a ready sale. California fruit is about out of season and pears are the only California fruit on the market. Canadian muskmelons are to be had now and are very cheap. Tomatoes are cheapening. Some large shipments of huckleberries changed hands this week at rather lower figures. Some cheap peaches are still com-

SITUATION WANTED.

THOROUGH RELIABLE GROCER GONE OUT of retail business is desirous of securing a position on the road; age 35; good address; temperate habits; not afraid of work. Address, Box 3, THE CANADIAN GROCER.

BUSINESS WANTED.

WANTED—A GROCERY BUSINESS IN A GOOD town in Canada or United States where there is a good chance for a young man. Apply, Box 3, THE CANADIAN GROCER. (36)

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

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

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

W. H. Seyler & Co.

Brokers and Commission Merchants

Room 100, Board of Trade,

Toronto

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

English, German and French Goods a specialty.

Representing

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

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

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

Germau Gelatine Works, Hoechst am Main, Germany.

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

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

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

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

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

ing forward, but the Crawfords are gradually displacing them. They give promise of being very cheap this year. Plums are coming forward in exceedingly large quantities already and dealers say they will likely become as cheap as 15c. a basket. We quote: Oranges — Sorrentos, 300's, \$3.50 to \$4 per box; 180's, \$2.25 to \$2.50 per three-quarter box. Lemons, \$2.50 to \$3.50 per box. Cocoanuts, \$4.50 a sack and 60c. per doz. Onions, 2 to 2½c. per lb. for Egyptians. Bananas, \$1 to \$1.75. New cabbage, 90c. to \$1 per bbl. Watermelons, 20 to 25c. California pears, \$2.65 to \$3 per box; muskmelons, Canadian, 60c. to \$1 per large crate; cucumbers, 15 to 20c. per 12-quart basket; Canadian tomatoes, 20 to 30c. per basket. Lattion berries, 5 to 6c. per quart; huckleberries, 90 to \$1 per basket; Canadian peaches, 30 to 40c. per 10 and 12-quart basket; Crawford peaches, 60 to 90c. per basket; Canadian apples, \$2 to \$2.50 per barrel and 25 to 30c. per basket; pickling onions, 75c. per basket; Canadian plums, 25 to 50c.; Spanish onions, 85c. to \$1 per case, according to quantity taken. Blue grapes, 25 to 30c. per 10-lb. basket.

BUTTER AND CHEESE.

BUTTER—Receipts continue fairly liberal, but there has not been much improvement in quality. Good butter is selling readily, while inferior grades are accumulating and are difficult to move. Best quality sells at 12 to 13½c.; low-grade brings 8 to 10c. Creamery is not quite so active, and is easing off in export demand. There is no special change in last week's quotations. Tubs are worth 18c. and prints 19c.

CHEESE—An easier feeling prevails this week. The larger exporters are not following the advance, which they consider too rapid and unwarranted. Sales could not be effected within ¼ to ½c. of the price at which some factories sold last week; 9¾ to 10c. is the ruling price, while jobbers pay 9½ to 9¾c.

SALT.

The fall trade in salt is beginning to appear, but as yet business is not brisk. Quoted at Toronto, carload lots go at \$1 per bbl. and 65c. per sack; less than carload lots, \$1.05 per bbl. and 70c. per sack. At the wells we quote: F.O.B. barrels,

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

J. McLAUCHLAN & SONS,

Biscuit Manufacturers,

Owen Sound, Ont.



70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

FISH.

The supply is not yet equal to the demand, and the feeling is quite firm. We quote as follows: Pickerel, 6c. per lb.; pike, 5½c. per lb.; whitefish, 7c.; trout, 6½c.; perch, 3c. per lb., fresh herring, 3½c. per lb.; haddies, 7½c. per lb.; Labrador herring, \$3 to \$4 per bbl. and \$2.25 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg.

PROVISIONS.

The active trade and higher prices still continue. A number of lines are sold out, and dealers find them difficult to replace owing to the light delivery of hogs. Some packers fear that they will be compelled to import some United States goods to fill requirements. Lard has advanced from ¼ to ½c. all round. This is due to a shortage of stocks. Prices are now on an export basis. Another advance is looked for in the near future.

DRY SALTED MEATS—Long clear bacon, 8½ to 9c. for carload lots, and 8 to 8¼c. per lb. for ton lots and cases; backs, 9½c.

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

LARD—Pure Canadian, tierces, 6c.; tubs, 6¾ to 7c.; pails, 7¼c.

BARREL PORK—Canadian heavy mess, \$13 to \$13.50; Canadian short-cut, \$16; clear shoulder mess, \$12.50.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—We quote: Wheat, No. 1 hard, \$1.10; winter wheat, 93c.; new winter, 85c.; oats, 26 to 29c.; peas, 46c.

FLOUR—With the price of wheat, flour, in all lines, has had sharp advances. Several export transactions are noted also. We quote in carloads on track, Toronto: Manitoba patents, \$5.90; Manitoba strong bakers, \$5.50; Ontario patents, \$4.75 to \$5; straight roller, \$4.45 to \$4.55, Toronto freights.

BREAKFAST FOODS—Trade is fair. We quote as follows: Standard oatmeal and rolled oats, \$3.10 in bags and \$3.20 in bbls.; rolled wheat, \$2.85 in 100-lb. bbls.; cornmeal, \$2.30 to \$2.40; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

COUNTRY PRODUCE.

EGGS—Receipts continue sufficient for requirements, and some dealers are receiving more than they can job, while, on the other hand, others are not getting enough. Any surplus stock is going into cold storage. Prices remain firm. For choice stock, 11 to 13c. No. 2, 8 to 10c.

POTATOES—The prices of potatoes are varying from day to day as the quantities brought forward vary. The quality is not exceedingly good and the quantity is not large. Dealers are paying 30 to 35c. a bag and are selling at 40 to 45c.

HONEY—Trade is picking up considerably, but is not brisk. We quote light at: 60-lb. tins, 6 to 6½c.; 5 and 10-lb. tins, 6½ to 7c.; comb, \$1.50 to \$1.75 per dozen.

DRIED APPLES—There is really nothing doing just now. Prices, however, are firm in anticipation of a short crop. Local price runs from 3 to 3½c. f.o.b., and jobbing price ranges about 3½c.

EVAPORATED APPLES—Requirements are no heavier. Buyers are paying 4c. f.o.b. Jobbers are quoting 4½ to 5c.

HIDES, SKINS AND WOOL.

HIDES—There has been no noticeable improvement during the week. Business continues dull. Cowhides: Dealers pay 8½c. for No. 1, 7½c. for No. 2 and 6½c. for No. 3.

WE ARE
PAYING
CASH
FOR

DRIED
APPLES



W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. Toronto

Special Bargains

DURING OUR JUBILEE EXHIBITION

New Season's	{	<i>Young Hysons</i>	12½c.
		<i>Ceylons</i>	13½c.
		<i>Do</i>	15c.

PERFECTION CORN STARCH	}	4 ^{c.}
Guaranteed Equal to the Finest		

CRYSTAL GLOSS STARCH	}	5½ ^{c.}
In Handsome 1-lb. Packages		

LAYER VALENCIAS, Oliver's	}	5 ^{c.}
Fine Old Stock		

FINE OFF-STALK VALENCIAS	}	4 ^{c.}
Prime Condition		

Special Quotations for New Valencias.

Fine Off-Stalk—Selected—Layers. In lots for future delivery.

It Draws--- A Clear Wine Colored Infusion of Surpassing Richness and Flavor ; also a crowd of appreciative callers at our Exhibit, Main Exhibition Building.

"KOLONA" CEYLON TEA.

THE **EBY, BLAIN CO.** LIMITED

Wholesale Importing and Manufacturing Grocers.

Toronto

Steerhides : 60 lbs. and up, 8½c. for No. 1, 7½c. for No. 2 and 6½c. for No. 3.

CALFSKINS — Trade is fair and shows no change. We quote; No. 1 veal, 8 lbs. and up, 10c. lb.; No. 2, 8c.; Dekins, from 30 to 35c.; culls, 15 to 20c. each.

SHEEPSKINS — We quote: Lambskins and pelts, 55 to 60c.

WOOL.—The demand from local factories is increasing slightly and is giving a better feeling to the market. The quantity of wool in the country is increasing; in fact, from the natural course of events an improvement in the condition of affairs cannot long be postponed. Dealers are still paying 19 to 20c.

PETROLEUM, ETC.

The demand is fair and improving slightly. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Rice is ¼c. per lb. higher in the primary markets.

The E. B. Eddy Co. have reduced the price of their sulphur matches 50c. per case.

J. L. Watt & Scott received some quotations on Bosnia prunes. The figures were too high to attract attention.

L. S. Mason & Co. are advised from Montreal of arrivals ex ss. Labrador and ss. Carthaginian of Arguimbau Valencia raisins.

Lard has advanced from ¼ to ½c. a pound. It was feared that there would be an over-production, but a shortage is now predicted.

It is feared that some provisions will have to be imported from the United States to meet the requirements of the local trade in smoked meats, etc. There is a duty of 2c. a pound on these products.

McWilliam & Everist have secured the sole Toronto agency for Boulders' canned goods. All of this pack that are sold to either the retailer or wholesaler in Toronto must now pass through this firm's hands.

The scarcity of canary seed has caused the New York quotations to advance ½c. What effect this appreciation will have on the local prices will depend on quality and mixture. Some effect will be evidenced, however.

CALIFORNIA CANNED GOODS.

Advices from California report a strong and advancing market on canned fruits, sellers being unwilling to go ahead on the basis of present prices. Peaches especially are said to be in small stock, and the crop is decreasing. A shortage in canned apricots is reported, as on account of the low prices obtainable in past seasons, packers took little stock in this fruit this year.

QUEBEC MARKETS.

MONTREAL, Sept. 2, 1897.

GROCERIES.

THE week, though contributing no general change in the grocery situation, has been of more interest than the previous one. In the first place, both the refiners' and jobbers' price on granulated sugar has been advanced ⅞c. per lb. and the staple has experienced more demand. Molasses maintain their firm feeling and prices point upward, if anything. Spices and rice rule quiet and steady, while buyers

of tea are evidently convinced that the market is going higher, for they exhibit considerable nervousness regarding future supplies, all the more so as the stocks in hand are much lighter than usual. Canned goods rule firm, especially vegetables, and dried fruits give many indications of firmness, California shippers, for instance, withdrawing their quotations on raisins this week. Advices have been received regarding new Grenoble walnuts and they state that the new crop will be an unusually fine one. In domestic green fruit, receipts from Ontario have been very heavy, but the



"I never use Tapioca"

was a common expression among housekeepers before

"MINUTE TAPIOCA"

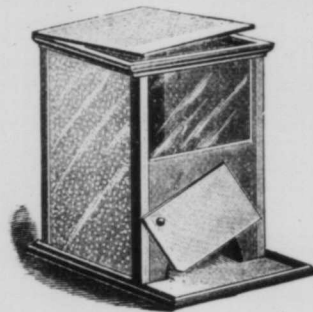
was put on the market. The tedious soaking necessary and the low quality of a great deal of the tapioca sold kept it in the background as a food article.

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

Whitman Grocery Co.

ORANGE, MASS.

Get it of your wholesaler or direct.



MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.
manufactured by . . .

JOHN E. MARSHALL
118 Commercial St.,
Boston.

D. H. RENNOLDSON,
Agent in Montreal.



ENAMELLED MEASURES

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

GOVERNMENT STAMPED



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

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

WANTED Consignments of
BUTTER, EGGS & POULTRY

Quick returns guaranteed.

W. J. GRAHAM, Produce and Commission Merchant
88 Front Street East, TORONTO.

Department of Aviculture

Did you know that for years there has been a Department of Aviculture in the Dominion, and that millions of bulletins have been gratuitously distributed from time to time, in which the subject of bird keeping has been set forth in a most attractive and persuasive manner; and that advice has been constantly given free of cost to all applicants? Such a department has, nevertheless, been in existence for years, working quietly, but so effectively that to-day there are ten birds kept where one was a few years ago. The expense of this work has been defrayed entirely by Bart. Cottam & Co., and whole "Cottams," from its pre-eminent and undisputed position as the best bird food, has naturally been fitted to a large extent, all handlers of bird food in any form owe more than they generally admit to the widespread educational work done by the packers of Cottams Seed. It pays to handle Cottams Seed.

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
Get
Our
Figures.

IN
5 TUB
AND
15 PAIL
LOTS.

F. W. FEARMAN - HAMILTON

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

market took care of most of the offerings readily.

SUGAR.

The sugar market has furnished rather more activity during the past week, and prices are $\frac{1}{8}$ c. higher than they were last reported, as the Wholesale Guild put up the price on granulated that much last Thursday. This advance is a result of a similar rise in the price at the refineries, their inside price now being $4\frac{1}{8}$ c. Notwithstanding this rise, however, cutting is reported by jobbers outside the Guild, who, it is reported, are offering granulated for less than the refiners' price. This does not apply to the general run of traders, who stick to the new prices, which are: $4\frac{1}{4}$ c. up to 10 barrels of granulated, and $4\frac{3}{4}$ -16c. for larger quantities than that, while yellows range from $3\frac{1}{2}$ to $3\frac{3}{4}$ c. Outside markets continue firm, and it is worthy of remark that the New York level on granulated is fully $\frac{1}{4}$ c. per pound above ours.

SYRUPS.

There has been little change in syrups during the week, and prices are purely nominal at $1\frac{1}{8}$ to $2\frac{1}{8}$ c. as to grade.

MOLASSES.

The firm feeling already reported in regard to Barbadoes molasses is accentuated, if anything, and round lots have sold at 23c. We quote Barbadoes, 25c., and Porto Rico, 25 to 27c.

RICE.

There is little change in rice, 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.

There is no change in the local market, but outside advices are of a firm character, especially on pepper. We quote as follows: Black pepper, 9 to 10c.; pure white, 11 to 16c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 12 to 14c.; nutmegs, 50 to 90c.

COFFEES.

The coffee market continues quiet, and there is no change in price. We quote: Maracaibo, 16 to 19c.; Santos, 12 to 15c.; Rio, 12 to 16c.; Mocha, 24c., and Java, 25c.

TEAS.

The activity in tea referred to last week continues, and buyers are at last convinced

WINE Made from Grapes grown in Essex County. Pure and Wholesome, Sweet, Rich, Red.
\$2.50 per case; 90c. 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. $\frac{1}{2}$ -lb. pkts. All wholesalers. See you get it.



NICHOLSON & BROCK - TORONTO

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

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

EGGS AND BUTTER

Strictly fresh eggs are selling at 11 to $11\frac{1}{2}$ c. Held stock 10 to $10\frac{1}{2}$ c. Choice butter scarce and good prices can be realized. Correspond with

THE WM. RYAN CO. LIMITED

70 and 72 Front St. East, TORONTO

S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,
TORONTO, ONT.

Smoked Hams

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

D. GUNN, BROS. & CO.

Pork Packers and Commission Merchants,
TORONTO, ONT.

HUGH WALKER & SON

Wholesale Commission Merchants

GUELPH, ONT.

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

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

that fresh supplies are going to cost more money than they expected, and are freer buyers as a result. All advices from primary markets confirm intelligence previously given in these columns, that teas at points of production were going to be higher. In fact, the situation all round is very strong, and some holders are getting really nervous about the question of future supplies. We quote: Young Hysons, 14 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15½ to 21c. for mediums, and 28 to 40c. for high grades; Indians and Ceylons, 17 to 20c. for mediums, and 35 to 65c. for higher grades.

CANNED GOODS.

There is nothing new or striking in canned goods since last week, when canners withdrew prices on staple lines of vegetables. We quote as follows: Tomatoes, 80c.; corn, 60 to 80c.; peas, 80c.; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.40 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, 3's, 95c.; gallons, \$1.65 to \$1.75; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.30, in tall tins; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.30; lobsters, \$11 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

DRIED FRUIT.

The currant market continues firm, and first supplies will cost a good deal more this fall than in 1896. Late quotations on provincials are 15s. 3d., which is about equal to 4¾c. laid down here. Patras are offered at 19s. and Filiatras at 15s. 9d. No quotations have yet been named on Vostizzas for direct shipment.

In Valencia raisins prices are very firmly held, and on Californias packers have withdrawn prices this week, as there is too much difference between their ideas and growers' at present to quote for early shipment. Four-crown raisins promise to be scarce and high compared with other grades.

Offers were made this week for October shipment on California prunes. They will cost the importers about 7 to 9c., according to size, laid down in Montreal in car lots.

NUTS.

There has been little change in nuts. Advices from Grenoble state that the new crop of walnuts appears to be very plentiful and shippers believe that the fruit will be of an unusually good quality. First offers quote a range of 74 francs to 75 francs f. o. b. Havre. We quote as follows:

Grenoble walnuts, 11 to 12c.; do. shelled, 20c.; Brazils, 11c.; almonds, 10 to 10½c.; do. shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; pecans, 9 to 10c.; and coconuts, \$3.50 to \$3.75 per 100.

DRIED APPLES.

The enquiry for evaporated apples has been fair and prices are steady at 4 to 5c., with dried 2 to 2½c.

APPLES.

Receipts of early apples have been fair during the week and prices have an easy tendency, Duchess selling at \$1.50 to \$1.80 and Red Astrakans at \$1.35 to \$1.60.

GREEN FRUIT.

The chief feature of the week has been the exceptionally heavy receipts of new Canadian green fruit, peaches, pears, grapes and plums, especially the latter, which have amounted to as much as 4,000 baskets of plums per day. The market has absorbed this downpour remarkably well, however, though, of course, prices were more or less affected. We quote: Oranges—Valencia, \$6 per case; Messinas, \$3 to \$3.50 per box; lemons, \$2.50 to \$3 per box; Naples lemons, \$6 to \$7 per chest; bananas, \$1 to \$1.25. California fruit—peaches, \$1 to \$1.25; pears, \$2 to \$2.50, and plums, \$1 to \$1.50 per box; pineapples, 10c. each; blueberries, \$1.20 to \$1.50 per box. Canadian fruit—Crawford freestone peaches, 50 to 60c.; clingstone, do., 30 to 40c.; plums, 35 to 50c.; grapes, 10-lb. baskets, 30 to 40c.; 5-lb. do., 20 to 25c., and Bartlett pears, \$3 to \$4 per bbl., and 35 to 50c. per basket; Egyptian onions, 3c. per lb., and Spanish, \$2.50 per case; watermelons, 20 to 25c. each, for good to choice.

COUNTRY PRODUCE.

EGGS—An active business continues to be done in eggs, there being a good demand from local and foreign buyers, and prices are firmly held, with an upward tendency. New-laid eggs sold at 12c., No. 1 at 11c., and No. 2 at 9½c. per dozen.

BEANS—There is a firmer feeling in the bean market and prices have an upward tendency, owing to an improved demand. Car lots are quoted at 65 to 80c.

POTATOES—The demand for potatoes is only moderate at 80c. per bbl.

HONEY—The honey market is without change. White clover comb is offering at 10c., and dark at 7c.; bright extracted at 6½ to 7c., and dark at 4 to 5c. per lb.

PROVISIONS.

A fair trade continues to be done in provisions, and the market is moderately active and firm. We quote: Canadian pork, \$15 to \$15.50 per bbl.; pure Canadian lard, in pails, at 6¾ to 7¼c., and compound refined at 5¼ to 5½c. per lb.; hams, 11 to 13c., and bacon, 11 to 12c. per lb.

FLOUR AND MEAL.

The flour market was without any new feature. The demand for Ontario grades was somewhat slow, but Manitoba brands continue to be well enquired for at all prices. There were a good many enquiries received from the Maritime Provinces, and some fair sized lots were placed. The stock at present is said to be the smallest ever known in the history of the trade. On the whole, the tone of the market is firm. We quote: Winter wheat patents, \$5 to \$5.25; straight rollers, \$4.85 to \$5, and in bags, \$2.25 to \$2.35; best Manitoba strong bakers', \$5.50; second do., \$5, and low grades, \$3.15; Hungarian patents, \$5.90.

The tone of the market for feed is weak, and prices have declined fully \$1 per ton. The demand is slow and trade is quiet. We quote: Manitoba bran at \$11 to \$11.50, and shorts at \$12 to \$12.50 per ton, including bags. Ontario bran, in bulk, is offering at \$10.

The demand for meal continues slow, and prices are unchanged. We quote: Rolled oats, \$3.30 per barrel, \$1.60 per bag; standard meal, \$3.20 per barrel and \$1.55 per bag.

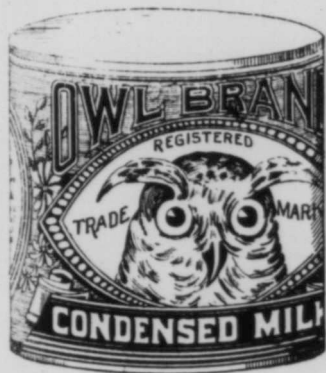
BALED HAY.

The tone of the market for baled hay is weaker, and prices have declined 50c. to \$1 per ton owing to larger receipts, for which there is only a fair demand. We quote: No. 1, \$11 to \$12 and No. 2, \$9 to \$10 per ton in car lots on track.

CHEESE AND BUTTER.

Cheese has lost some of the buoyancy that it displayed last week, and though the level of prices is higher than a week ago, the market has not the same snap. The general impression seems to be that the market should let off a little steam or the pressure will reach the danger point, with the accompanying result of a disastrous slump. That this disposition should rule after the recent bull turn is quite natural, and in the meantime business is very moderate. There is no actual decline in quotations, however, and a buyer could not secure finest Ontario under 9¾c., while Quebec goods are held around 9½c. At the wharf Monday morning 3,500 boxes were offered and the range was from 9¼ to 9¾c., the outside being the ruling, while one pet combination got a ½c. premium on the highest point. We quote: Finest Ontario cheese, 9¾ to 9¾c.; finest Townships cheese, 9¾c.; finest Quebec cheese, 9¾ to 9½c.

There was little change to the butter market to-day. Business was less active, buyers not being as keen purchasers as last week, but prices were unchanged for finest creamery. The Liverpool cable quoted



An excellent milk

for infants and invalids is prepared from Owl Brand Milk. It is guaranteed perfectly pure, of best quality and free from the germs which render fresh milk so unsafe.

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



The Club Coffee

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

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

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TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. + Once Tried Always Used.

BALFOUR & CO., HAMILTON



LYTLE'S PICKLES

prepared from vegetables in prime condition and purest vinegar and spices, are favorites everywhere. In Glass or Bulk.

T. A. LYTLE & CO.
Vinegar Manufacturers, TORONTO

Crosse & Blackwell's

NEW SEASON'S

PEELS

Now in store.

WARREN BROS. & CO.
TORONTO.

Extra Choice

Hams Bacon
Pure Lard
Mess Pork

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

COFFEE BLENDS

Roasted, Whole or Ground.

"P. I. & CO."
"CRESCENT"
"CROWN"
"BEE HIVE"

Send for samples and quotations.

PERKINS, INCE & Co.
TORONTO.

"How to sell Coffee"

... BUY ...

Excelsior Blend

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

Todhunter, Mitchell & Co.
TORONTO

BUY

Ivory Bar Soap

THE BEST MADE

choice gos. and fine 6os. We quote: Finest creamery, 19½ to 20½c.; seconds, 18½ to 19c.; dairy butter, 12½ to 13c.

MONTREAL NOTES.

Receipts of Canadian plums have been as high as 4,000 baskets per day, but the demand absorbs all offerings with a fair promptitude.

First offers on new crop Grenoble walnuts are 74 to 75 francs f.o.b., Havre, while the crop promises to be an unusually fine one.

There have been no quotations yet received here on new Vostizza currants, but the general expectation is for a much higher opening than last season.

California packers withdrew their quotations on California raisins this week, and now refuse to name any quotation. Four-crown promise to be very scarce and difficult to obtain.

Both the refiners and the Wholesale Grocers' Guild price on granulated sugar has been advanced ¼c. per pound on last week.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Sept. 2, 1897.

A FAIR business for the week is reported. The firm markets continue. The offering on this market of American hams is something new; it seems they can be landed duty paid somewhat below the price of Canadian. Our lumber interests, which are so important to our city, are not as brilliant a feature as in the spring. The business seems to have been overdone. Outside markets show no demand, and many mills are closing down. There are, however, a number of fortunate ones who have sold ahead, first for the English market and afterward for that of South America. Those who held back are disappointed. In tea the demand is rather better, but the market has not yet recovered from its overstock of the spring. Rice is quoted higher by English houses. Stock here is light. In spice prices keep low. Many dealers find they can buy to better advantage in the American market than in the English.

OIL—The market in cod oil continues very flat and the outlook is not very hopeful. Lubricating is rather dull. Orders for winter supply are now being taken to be shipped before the close of navigation. Prices on burning oil in the city are lower than at outside points. We quote: Best American burning oil, 17½ to 18½c.; Canadian water white, 16 to 17c.; Canadian, prime, 14 to 15c.; cod oil, 22 to 24c.

SALT—Stocks are quite light in coarse, and higher prices are asked. There is, however, a cargo about due, when prices will again fall off. It is noticeable how the price of fine in the last few years has declined, while there is but little change in coarse. The large sales of Canadian have

no doubt been one cause of this. Cheese salt, of which for a few days the market was bare, is again in supply. We quote: Coarse, 47 to 50c.; Liverpool factory-filled, 90c. to \$1; Canadian fine, 90c. to \$1 per bag.; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.; rock salt, \$5 to \$6 per ton.

CANNED GOODS—The market has quieted down. The outlook for a profit this year is good. There is hardly a packer but has withdrawn his prices on vegetables. In baked beans quite a few American packed are seen in the retail stores. They are being packed in tomato sauce. There are very few tomatoes in this market, and prices are firm. Salmon is easy. Lobsters are almost impossible to get. We quote as follows: Corn, 65 to 70c.; peas, 75 to 85c.; tomatoes, 85 to 90c.; gallon apples, \$1.80 to \$1.85; corned beef, Canadian, \$2.40 to \$2.50; American, 2-lb. tins, \$2.60 to \$2.70; 1-lb tins, \$1.40 to \$1.60; oysters, 2's, \$2.10 to \$2.20; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.75 to \$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.50 to \$2.75; salmon, \$1.25 to \$1.40; lobsters, \$2.50 to \$2.60; had-dies, \$1.15 to \$1.25; clams, \$5 for 4 doz; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—Business is very active. Apples are beginning to share in the chief attention. In apples, some very nice New Brunswicks have been on the market and brought full prices. Ontario apples are having a fair sale. Those which arrive from Nova Scotia are as yet poor. California fruit continues to arrive, sales reaching two cars a week. Plums are very fine. Grapes have but fair sale. Melons are quiet. Cucumbers are very low. A few West India oranges were received by the last steamer. We quote: Rhodi oranges, \$5 per box; lemons, \$4.50 to \$5; case lemons, \$6 to \$7; bananas, \$1.50 to \$2; new apples, \$2 to \$4 per bbl.; California peaches, \$1 to \$1.25; California plums, \$1 to \$1.25; California pears, \$2.50 to \$2.75; melons, 35 to 40c.; cucumbers, \$1.25 per bbl.; tomatoes, \$1.50 to \$1.70; pears, \$4 to \$6 per bbl.; California grapes, \$2 to \$2.50.

DRIED FRUIT—A few new Valencias are to hand. From the present outlook it would almost seem as if our people would have to buy more of this grade than they expected, as Californian are keeping so high. It is thought, however, that by the time the Californians are ready to be shipped they will be lower. A few Malaga loose muscatels were sold here last year and if the Californians should continue to hold high more of these may be brought here. Currants are higher; orders for two cars from here were turned down owing to the sharp advance. In evaporated apples stocks are getting low and higher prices are expected. This will help the sale of Nova Scotia dried which have been very dull. Very little is yet doing in prunes. Prices are higher than they were last year, particularly French. We quote: Raisins, Valencias, old, 5¼ to 6c.; California L. M. 3-crown, 7 to 7¼c.; London layers, \$1.75 to \$2; currants, cases, 5¼ to 6c.; bbls., 5¼ to 5½c.; cartoons, cleaned,

7¼ to 8c.; bulk, cleaned, 6½ to 7c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples 3½ to 4c.; evaporated apples, 5½ to 6c.; onions, \$3.50 to \$3.75 per bbl.; cocoanuts, \$2.50 to \$3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, old, 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.; new Valencias, about 7 to 7½c.; do. layers, 8 to 8½c.

SUGAR—There is no change. Business with the refineries is still light. Many have not had to buy owing to large stocks, which are not yet worked off, and those who have had to buy have, in most cases, found that they could buy lower from dealers here than from refineries. We quote: Granulated, 4¼ to 4¾c.; yellows, 3¾ to 3¼c.; Paris lump, 5¼ to 5½c.; powdered, 5 to 5¼c.

MOLASSES—Stocks here are light and prices are more firmly held. The first sales of New Orleans for the season are reported. We quote: Barbadoes, 22 to 24c.; Porto Rico, 27 to 30c.; New Orleans, bbls., 25 to 27c.; Antigua, 22 to 23c.; syrup, 36 to 38c.; St. Croix, 20 to 22c.; Demerara, 33 to 34c.

FISH—Business is quiet. The usual quantity of dry cod is moving. Owing to quite large arrivals of new fish, prices are rather lower. Bay herrings are scarce. This and the fact that there are no eastern herring has caused a firmer market. Fall shad, pickled, are firmly held. There are still a few fresh coming in. We quote as follows: Large cod, \$3.10 to \$3.25; medium, \$3 to \$3.10; pollock, \$1.20 to \$1.25; bay herring, \$1.35 to \$1.40 per half-bbl.; smoked, new, 6 to 7c.; shad, half-bbl., \$4.50 to \$5; boneless, 2½ to 8c.; shad, 12c. each.

DAIRY PRODUCE—Butter is very dull. Good is difficult to get, but even it will not bring much advanced price over quotations. Cheese is tending higher, but there is not much change in the local market. Factories are finding it difficult to get box stuff. Eggs are quite scarce and higher prices are asked. We quote: Dairy butter, 12 to 15c.; creamery, 17 to 18c.; prints, 18 to 20c.; cheese, 9 to 9½c.; eggs, 10½ to 11c.

PROVISIONS—There is in clear pork quite a range in price, as some old is still offered. In mess, the market is about bare. In hams, some American are being sold here, prices even after duty is paid being less than Canadian. Lard keeps very low, but an



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Certainly we sell

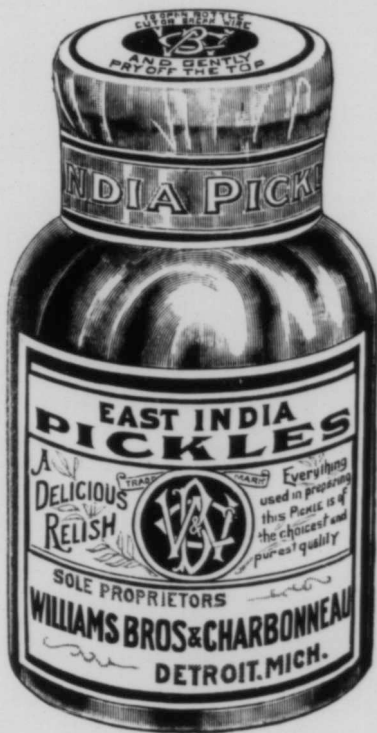
"WHITE MOSS"
COCOANUT

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



EAST INDIA PICKLES

There are none other so nice. . .

During the picnic season grocers should buy the half-pints.

Your wholesaler keeps them.

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



Pickles.

May be it's the tomato sauce that makes Heinz's Baked Beans so good. Yes, partly. The better they are, the better for the Grocer.

Other Popular Specialties

**SWEET PICKLES
INDIA RELISH**

**TOMATO CHUTNEY
TOMATO KETCHUP
ETC.**

For sale by

Hudon, Hebert & Co., Montreal.
H. P. Eekardt & Co., Toronto.

MEDALS--

PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE
always bear this
Keystone trade-mark.



advance is daily expected. We quote: Clear pork, \$14.50 to \$16; mess, \$12.50 to \$13; plate beef, \$13 to \$13.50; hams, 13 to 13½c.; rolls, 9½ to 10c.; pure lard, 6½ to 7c.; compound, 6¼ to 6½c.

FLOUR, FEED AND MEAL—The flour market is quieter and somewhat uncertain. Stocks are light. Oatmeal shows no change in price here, but tends higher. Oats are somewhat hard to get, and rather higher prices are asked. In feed, while sales are light it is difficult to fill orders. Cornmeal is rather higher and there is a good demand. In barley, quite a few sales have been made. The market shows strength and prices have been advanced. Peas are hard to get, both split and blue. Beans are also moving up. We quote: Manitoba flour, \$6.25 to \$6.30; best Ontario, \$5.50 to \$5.60; medium, \$5.10 to \$5.25; oatmeal, \$3.60 to \$3.65; cornmeal, \$2.10 to \$2.15; middlings, car lots, in bulk, \$15 to \$16; bran, do, do, \$13.50 to \$14.50; hand-picked beans, \$1.10 to \$1.20; prime, 95c. to \$1; oats, 34 to 36c.; hay, \$12.50 to \$13; barley, \$3 to \$3.10; round peas, \$1.25; split peas, \$3 to \$3.25; yellow eye beans, \$1.50; timothy seed, Canadian, \$2 to \$2.25; do. do., American, \$1.75 to \$2; clover, 8¼ to 9c.; alsike, 8½ to 9c.

ST. JOHN NOTES.

A farmer was lately fined \$35 for selling watered milk to a Kings County cheese factory.

Mr. W. D. Shipley, representing the H. J. Heinz Co., of Pittsburg, has been doing the trade here in company with the local

representative, J. Hunter White. Mr. Shipley has been through Western Canada and to Halifax, and reports a very large increase in the sales of his house.

The price of biscuits and cake has been advanced 1c. per lb., following the advance in flour.

Mr. J. B. Myers, who succeeded Mr. Derby as American consul here, will enter upon his duties Sept. 1.

Lumbermen are beginning to buy their supplies. They find quite a difference in prices as compared with last year owing to recent advances.

THE GROCER wishes to extend its congratulations to Mr. Joseph Merritt, senior member of the firm of Merritt Bros. & Co., who was married this week to Miss Oaks, of Digby.

A large party of Eastern Township newspaper men and women have been in our city, on their way through these lower provinces. They appeared particularly well pleased with their trip.

THE GROCER regrets to report the death of Mr. T. B. Barker, for many years the active head of the large wholesale drug house of T. B. Barker & Sons. He will be particularly missed by the older citizens, among whom he had many friends of long standing.

NEW VINEGAR INDUSTRY.

We call the attention of the Canadian grocers to the advertisement, in another column, of the Grape Wine Vinegar Co., 25 Front street west, Toronto. This company is the only concern in America manufacturing the pure grape wine vinegar which obtained highest awards at the World's Fair, Chicago, 1893, Cologne, 1889, and Berlin, Germany, 1896, for absolutely pure vinegar. The vinegar has the special merit of being free from all foreign or metal acids and alcohol, and contains nothing of acid but what is produced by natural fermentation.

The Concentrated grape wine vinegar is put up in demijohns of 4 1-6 gallons Imp. and will produce, with the addition of water, 100 Imp. gallons of XXX vinegar, and purchasers in this form can readily see what an enormous saving of freight is made—to say nothing of extra charges for barrels, packages, and the trouble and annoyance usually had with empties. The analysis of Dr. A. R. Pyne speaks for itself and is a reliable recommendation of absolute purity and safety. Though but lately introduced into Canada, this vinegar is already meeting with excellent acceptance, and the leading grocers speak highly of it. Another and one of its greatest virtues is that it can be shipped with absolute safety during the winter months, and grocers buying the Concentrated vinegar need not lay in a large stock before the frost sets in. It is simple, safe, absolutely pure and economical, and every thinking grocer will readily see the advantages of handling same. For full particulars we refer to the advertisement.

NONSUCH JUBILEE STOVE ENAMEL

The most popular Stove Polish in the Market.

SAVES TIME ENERGY MONEY and WORRY **IS A** **P**ERFECT **P**ASTE **P**URE **P**LUMBAGO **F**REE **F**ROM **F**OREIGN 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.

AMONG THE RETAILERS.

An Up-to-date Window. The People's Supply Co., King street east, Toronto, had an attractive, seasonable and up-to-date window this week. The only articles in the window were samples of a new blend of Ceylon tea, on each package of which the firm's name was printed. The red paper binding on each package harmonizes nicely with the leaden covering on the tea, and the two colors give an appropriate "blending." However, the coloring wasn't so nice but that artistic taste was needed to make the window as attractive as it at present appears. The floor of the window is entirely covered with packages of this tea, and in the centre is built a mound, about 1½ feet each way, which reaches from the back of the window half way to the front; this is capped by a suitable, differently arranged pile of packages. From each of the four corners of the mound runs another lower pile of packages to the nearest corner. The front rows are straight, the rear ones are in the form of a semi-circle. This is only a brief outline of the plan of the window; merchants can introduce many fancy arrangements. The dresser showed remarkably good taste and knowledge of that science with which few have much acquaintance. It certainly will give that tea a good

advertisement, and it will pay all who can to see it. Use it not only for tea; other things can be used in a similar way. The grocer has a great many articles that permit piling; soap is one of them. By the way, some dealers will put boxes of soap in the window. Now those boxes don't, in my opinion, look exceedingly pretty. It is an easy method of filling a window, but surely merchants know by this time that care should be taken. If a grocer hasn't time to arrange his window carefully or hasn't enough clerks to have it done, it would pay him to advertise under "Help wanted."

"The Day is Done."

With the advent of better times and the development of the long visible favorable outlook, there are some attending changes that grocers should impress on their minds, and according to which they should act. One of these is the disappearance of the desire for cheapness. A few years ago the one recommendation of an article to the middle classes, who are mostly affected by such changes, was the cheapness of it. Now, however, quality is the first consideration. This is no mere theory; the evidences are visible in every trade, including the grocery, too. The department stores are, and have been, recognizing this fact, and have been gradually working off their cheap stock and

laying in better grades of goods, until now a person can obtain there as expensive an article in any line as he may require. One man told me this week that the danger from the department stores had disappeared. If a department store now handles cheap goods it cannot exist; if a higher grade of goods comes into demand there will be no evil that it can commit.

Some grocers, I see, are still advertising those startling bargains, and it is to them that this warning is particularly applicable. People now do not want that grade of sugar of which a merchant can advertise at 25 pounds for a dollar and on which he can still make profit; hams at 13c a pound, even though advertised as the best brand, will not find ready sale. Indeed, people know that that grocer is "manufacturing facts" when he advertises so. One wholesale dealer with whom I am acquainted says that he charges a cent a pound more for his smoked meats than anybody else and that yet he cannot supply his demand. And this is not the only convincing proof of the exact condition of affairs; it is but a sample. If a customer now goes into a store to purchase some of that "best" sugar at 25 pounds for a dollar, she will recognize that she is duped and withdraw her custom. Formerly, she was prepared for cheapness and was willing to put up with it, now she won't. A grocer

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



“SEAL BRAND”

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

MONTREAL
BOSTON
CHICAGO

CHASE & SANBORN

in Toronto told me a few days ago that he had customers come from all parts of the city to him for sugar, simply because he sold nothing but a good grade of that article. He knew it was so, too. The time has seemingly passed for advertising low prices. Advertise high qualities now.

Advice at Home.

When advice is given to whomsoever seems to need it, it is an invariable custom to quote the advice of some distinguished man. How often have we heard of the number of hours in a day that Edison or Darwin has spent over his work, and how frequently have we heard of the honesty of Bright and Cobden? It seems to me, however, that more impressive lessons in business can be drawn from successful men whom we know. Aged people, too, are not required in order that advice may be reasonable. Not many days ago I was in conversation with a young business man when he suddenly branched off to talk on his methods of business, and while in conversation with him he told me that while in business he had never lost half a day's attendance at his store since he had opened up for himself. Well, I was surprised, for I knew he was quite a sport and took a great interest in sports. "No," he said. "I don't believe in this careless way of doing

business. We close up every holiday and every grocer's excursion day. We don't leave half our staff behind to do twice their usual work and thus fail to give the usual amount of attention to our customers. If our store is open, all our staff is there. We close at eight o'clock in the evening, and whatever fun we get we get between eight o'clock and bed-time. We run our business systematically and our customers can depend on us. We never do business in a half-hearted sort of fashion. Our motto is: What's worth doing is worth doing well. It pays." There is a great deal of sound argument in what he said and a great deal more practical advice than is contained in the fairy tales about Edison, etc. I might add that this gentleman belongs to the Retail Grocers' Association, and some grocers might take advice from this business man and attend the meetings of their local association and co-operate with the members in promoting the grocers' interests.

RAMBLER.

JAPAN TEA SHIPMENTS.

Mail advices received from Yokohama report the shipments of tea from May 7 to July 30 inclusive as follows: To New York, 7,328,267; do. via Suez Canal, 1,240,311; San Francisco, 3,315,872; Chicago and

West, 10,605,740; Canada, 4,209,770; total, 26,699,960; last year the total for the same period was 19,731,628, and in 1895, 26,676,819.

HEAVY LOSSES ON LEMONS.

New York importers of lemons are decidedly dissatisfied over the conditions prevailing in their business during the past few weeks. The delay and inconvenience attributed to the assessment of the duty on fruit by weight, as provided for in the new tariff, have already been mentioned in these columns. Aside from this inconvenience many importers claim that the new duty has caused heavy actual losses. The new rate is 1c. per pound, which would mean about 80c. per box for Sicily fruit and 95c. to \$1.15 per box for Sorrento lemons, the latter being put up in larger packages.

The old duty, which was based upon measurement, varied from about 20 to 30c. Notwithstanding this material advance in the duty, however, the first sale under the new tariff showed a decline of from 25 to 50c. per box, as compared with the previous sales, so that the whole amount of the duty, it is argued, came out of the importer or the shipper. In subsequent sales there were further declines. As a result importers claim that there is almost nothing left for the grower after expenses and duty are paid.

MANITOBA MARKETS

WINNIPEG, Sept. 1, 1897.

GROCERIES.

THE whole trade is brisk, with prices on the advance. About three-fourths of the harvest is now cut, and the quality and quantity are alike good. Some reports have been sent out, by parties interested in depreciating the yield, to the effect that the crop is not good, but this is wrong. We have our information from the most reliable source in the province, and the crop is in first-class condition, with every indication that it will be so harvested. From this time on it will be possible to furnish brief but accurate accounts of the grain market here, which will, no doubt, be interesting to eastern wholesale houses. The only crop likely to be short is the oat crop, and this will, no doubt, raise the price of oatmeal a little, but as the crop in Ontario is abundant, it will be easy to import any shortage from that province. Prices for the week run about as follows:

CURED MEATS—Market is stiff and very active. Hams, assorted, 13c per lb.; breakfast bacon, 12 to 12½c.; do, backs, 10 to 10½c.; shoulders, 8½c.; short spiced rolls, 9c.; dry salted, long clear bacon, 8½c.; do, smoked, 9½c.; square cut shoulders, 8c.; backs, 8½c. Half-cent extra for canvassed goods.

BUTTER—In dairy there is little or no change. Prices are purely nominal, being 11 to 12c. delivered at Winnipeg, for round lots. Creamery—The market is very active. Factory men are holding at 18c. f.o.b. factories; 35,000 lbs. of Northwest Government creamery was purchased the other day by one Winnipeg house, but the exact figure remains a secret, though it is understood the price was extremely satisfactory.

CHEESE—In sympathy with the Montreal market, the price of this product has increased and dealers are paying from 7½ to 8c. for late July and August make.

EGGS—Receipts are very light. Jobbers are purchasing at 13c. and selling candelled at 14½c. On the city market this morning the retail price was 21c.

CEREALS—Are a little higher and the market is firm. Rolled oats, 80-lb. sacks, \$1.65 to \$1.70; granulated, \$2; Standard, \$1.90; pot barley, \$1.75 per sack; pearl barley, \$3.50. Cornmeal market, slightly advanced, though jobbers' price to retailers is still \$1.30 per 98-lb. sacks.

DRIED AND EVAPORATED FRUITS—The first Valencia raisins have been received. This arrival is fully one month in advance of any previous year. Fine off-stalk will sell at \$2 per box. Apricots were offered so freely and so cheaply in the first of the season that there was a rush to buy and a consequent stiffening of the price. The price has advanced 1c. this week, and they are now selling at 10c. Peaches are arriving, but so far in small quantities. This will be an exceptionally heavy market for these goods this year.

RICE—Japan rice is very scarce; in fact, there are not ten sacks in the city. The price would be 5¼c. if there was any on the market. China rice is still selling at 4½c.

CANNED GOODS—Tomatoes are still scarce; in fact, there is likely to be a stringency in this market until it is definitely known what the pack will be, though it is now thought that the price will not exceed the present figure, \$2.30 per case. Peas are selling at \$1.75. This is a slight drop, but in this line also the pack is short. Beans are about the same as last year, \$1.60 per case. Raspberries also appear to be a small pack and the price is still \$1.45.

SUGAR—Has advanced ¼c., and as the preserving season is now in full swing, the market is active.

GREEN FRUIT—The fruit from British Columbia did not arrive in satisfactory condition, whether due to indifferent packing or to the large amount of moisture in the fruit is not yet definitely known. Fruit from Ontario is very little better, and it seems as if we will have to depend on Uncle Sam for fruit. Winnipeg is a great market for fruit and also a critical one. Peaches and plums are coming in freely, and the price remains at \$1.25 to \$1.40 for 20-lb. crates. Pears are also the same as last week, \$2 to \$2.25 for 40-lb. crates, though a drop is expected in this fruit. Bananas are growing daily scarcer and are selling for \$1.75 to \$2.50 per bunch, according to size. Lemons are unchanged. Tomatoes—The market is for the moment bare; nominally the price is \$1.50 for 20-lb. crates. Watermelons are \$3 per doz. Oranges are nearly cleared

up; late Valencias, \$6 to \$6.50. Apples—All southern stock is in fine condition; prices, \$3.75 to \$4.25, according to condition and variety. There is a heavy demand for crab apples. The Washington and Oregon supplies found ready sale, but for a week none have been on the market. Another car, this time from Montana, is expected in about a week or ten days.

DOES GENEROSITY PAY?

IHAVE caught myself wondering during the last few weeks whether it pays to be charitable or not. It is a question of getting the respect or affection of your neighbors, as against a certain percentage of this world's goods.

To illustrate my meaning I will cite two cases. In a small town which I have visited at least once in two months for 15 years, there are two grocers, both of whom are middle-aged men, and have been in business there for a term of years commencing before I started to go there.

If you search the country over you won't find two men more absolutely different than those. They are the antipodes of each other in every respect—personal appearance, personal traits, business methods and also in financial standing. The fact that they are both grocers is about the only point of resemblance they have.

One of these grocers we'll call Smith and the other Jones. Smith is a deacon in a Baptist church, a member of several of the organizations in the town, and a good and valued citizen, yet he has few, if any, friends. He is an intensely close man, and has never been known to give anything in charity. Whenever he gives anything away—but as a matter of fact, he never does give anything away; if he allows anything to leave the store without a cash equivalent, there has got to be some equivalent for it, direct or indirect, in the case somewhere. Nobody goes to Smith for a contribution for a church festival. No poor woman in need of food goes to him for a loaf of bread or an egg or two. Smith has never been known

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

to do any such foolish things. Neither he nor his wife would think of calling at a house where a person lay sick, or of sending around or leaving any little delicacies. Why, if Smith were seen committing any such indiscretions the whole town would be aroused and his sanity would at once be questioned. He is a cold, narrow, uncharitable man. If a family has lost its only breadwinner by death, and they owe Smith a bill, the fact of their destitute circumstances won't weigh in the least with him. His bill goes in, and if it isn't paid pretty soon he'll call at the house and sternly enquire why. This is no romancing. I've known him to do it. Everything is straight, cold business with Smith. There must be no sentiment in your dealings with him. Like Shylock, he wants his pound of flesh, and neither death nor disaster can stop his efforts to get it.

Now, let us see what recompenses there are in Smith's case. I said he had probably been in business 17 or 18 years. I happen to know that when he started he had nothing. He even opened his store on borrowed capital. To-day Smith owns the store he trades in, the house he lives in and six or eight houses besides. In addition, he is accredited with owning about \$8,000 worth of Pennsylvania Railroad stock, which nets him a comfortable little dividend every few months. Smith is well fixed. He has made money by being stingy and uncharit-

able, but he has made it—and every cent of it out of his business.

Now, take Jones. As I said, Jones is Smith's perfect opposite. He is probably about the same age—say 55 years. He has been a grocer in that town for maybe 20 years, and is just about as well known as Smith. Yet he isn't worth a cent. He does a fair trade, probably 75 per cent. as large as that done by Smith, and it would seem as if he ought to have saved something out of it. But he hasn't. I know that he even has to hustle at times to get the money he owes his wholesale grocer.

Jones is a born philanthropist. He is what the flippant call "easy." I'll guarantee that any tramp on earth can go into that man's store, and even the flimsiest tale of hard luck will elicit crackers and cheese, and often something better. Poor people short of money go there and get their groceries, and very often Jones never thinks of sending them a bill. They bless him fervently, but families are not easily raised on naked blessings. Not a person in that town gets sick that Jones, if he hears of it, don't happen to drop in "as he was passing," to see how they are. More often than not he carries a box or two of especially choice strawberries, or a jar of jam, or something else to tempt the sick appetite.

Jones is a good fellow—to everybody but Jones. His clothes never fit him and

he always needs a new suit. So does his wife, as a rule. But that makes no difference. He is just as happy, and so is his wife. There are no people in that town more popular than the Joneses. Everybody likes them, and everybody depends on them, after a fashion. And yet Smith is worth probably \$30,000, while Jones owns barely enough to keep his head above water.

Now, there are the two cases. Here's Jones, with nothing to show after a lifetime of labor but an always uncertain living and hosts of friends, who are all right in their way, but who are neither bread nor butter.

Ask anybody in that place, man or woman, what they think of him, and every one of them will praise him. But he's worth nothing.

Take Smith, without a real warm friend—a man with neither charity nor generosity in his nature—a man whom needy women shun and church solicitors pass by. And yet he owns probably \$30,000—a fortune for a country town. Which, after all, is to be most envied?—The Stroller, in *Grocery World*.

HAVE A LOOK AT THEM.

There will be exhibited in the window of Ellis, the jeweller, King st. east, Toronto, on Monday next, four of the handsomest gold medals produced in this country. They are given by the Windsor Salt Works for the best exhibit at the Toronto and London Fairs of creamery and dairy butter.

Don't Pay Freight on Water

BUY CONCENTRATED VINEGAR

THREE PROFITS for grocers
who handle our goods:

First is the difference in freight.
Second, the ordinary margin.
Third, extra demand for Pure Grape Vinegar.

**Awarded Three
Gold Medals**

Cologne, Germany, 1889
Chicago, U.S. - 1893
Berlin, Germany - 1896

No Experiment

PUT UP IN DEMIJOHNS AND BOTTLES.

One Demijohn of 4 1/6 Imp. Gallons will make 100 Imp. Gallons XXX Standard; requires merely the addition of water to reduce to XXX or XX strength. Think for a moment the saving to you in freight between one Demijohn, 65 lbs., and 3 bbls., 1200 lbs. Only two Barrels required—One for light concentrated (light color grapes)—One for dark concentrated (dark grapes). No empty barrels to return and make claims for. Put up for shelf trade in 16-oz., 8-oz. and 4-oz. bottles. Each will make respectively 2 Gallons, 1 Gallon and 1/2 Gallon. Less work for the Grocer. More time to think over ordering our concentrated.

READ WHAT THE DOMINION ANALYST SAYS:

For sale by Wholesale Grocers.

Prices lower than the best of other Vinegars. Write for particulars to the only manufacturers of concentrated vinegar in Canada.

This is to certify that on analysis of the above-named GRAPE WINE VINEGAR, I found it a purely concentrated Wine Vinegar, made from the Grape fruit, free from mineral acids, metallic substance and alcohol. After dilution with pure water it should prove a most wholesome and palatable commodity, either for table or pickling purposes. A very important thing not to be lost sight of in using this article is, that by procuring the vinegar in the concentrated form in bottles, it ensures perfect cleanliness and a regular standard strength.

Analyst Medical Health Office, Toronto.

Signed,

A. R. PYNE, M.B., Dominion Analyst.

GRAPE WINE VINEGAR CO.,

25 Front Street West

TORONTO

**FOUND
AT
LAST**

THE ...
"PRAESERVO"
CASE

A
Perfect Cabinet
for

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

No shrinkage
No drying up
No loss in weight

Fruit kept
Moist and Fresh
always.



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

Write us for Descriptive Catalogue.

ARTHUR P. TIPPET & CO., MONTREAL

DEATH OF MR. GEO. PALMER.

MR. GEORGE PALMER, of the firm of Messrs. Huntley and Palmers, the famous biscuit makers, died on August 19th, at the age of seventy-nine. He was, says *The Daily Mail*, London, England, the son of the late Mr. William Palmer, a Somersetshire yeoman. It was his staunch adherence to Quaker principles, added to undoubted genius and remarkable business capacity, that made George Palmer the great merchant, manufacturer and inventor that he was. It was he who invented and perfected not only the first machine ever used in the making of biscuits, but most of the machinery now in use at Reading.

His cousin and partner, Thomas Huntley, regarded this machine as the most dangerous of innovations. "George will ruin us!" he exclaimed; and lived to see more money come to his till in twelve months than he had hoped to amass in a lifetime.

George, as the oldest and most gifted of the brothers, was chosen to represent the Palmer politics in Parliament. These were somewhat peculiar. The Quaker ideal forbade the striving for the usual goal of cor-

onet or Ulster badge, which is the ambition of most millionaire manufacturers.

No one more keenly understood the power of money than they did; nor did any one less realise that money cannot purchase taste or wisdom of a sort superior to that required for conducting a marvellous biscuit-baking business. Holding themselves aloof in this way from peers and people, from the artistic and literary as from the fashionable and frivolous worlds, they came to form a clique of their own, despising and despised, which is remarkable in having no parallel. George, like his brothers, gave liberally, if cautiously, of his abundance.

Their principle was to give only if asked. For the most part they gave to the folk of the town to which they had brought prosperity: as its public parks, hospital, municipal buildings, and so forth, stand to prove. But they gave something, however small—a half-crown was the unit of their charity—to whosoever asked. Hence Reading has been for decades the Mecca of vagabondage; there must be few tramps in England who have not made a periodical return to its red-brick suburbs. For this charity George Palmer, at least, has had some tangible reward in the erection during his lifetime of a statue to his honor in the

main street of the place, a distinction seldom accorded to a commoner. Nor has that other reward, the esteem and confidence and, indeed, the affection, of his fellow-townsmen been lacking. In Parliament he was always a silent member, and, despite his riches, but one of his eight children married into Debrett. His eldest son, Mr. George William Palmer, represented Reading as a Gladstonian from 1892-95.

They were admired and loved by their employes, as they were respected by the Berks and Oxon farmers from whom they bought their grain, and whom in bad seasons they were never unwilling to help with substantial advances for the purchase of seed corn and manure. Many a prosperous tradesman and man of business owes his present position to the assistance and advice which, once assured of his sobriety and integrity, they were only too willing to bestow on the man whose lack of capital was the only drawback to his success in life.

The postal service of the United States costs \$9,000,000 a year above receipts, while that of Great Britain yields a profit of over \$14,000,000, that of France nearly \$10,000,000, that of Germany \$6,000,000, that of Russia \$8,000,000, and those of even India and Japan \$1,500,000.



When Visiting **CANADA'S GREAT FAIR** during

the next two weeks

don't Forget to ask for a cup
of delicious **CEYLON** and **INDIA** Tea.

Every Tea Booth of any importance will demonstrate the superiority of Ceylon and Indian Teas over all other teas in the world.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

AN assignment has been demanded of W. T. Costigan & Co., tea commissioners, Montreal.

Alphonse Chouinard, grocer, Quebec, has assigned.

Carlyle Bros., fruiterers, Rossland, B.C., have assigned.

S. S. Dakin, general merchant, Trout Cove, N.S., has suspended.

Stit & Mills, general merchants, Slocan City, B.C., are reported assigned.

A meeting of the creditors of J. E. Casson, grocer, Toronto, was held on Sept. 2.

T. Montpetit, grocer, Montreal, is offering to compromise at 25c. on the dollar, cash.

A meeting of creditors of J. O. Clermont, grocer, Montreal, is called for the 31st inst.

Elizabeth Potts, general storekeeper, Little Current, Ont., has assigned to T. J. Patton.

Paradis & Jobin have been appointed curators of the estate of R. Huot, grocer, Quebec.

Joseph Lapierre, general merchant, St. Antoine, Que., has compromised at 40c. on the dollar.

The crockery stock of J. C. Primeau, St. Henri de Montreal, Que., is under seizure by landlord.

Tremblay Freres, general merchants, Les Eboulements, Que., are offering to compromise at 40c. on the dollar.

David A. Dunlap, Mattawa, has been appointed curator of the general business of Timmons Bros. & Co., Baie des Peres, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Armour & Cunningham, grocers, Brockville, Ont., are about dissolving.

Nicholls & Ferguson, general merchants, Gorrie, Ont., have dissolved. T. J. Nicholls continues.

Cross & Hicks, general merchants, Killarney, Man., have dissolved. Cross & Carson continue.

Forsyth & Tremaine, grocers, Hamilton, Ont., have dissolved partnership. W. H. Forsyth continues.

Geo. A. Jenkins and Jacob Boyd have formed a partnership in Yarmouth, N.S., to do a grocery business under the style of the Northern Grocery.

Ephrem Dumontel and Ernest Dumontel have formed a partnership in Montreal to do a grocery business under the style of Dumontel & Frere.

Herbert H. Beck and E. G. Hicks have formed a partnership in Winnipeg to trade under the style of The Manitoba Produce and Commission Co.

Thomas Hodgson and George Townsend

Buy **CLARK'S** Meats**BECAUSE**They are The Best in the Market.
Good Goods are an Advertisement.

They will win you trade.

Consumers want them.

You can sell them and make money.

have formed a partnership in Winnipeg and will trade under the style of The Winnipeg Fresh Meat and Packing Co.

Napoleon Adam dit Laramée and Arthur Nadeau have formed a partnership in Montreal to trade as dealers in hay and grain under the style of N. Laramée & Co.

SALES MADE AND PENDING.

F. J. Bayard, grocer, Montreal, has sold his real estate.

The T. stock of Montpetit, grocer, Montreal, is to be sold by tender.

The grocery business of W. B. Spencer, Halifax, N.S., is advertised for sale.

R. W. and J. H. Smith, millers, Jarvis, Ont., are advertising their mills for sale.

The general stock of G. H. Kerr, Lake Megantic, Que., was sold at 59½c. on the dollar.

The assets of Cloutier & Frere, general merchants, St. Jacques, Que., were sold at auction Sept. 1.

The general stock of the estate of C. W. Deverell, Ravenshoe, Ont., was sold by auction 1st prox.

The general stock of the estate of W. R. Hipwell, Camborne, Ont., is advertised to be sold by auction 8th prox.

The assets of Lefebvre, Michel & Co., manufacturers of vinegar, Montreal, were sold by auction on Sept. 2.

CHANGES.

Alexander McDonald, baker, Duart, Ont., has sold out to J. W. Kennedy.

J. A. Odell, commission merchant, Montreal, has discontinued business.

C. C. Emmert, grocer, Grand Forks, B.C., has sold out to A. B. Hall.

Jane Simpson, general merchant, Waldemar, Ont., has sold out to E. Groskurth.

Reid & Co., general merchants, Neepawa, Man., have sold out to Stevenson & Clair.

J. H. Tuer, baker and confectioner, Stratford, Ont., has sold out to Annie Pethick.

MacWillie Bros., grocers, Toronto, have been succeeded by the MacWillie Co., Limited.

McLaughlin Bros., general merchants, Gorrie, Ont., have been succeeded by Joseph Ferguson.

Joseph Lafortune is now registered proprietor of the crockery business of Joseph Lafortune & Cie., Montreal.

D. G. Ripley, Westport, Ont., is advertising his grist mill for rent.

G. McIntyre, general merchant, Wingham, Ont., advertises going out of business.

H. E. Reed, general merchant, Middleton, N.S., has sold out to Geo. Armstrong.

Charles T. Bailey is reported to be opening out a general store at Qu'Appelle, N.W.T.

Joseph W. Hetherington, general merchant, Lawrence Station, Ont., is removing to Teeterville.

Robins, Newkirk & Co., general merchants, Port Rowan, Ont., have been succeeded by Newkirk & Co.

Judson D. Shaw, flour merchant, Windsor, N.S., has registered consent for his wife, Sophia H., to do business in her own name.

FIRES.

Turcot J. Valiquette, grocer, Montreal, has been burnt out.

DEATHS.

Robert Rich, produce dealer, London, is dead.

James Fenney, grocer, Brantford, Ont., is dead.

R. J. Tyhurst, grain merchant, Blenheim, Ont., is dead.

Chas. Begin, of Begin & Lebreque, grocers, Levis, Que., is dead.

Edward Parris, of E. Parris & Co., general merchants, Slocan City, B.C., is dead.

Patrick O'Toole, of the firm of P. O'Toole & Sons, general merchants, Louisburg, N.S., is dead.

Firmin Hudon, of Hudon & Orsali, wholesale grocers and liquor merchants, Montreal, is dead.

THINGS THAT COUNT.

Promptness counts. Most clerks are boys, and most boys like to fool, and when a customer comes in there is sometimes delay—customers should never be called upon to wait unless there is very evident reason.

Accuracy counts. A system that insures prompt and accurate delivery makes friends of customers—and that counts a good deal—inaccurate charges count the other way.

Nothing counts more in retaining the good-will of customers and solving whatever difficulties may present themselves than uniform and unvarying good nature.—From But—

THE QUEEN CITY OIL CO. LTD.

SAMUEL ROGERS, President, TORONTO.

See that you get the genuine brands. Boston Coach Oil, Harness Oil, Sewing Machine, Bicycle, Lantern and Gun Oil, Hoof Ointment, Axle Grease, Paraffin Wax Candles, Electric Light and Granite Candles, Crock Candles, Christmas Candles, Plain and Decorated, Cordova Wax Candles. Enquire for prices.

Use **PEERLESS OIL** for Machinery.

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.

GRIMBLE'S English Malt
Six GOLD Medals VINEGAR

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

SALT

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

VERRET, STEWART & CO., Montreal - Quebec.



A HANDSOME

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

GLOBE AUTOMATIC SELLING CO.

13 Jarvis Street, - TORONTO, ONT.



"GILT EDGE"

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

"NOBBY" BROWN COMBINATION

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

"JEWEL" BROWN COMBINATION

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

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.

Crosse & Blackwell

NEW
18

SEASON'S
97



Candied and Drained Peels.

Now is the time for ordering for Fall shipment.

C. E. COLSON, - MONTREAL.

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

THE "DIAMOND" OIL BLACKING

TRADE OIL MARK



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

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

W. BERRY, - MANCHESTER.

Send for samples and quotations to

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

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Hygienic and Perfection and Cocoa Essence

Queen's Dessert Royal Navy and Perfection

Chocolate Pink White Lemon Color

Cocoas

Chocolates

Icings

A child can ice a cake in three minutes.

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

THE COWAN CO. LIMITED TORONTO

THE MOST NUTRITIOUS COCOA.

EPPS'S GRATEFUL-COMFORTING COCOA

In labelled Tins. 14 lb. Boxes.

Special Agent, C. E. COLSON, MONTREAL

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QUALITY THE BEST. PRICES RIGHT. TRY US.



HART BROS. & LAZIER

Belleville, Ont.

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Always the Same. The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St. MONTREAL

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



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

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

CHOCOLAT MENIER.			
	In Cases of	In 12	
	5 case	10x12 lb	lb bxs
Vanilla—per lb.	lot.	bxs.	
Yellow wrapper,	\$ 0 32	\$ 0 34	\$ 0 36
Unsweetened—			
Blede Premium	C 35	0 37	0 39
		Per case.	Less than case
Pastilles—			
Yellow wrapper, 108 bxs.			
to the case.....	\$20 00		0 20
Croquettes—			
Yellow wrapper, 9 bxs. of			
12 packages.....	\$20 00		0 20
	Fry's		
(A. P. Tippet & Co., Agents.)			
Chocolate—	per lb.		
Caracas, 1/4's, 6-lb. boxes.....	0 42		
Vanilla, 1/4's.....	0 42		
"Gold Medal" Sweet, 1/4's, 6 lb. bxs.	0 29		
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42		
Fry's "Diamond", 1/4's, 14 lb. bxs.	0 24		
Fry's "Monogram", 1/4's, 14 lb. bxs.	0 24		
Cocoa—	per doz.		
Concentrated, 1/4's, 1 doz. in box..	2 40		
" " " " " " " "	4 50		
" " " " " " " "	8 25		
Homeopathic, 1/4's, 14 lb. boxes ..			
" " " " " " " "			
" " " " " " " "			

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

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

To Our Grocery Friends.

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

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

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

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—	
Canada Laundry	boxes of 40 lbs. 0 04¼
Finest Quality White Laundry	3 lb. cartons, cases 36 lbs. 0 05
Bbls.	175 lbs. 0 04½
Kegs.	100 lbs. 0 04½

Lily White Gloss—	
Kegs, extralarge crystals.	100 lbs. 0 06
1 lb. fancy cartons, cases	36 lbs. 0 07
6 lb. draw-lid bx.	8 in crate, 48 lb. 0 07
6 lb. tin enamelled cannisters,	8 in crate 48 lbs. 0 07

Brantford Gloss—	
1 lb. fancy boxes, cases	36 lbs. 0 07½
Brantford Cold Water Rice Starch—	1 lb. fancy boxes, cases 28 lbs. 0 09

Canadian Electric Starch—	
40 packages in case.	..... 3 00
Culinary Starch—Challenge Prep. Corn—	1 lb. pkgs., boxes 40 lbs. 0 05
No. 1 Pure Prepared Corn—	1 lb. pkgs., boxes 40 lbs. 0 06

SUGAR. per lb.

Granulated—	
Redpath and St. Lawrence, single barrels.	..... 0 04 7-16
Redpath and St. Lawrence, 5-barrels.	..... 0 04 3-8
Acadia, single barrels.	..... 0 04 5-16
Paris Lump, bbls. and 100-lb. boxes	..... 0 05 1-2
in 50-lb. boxes.	..... 0 05 1-2
Extra Ground, bbls. Icing.	..... 0 05 1-2
Powdered, bbls.	..... 0 05 1-2
Very bright refined.	..... 0 03 3-4
Bright Yellow.	..... 0 00
Dark Yellow.	..... 0 03 1-2
Demerara.	..... 0 03 1-2
Raw, in bags.	..... 0 03 1-4

SYRUPS AND MOLASSES.

SYRUPS.	
Dark	per gallon. 0 23
Medium	..... 0 28
Bright	..... 0 32
Honey (corn)	..... 1 00
2 gal. pails.	..... 1 35
3 gal. pails.	..... 1 40

MOLASSES.	
Barrels.	..... 0 23
Half-barrels.	..... 0 25

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; Twin Cake, 11¼ oz. each, 100 in box.

Quotations for "Ivory Bar" and other brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)	
Cases, each 60 1-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	..... 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	..... 0 22	0 38
Half Chests, seconds	..... 0 17	0 19
Half Chests, thirds	..... 0 15	0 17
Half Chests, common	..... 0 13	0 14
Young Hyson—		
Half Chests, firsts	..... 0 28	0 32
Half Chests, seconds	..... 0 16	0 19
Half Boxes, firsts	..... 0 28	0 32
Half Boxes, seconds	..... 0 16	0 19

Half Chests— JAPAN.

Finest May pickings	..... 0 38	0 40
Choice	..... 0 32	0 36
Finest	..... 0 28	0 30
Fine	..... 0 25	0 27
Good medium	..... 0 22	0 24
Medium	..... 0 19	0 20
Good common	..... 0 16	0 18
Common	..... 0 13 1/2	0 15
Nagasaki, 1/2 chests Pekoe	..... 0 16	0 22
Oolong	..... 0 14	0 15
Gunpowder	..... 0 16	0 19
Siftings	..... 0 07 1/2	0 11

LIPTON'S TEAS.

No. 1 Ceylon, retailed at	..... 0 50	0 35
No. 2	..... 0 40	0 28
No. 3	..... 0 30	0 22

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

"SALADA" CEYLON.

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



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

"KOLONA"

Ceylon Tea, in 1-lb. and 1/2-lb. lead packets, black or mixed.	..... 0 22
Blue Label, retail at 30c.	..... 0 22
Green Label "4c."	..... 0 28
Red Label "50c."	..... 0 35

Orange Label, retail at 60c.	..... 0 42
Gold Label, "80c."	..... 0 58

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

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

WASHING POWDER.

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

WOODENWARE.

Pails, 2 hoop, clear, No. 1	..... per doz \$ 1 45
" 3	..... 1 60
" 2	..... 1 40
" 3	..... 1 55
" " painted	..... 1 40
Tubs, No. 0	..... 8 00
" 1	..... 6 50
" 2	..... 5 50
" 3	..... 4 50

THE E. B. EDDY CO.

Washboards, Planet	..... 1 60
" XX	..... 1 40
" X	..... 1 55
Special Globe	..... 1 50
Matches— 5-Case Lots, Single Cas	
Telegraph	..... \$3 50
Telephone	..... 3 50
1/2 gro. bxs	..... 3 70
Parlor	..... 1 40
Red Parlor	..... 1 45
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.

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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.

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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

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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.

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Jelly Tumblers and Jar Rubbers.

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DELIVERY WAGON FREE

And every Grocer's Clerk who wants a

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to send me his name and address on a Postal Card that I may tell him how to get it by merely speaking a good word for **KNOX'S GELATINE.**

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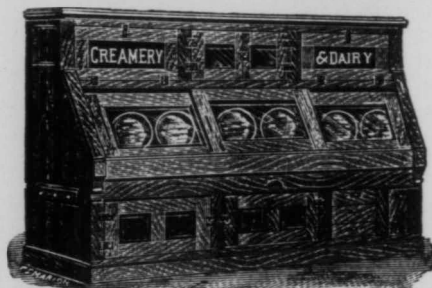
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