

# THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, JULY 16, 1897.

No. 29

Manufacturers by Special Warrant  
 To Her Majesty THE QUEEN



**COLMAN'S MUSTARD**

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

**ONLY GOLD MEDAL PARIS 1878**

**TWO GOLD MEDALS**  
 INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862      Only Silver Medal Paris 1875  
 Only Medal Dublin 1865      Grand Gold Medal Moscow 1872 & 82




TO THE COURT OF HOLLAND AND THE KING OF ITALY

BY APPOINTMENT TO HIS ROYAL HIGHNESS THE PRINCE OF WALESE

## A Steady Gain.

Progress is the watchword of to-day. Our constant aim to improve on the quality of our Pan Dried Rolled Oats meets with a steady gain in orders. It pays us to be progressive millers. It pays you because you are pleasing your customers better and better. And your profits increase as your confidence in us grows. We may do better yet for you on quality. If we can improve on what you know as "best" now, we shall do it. Rest assured of that.

**Pan Dried  
 Rolled Oats**

From Manufacturer  
 to Retailer Direct.

The Tillson Co. Limited  
 Tilsonburg, Ont.

VERY OLD  
HIGHLAND WHISKY.



*Cockburn & Co.*

ESTABLISHED 1796.

*Leith & London.*

Try—

**COCKBURN'S  
SCOTCH  
WHISKY**

Nothing Finer in the Market

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

**J. & R. McLEA, Montreal**

AGENTS FOR  
THE DOMINION



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

TANGLEFOOT

*ends her misery*



**Tanglefoot**

SEALED

**STICKY FLY PAPER**

*The only kind that fulfils all requirements and expectations*

Is sold by the following Wholesale Grocers in Canada:—

E Iward Adams & Co. - London, Ont.  
Balfour & Co. - Hamilton, Ont.  
H. N. Bate & Sons - Ottawa, Ont.  
Black & Co. - Truro, N.S.  
Carter, Galbraith & Co., Montreal, Que.  
Caverhill, Hughes & Co., Montreal, Que.  
L. Chaput, Fils & Cie., Montreal, Que.  
Dearborn & Co. - St. John, N.B.  
Eby, Blain Co., Limited,  
H. P. Eckardt & Co. - Toronto, Ont.  
Elliott, Marr & Co. - London, Ont.  
Geo. Foster & Sons - Brantford, Ont.  
Forbes Brothers - Montreal, Que.  
W. H. Gillard & Co. - Hamilton, Ont.  
Glimour & Co. - Brockville, Ont.  
Gorman, Eckert & Co. - London, Ont.

James Hodge - Fredericton, N.B.  
Howe, McIntyre Co., Montreal, Que.  
Hudson's Bay Co. - Winnipeg, Man.  
Hudon, Hebert & Cie., Montreal, Que.  
Hudon & Orsali - Montreal, Que.  
Laporte, Martin & Cie., Montreal, Que.  
Lucas, Steele & Bristol, Hamilton, Ont.  
A. Macdonald Co., Limited,  
Winnipeg, Man.  
J. McLauchlan & Sons, Owen Sound, Ont.  
M. Masuret & Co. - London, Ont.  
N. Quintal & Fils - Montreal, Que.  
George Robertson & Son, Kingston, Ont.  
A. Robitaille & Co. - Montreal, Que.  
W. H. Schwartz & Sons, Halifax, N.S.  
A. M. Smith & Co. - London, Ont.  
Nazaire Turcotte & Cie., Quebec, Que.  
Geo. Watt & Sons - Brantford, Ont.

**EVERY WHOLESALE DRUGGIST IN CANADA SELLS IT.**



**Seasonable Goods!**  
Trade tonics for the "dull season." **Business builders.** Here they are—

#### Stower's Lime Juice

The most economical for your customers because 25 per cent. stronger than any other. Absolutely pure Lime Juice—purified twice over! A money-maker and a "customer-keeper." A quick, seasonable seller for now!

#### Stower's Lime Juice Cordial

Absolutely no musty flavor so common in similar preparations. Not a drop of alcohol in it. Used by the Queen and both Houses of Parliament. The highest quality made anywhere by anybody. Good profits for you in handling it.

#### Fry's Cocoas and Chocolates

Pure Cocoa—Pure Chocolate. No purer made than "Fry's." Hence they go farthest in the household. You please your customers in this economical way and give them highest quality too. 100 medals awarded to the House of Fry. Think of that!

#### "Thistle" Brand of Finnan Haddies

The new pack is in. The brand that cured, packed, canned, and sealed "on honor." Its strong selling points—freshness, delicate flavor, cleanliness. Nothing but real Finnan Haddies inside the can. Despite fierce competition they have led all other brands in point of quality, for over fourteen years.

Sold by Wholesale Grocers Everywhere.

Agents:

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

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

# The St. Lawrence Sugar Refining Co.

LIMITED

## MONTREAL

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

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

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

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

FAC SIMILE OF CASK LABEL.



# PURNELL'S

**PURE  
PLAIN and SPICED**

# MALT VINEGARS

**FOR PICKLING and TABLE USE.**

## Brewery, Bristol, England.

Have you figured out what the reduction in tariff means in the cost of our vinegars?

**AGENTS**

St. John, N. B.—W. S. CLAWSON & CO.

Montreal—J. M. KIRK, Imperial Buildings, St. James St.

Toronto—J. WESTREN & CO., 73 Carlton St.

Hamilton—W. H. GILLARD & CO., Wholesale Grocers.

Winnipeg—A. STRANG & CO., Portage Avenue.

Vancouver, B.C.—C. E. JARVIS & CO., 101 Holland Block,

## A BALLAD OF THE RANKS.

(Adapted from A. Conan Doyle.)

Who carries the Gun ?  
 A lad from over the Tweed,  
 What's he got in his bag ?  
 Eddy's Matches of which we read.  
 Then let him go, for well we know  
 He comes of a soldier breed.  
 So drink together to rock and heather,  
 Out where the red deer run,  
 And stands aside for Scotland's pride,  
 The lad that carries the gun.

Chorus.—For the colonel rides before,  
 The major 's on the flank,  
 The captains and the adjutants  
 Are in the foremost rank.  
 But, when it's "Action front!"  
 And fighting's to be done,  
 'Baccy and pipe and Eddy's Matches  
 They for the moment shun,  
 Come one, come all, you stand or fall  
 By the man who holds the gun.



Who carries the gun ?  
 A lad from a Yorkshire dale,  
 He's provided with Eddy's Flamer Match  
 That won't go out in a gale.  
 Then let him go, for well we know  
 The heart that never will fail.  
 Here's to the fire of Lancashire,  
 And here's to her soldier son ;  
 For the hard-bit North has sent him forth,  
 The lad that carries the gun.

Who carries the gun ?  
 A lad from a Midland shire.  
 What kind of matches does he use ?  
 Eddy's when he wants sure fire.  
 Then let him go, for well we know  
 He comes of an English sire.  
 Here's a glass to a Midland lass,  
 And each can choose the one,  
 But east and west we claim the best  
 For the lad that carries the gun.

Who carries the gun ?  
 A lad from the hills of Wales.  
 He too uses Eddy's Matches  
 The kind that never fails.  
 Then let him go, for well we know  
 That Taffy is hard as nails.  
 There are several ll's in the place he dwells,  
 And of w's more than one,  
 With a "Lan" and "Pen," but it breeds good men,  
 And it's they who carry the gun.

Who carries the gun ?  
 A lad from the Windy West,  
 His kit includes a box of Eddy's  
 They're known to be the best.  
 We'll let him go, for well we know  
 That he is one of the best.  
 There's Bristol rough and Gloucester tough,  
 And Devon yields to none,  
 Or you may get in Somerset  
 A lad to carry the gun.





# New York Ginger Ale

A REFRESHING,  
HEALTHFUL,  
INVIGORATING

...SUMMER DRINK

which delights and comforts thousands of Canadians during the hot weather, and

Enables the wide-awake grocer to make a handsome profit. Over 6000 cases sold last season---1 doz. quart bottles in case. Delivered in 5 case lots at 80 to 85c. per doz.

A TRIAL 5 CASE LOT will insure for us your constant trade in this beverage.

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**W. H. Gillard & Co., Hamilton**

WHOLESALE AGENTS.

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Vol. XI

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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)

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(\$2.00 per Year) No. 29

## PRINCIPLES IN FINANCE—BARTER.

Henry Douglas Parmelee in Business.

THAT there has been a gradually increasing desire on the part of many to obtain a general idea of the science of economics has been recently in great evidence. It was pointed out, some months ago, that the campaign of 1896 had given rise to this desire on the part of all men who wished to be well informed upon subjects of vital importance to the nation. The currency literature of that campaign went far beyond monetary science, and encroached upon the subjects of labor, capital, immigration and many allied subjects.

Intelligent inquiries in regard to these subjects, and those related to them, have been constantly received by the newspapers and financial journals throughout the country. These alone furnish one of the best evidences of the growing popularity of economics.

There is much which is contained in the science of economics which is well known to practical business men, and which arises in their every-day transactions. They may not know the multitudinous relations which these subjects have, but for all practical purposes they are often contented and satisfied with their knowledge. The broad-minded business man is not content with a circumscribed knowledge of economics, and he will always be ready to learn anything which will help him in his daily business. The following advice, which was given not long ago by one of the retired merchants of New York City, is an encouraging evidence of the love of knowledge fostered by a business life and a realization of the value of all study.

A young man in his sophomore year in one of our large universities had occasion to visit the above-mentioned retired merchant and found him reading in his library. During a conversation, which was mainly in regard to the young man's studies at the

university, the gentleman asked: "Do you study economics?" and upon being told that that was a subject which did not come until the junior year, the gentleman said:

"When I first entered business, many years ago, as a clerk in one of the large shipping houses in New York City, my education was exceedingly limited. I was under continual embarrassment in regard to many things which are ordinarily known to-day by boys much younger than I was at that time. My mortification was occasionally aroused when I was faced with some practical question in regard to international commerce and problems relating to it.

"From that day to this I had an extreme desire to become acquainted with all literature upon the subject of economics. Naturally, during the years of my business life it was not possible for me to study what I wanted of that very important science, but now that I have retired from business, and have given myself up to a quiet life, like Cato, in my old age, I am taking up the studies of youth. You see, I have volumes of Ricardo and Mill on my desk, and I am keeping in touch with recent economic literature contained in the English and American journals.

"My advice to you is, by all means make a careful and searching study of economics, for nothing will be more valuable to you in your life work, or more satisfying in its results than an adequate knowledge of this great subject."

I have given the substance of the conversation, for the reason that I believe it is an indication of just what men who have been through the practical experiences of life advise to all who are preparing themselves for those experiences. It is true that there is a great deal which cannot be learned from textbooks or from study. Most of our knowledge must be gained by a worldly

experience. It cannot be bought or handed down to us. At the same time, it is possible to minimize the mistakes and embarrassments which are sure to come up in a business life, if we thoroughly master certain of the fundamental principles and theories of that life.

Occasionally men are found who, ignorant themselves, ridicule or decry a study of economics, saying that it is not a practical subject, but theoretical, and for that reason useless. This is rather wholesale condemnation of a science which is founded upon past experiences, and from which general conclusions are drawn, which serve to guide men in their transactions and at the same time offer a mental exercise for those who are enough interested to exert their minds in solving intricate problems.

I shall attempt to give, in a series of articles upon finance, a brief and concise presentation of certain subjects which are included under that department of economics. No originality will be claimed for the articles in question, as they will deal with subjects so fundamental in their character that there will be no necessity of theorizing or making original comments. The articles will cover the subjects of barter, money, capital, credit, interest, exchange and price.

Many of these subjects are so well known to the readers of Business that they may easily be passed over, but it is my hope that the presentation which will be given will serve not only to raise new interest in the subject, but to recall to those already familiar with it certain principles which they are always glad to review.

It is well known that the best method of study is that of repetition, and if these articles serve to fix more firmly in mind elementary subjects, the author will consider that he has accomplished his purpose.

The first subject to which I shall call attention is that of barter. Before money, or the medium of exchange, as it is called,

# CANNED SALMON

IN STOCK

SOCK EYE, Talls	-	Best Brands	} CLOSE PRICES
COHOES, Flats	-	Good Firm Fish	
WHITE, Flats and Squats	-	Great Values	

SEND ALONG YOUR ORDERS EARLY BEFORE THESE GO.

## THE DAVIDSON & HAY, LIMITED.

Wholesale Grocers

TORONTO.

was used, men's wants had to be satisfied by barter. This was a system of exchange, and its relation to the trade of the world to-day is analogous to the relation of the barter of childhood to the business of middle age.

The familiar sight of two boys bartering, or to use their own expression, "swapping," articles at school is well known. The analogy, however, serves its purpose here, for it was in the early stages of man's existence that barter was resorted to. The desire for variety created the demand for articles produced by others. It was not long before the inconveniences which arose in barter did away with its practice, or, more correctly, brought into existence a medium of exchange.

If A is a maker of hats, and B a maker of shoes, and A is desirous of a pair of shoes and goes to B, who desires a hat, for an exchange, he may find that the value of one hat is only equal to the value of half a pair of shoes; yet B does not care for two hats. Here the question arises immediately: How shall an equitable division be made? The exact equivalency between the two articles cannot be made, but if, by a mutual agreement, A and B decide that they will exchange their articles of manufacture for some one commodity which they both need and are using, such as wheat, for example, the difficulty disappears, and a vast amount of labor which would be incurred in the intricacies of barter is done away with. It was in this way that the medium of exchange became necessary, and such a medium has been termed "money."

The transactions, one of which has been described, have become fewer as civilization has advanced, yet all trade and commerce finds as its basis the relative values of commodities to each other, as determined by barter.

When barter was confined to individuals in a small community, it is likely that the article which was most generally used there was taken as the medium by which things

were gauged. This is a statement which has some historical interest. For example, among certain ancient tribes in biblical times, sheep were used as a medium of exchange. Our word pecuniary comes from the Latin word pecus, meaning flock. In the agricultural stage, where cereals were mainly produced, grain was used as a medium of exchange. A local measure of value was sufficient, but as the commerce of the world began to increase, and trade went beyond the confines of the small community and sought other tribes and other countries, a more complicated system was the result. It was then that a more generally accepted standard of value was agreed upon.

### MR. LIPTON IN AMERICA.

Thomas J. Lipton, the London multi-millionaire tea merchant, who gave anonymously \$125,000 to the Prince of Wales' Jubilee Fund for the poor of London, arrived here last night on Cunard liner Campania.

Mr. Lipton is very tall, with a florid face, and wears a moustache and goatee. If it were not for his distinctively English pronunciation he would be accepted as a Westerner. He is about 40 years old and ascribes his fortune to his own efforts.

Mr. Lipton was accompanied by his secretary. He will spend a few days in his New York office at No. 80 Front street and then will go to Chicago, where he has large interests.—New York Herald.

### FILBERT CROP.

A letter from Messina states that the new crop of filberts is backward, and that consequently higher prices for first half of October shipment are expected. The output in Messina districts is expected to be between 45,000 and 50,000 bags, and in the Catania districts 20,000 to 25,000 bags. There is said to remain in Sicily about 8,000 bags of 1896 crop, but it is not urged for sale, as the consuming demand is expected to absorb it.

### WINNIPEG CATERERS.

THE first meeting of the caterers of Winnipeg for this season was held in the Council chamber on 6th inst., the president, J. T. Spiers, in the chair. There was a large and representative gathering of the grocers, butchers, bakers and milling interests of the city. The usual good-natured banter and wordy warfare showed all present were "up and at it." The election of officers for the ensuing year resulted as follows:

B. J. Holman, president; H. G. Spurgeon, vice-president; E. Tugwell, secretary; K. J. Johnston, treasurer; J. W. Horne, marshal for the procession.

Committees—Finance and Transport—W. Hunter, chairman; H. Kobold, W. F. Ross, J. T. Spiers, R. R. Scott, J. A. McKerchar.

Location Committee—Composed of the Attractions and Sports Committees, and the president, vice-president and secretary.

Printing—John Horne, chairman; K. J. Johnston, E. Turnbull, A. R. Christie, D. McDonald.

Music—W. Blackadar, chairman; W. L. Capell, N. H. Hughes, H. A. Holman, R. J. Douglas, J. J. Thompson and J. W. Horne.

Attractions—A. E. Scott, chairman; C. L. Charest, J. Gallagher, D. W. McLean, R. Paul, F. Marples, R. Galna, J. Nix, R. H. Windrum, J. Cowles, R. Polson, T. Hurtle, W. H. Stone, F. Scott, J. Bowles, Harper Wilson, W. Hicks, F. Gallagher, T. Jobin, J. W. Horne, J. Mouat, C. Campbell, J. M. Scott, A. Morrison, W. G. Locke, J. B. Thompson, W. M. Rublee, D. B. McRae, J. Dickie, W. Warren, T. Hazlewood, R. H. Lyons, G. H. Brown, J. C. Kyle, N. F. Calder, A. McDonald, W. R. Johnston, W. H. Morgan, H. Clemens, J. W. Smith, and A. T. McMillan.

Mr. John Mouat, upon motion, was appointed to act as special reporter for THE CANADIAN GROCER.

It was decided to hold the picnic on Thursday, August 19. The secretary was instructed to correspond with the following towns with a view of ascertaining what inducements each could offer for the picnic going to such place: Portage la Prairie, Selkirk, Rat Portage, Carberry, Miami and Morden.

A hearty vote of thanks was accorded to the retiring chairman, Mr. J. T. Spiers, for his past services.



# Positive Assurance . . . . .

That our **new season's** Japans to retail at 25, 35 and 50 cents are the best values now before the trade. Style and liquor are perfect.

**LUCAS, STEELE & BRISTOL - - Hamilton**



# Coffees

At the request of our numerous friends who have handled our

**Mecca . . .**

**Damascus and  
Cairo Coffees**

We are now putting these well known brands in two-pound air-tight tins, packed 15 tins to a case. . . . .

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

**Freshness**

**is necessary---in Milk.**

**"REINDEER BRAND"**

**CONDENSED MILK**

is manufactured from rich new milk, fresh every day.

# SALMON SALMON SALMON

For present  
delivery at  
low prices.

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

Get our prices before buying and SAVE MONEY.

## THOS. KINNEAR & CO.

WHOLESALE GROCERS  
49 FRONT STREET EAST

## TORONTO

### AMONG THE RETAILERS.

ON August 1 Lockhart's Cosey, the tea and coffee house at 460 Spadina avenue, Toronto, will be removed to 468 Spadina avenue.

*Estimates.* A grocer on whom I called the other day took exception to my statement of last week to the effect that it was a wise thing for grocers to give estimates on supplies for picnic parties. To explain himself he went to a shelf and took down two bottles of Worcester sauce. "One of these," he said, "is generally sold at 9c., the other at 33c. They are the same size, and yet the man who sells the 9c. bottle will make about twice as much as the man who sells the 33c. bottle. Everything is the same," he added. "There is more than one grade in tapioca, in tea, in coffee, or in whatever the grocer handles. It is, on this account, impossible for a grocer who handles good merchandise to do justice to his trade by giving estimates. It isn't like the building of a house; in that case the whole facts of the case are laid before the intending builder. He orders the kind of wood he wants, and even decides whether he will have cut or wire nails used. But with the purchaser of groceries it is different. The customer is not acquainted with the different classes of groceries and generally cannot distinguish by sight the inferior from the better brands, and cannot order the kind she wants. Thus, you see, a merchant will give either high or low estimates, according as he keeps a high or low-grade stock, and if the low-priced tender gets the contracts, we, who keep good stocks, are placed at a great disadvantage, the contracts going to the trashiest bargain counters in the town or city concerned. Now, as these places of bargains should not be encouraged, I don't think that the system of estimates should be advocated."

The gentlemen's reasoning was certainly very clear, and, doubtless, the scheme has its disadvantages. If the estimates are asked for only to allow customers to let the

contracts to the lowest tenderer I certainly would not approve of their being given, for, as this gentleman says, the low-grade stores would receive the patronage—only temporarily, however, for the cheapness of their goods would be recognized. But I advocated the scheme more for the reason that it would assist the excursionist in picking out the required goods. I still think it could be employed advantageously by the retailer who has an established business with customers who are confident that they will never be duped by that grocer. I hear that the business in summer goods is much better than it ever has been, and the scheme merits consideration.

### *Knowledge of Goods.*

Do grocers take full advantage of the fact that they have the opportunity of recommending their goods? I don't mean to raise the doubt whether they talk enough about their goods and say how nice they are, but rather whether they enquire thoroughly enough into relative values of their goods and can conscientiously tell their customers what they know about their good and bad qualities. For instance, there are many kinds of cocoa, but there are only a few kinds of pure cocoa. Any cocoa that retails at less than 60c. a pound or thereabouts is not pure cocoa, but is starch and sugar colored to taste with cocoa. Now then, if grocers knew facts like these and would tell their customers of the trash that they give them when they sell them cheap stuff, I think they could sell a great deal more of the goods that are higher-priced and thus make more money. The customers, too, would appreciate the warning and thus two birds are killed with the one stone. Cocoa adulterated with starch and sugar is heating, too, while pure cocoa is refreshing and cooling, so that if the pure cocoa were sold once to customers who had hitherto used the adulterated variety, it would in all probability be used more freely. This is only one of the many instances where valuable information can be

obtained from the travelers, and once obtained it should be used as often as possible. The travelers are, as a rule, well informed as to the quality of the goods they handle. They know why an article is good and why bad, and will supply the retailer with much information if it is only asked for. Often the retailer is questioned upon such subjects, and it is a great convenience and satisfaction to him to be able to give the desired information.

### *Keeping Canned Goods.*

Grocers ought by this time to know all about the treatment of canned goods; but if the conclusions I have drawn from some observations made this week are correct they do not. It is a common thing for merchants to fill up their windows with canned goods. Unless the grocer is favored by a good location, or is very careful with his awning, the heat of the sun on warm summer days raises the contents of the cans to a high temperature. At night they cool, and thus the continual heating and cooling goes on from day to day. Now, this is not likely to add to the flavor or benefit the condition of the canned goods, and as it is dangerous to sell spoiled merchandise of this sort the bad results ought to be prevented. It is certainly a hard thing to dress a grocer's window so as to have no perishable goods in it, and consequently attention ought to be paid to the possession of a good awning and blind. Sometimes the sun shines on windows in the morning before a clerk arrives to put the awning down. In that case it is necessary to have blinds to keep out the morning rays. There are other sources of trouble in connection with canned goods that will bear mentioning. As these lines are staple, grocers are sometimes induced to lay in a large supply, perhaps to obtain a discount on quantity and perhaps to fill up empty shelves. When large stocks are kept up there are likely to be some goods on hand a long time, and the last that are sold are certainly not fresh, if perchance they are not unfit for use. If



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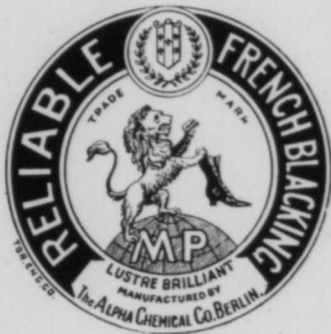
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**A Business Pointer**

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



For sale by all leading Wholesale Grocers.

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

**"Grand Mogul" Tea**

**BICYCLES FREE TO GROCERS**

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

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

Free upon the following terms:

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

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

**T. B. ESCOTT & CO. - LONDON.**

*Rich . . .  
Delicate*

Always ready for

**Cottage**

and

**Home**



**Cruise**

and

**Camp**

Sample Jar on application.

**A. F. MacLAREN & CO.**

TORONTO, CANADA.

**Our New Line . . .**

**"GOOD LUCK"  
BROOMS**

Freight paid on lots of 6 dozen.

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

the store has too much shelf room, tear some of it down, or make or enlarge the store-room at the rear and diminish the size of the store. A store-room in a grocery shop is a necessity. Then keep only part of each kind of goods on the shelf and lay the rest that you have on hand in a cool place in the store-room. At this stage comes another habit that I hear is a source of evil. The grocers do not use the goods on the shelf, but rather run to the store-room for the goods whenever a customer comes in, or else replace them after he goes out, wishing always to keep the shelf filled up. The shelf thus never is emptied, and there are at last some stale goods on hand, which, when sold, will disagree with somebody's powers of digestion. It is contended, of course, that the appearance of a store is spoiled by having some shelves almost empty, others half-filled and others filled completely. Quite true, but if grocers wish to preserve a uniform appearance they should, I think, have only a couple of rows of cans on the shelf, so that they can, without much difficulty and with a little care, keep the fresh stock replenished. An incident which I know to be true, and which bears on this subject, came under my notice a few days ago. A can of one of the best brands of salmon, retailed at 18c., was used at the table of a friend of mine—well, I won't tell the whole of it, but the head of the house told me next day that he would return the other can he had bought and that he would buy no more canned goods at that store. Too many precautions against the serious danger of selling spoiled canned goods cannot be taken.

RAMBLER.

#### PERSONAL MENTION.

Mr. J. L. Watt, of Watt & Scott, Toronto, is holidaying in Muskoka. He has his family with him.

Mr. A. B. Lambe, Toronto representative of Carter, Macey & Co., has just returned from a month's sojourn on the shores of Baie de Chaleurs, N.B. He is delighted with that part of the country and as he has gained several pounds during his absence he certainly ought to be.

#### THE LOBSTER SEASON EXTENDED.

The season for taking lobsters in the western part of the Maritime Provinces expired on the 1st of July. In the eastern part, including Eastern Nova Scotia, Cape Breton, Prince Edward Island and part of New Brunswick, the date for closing is July 15. Applications for the extension of the season were considered by Sir Louis Davies before his departure for England and refused. Since that time very urgent representations have been made to the Department to the

effect that storms have done great damage in the eastern waters, that the fishermen have had but a small chance to pursue their calling and that much distress would be caused to them by the enforcement of the regulation requiring the closing of the fishing on the 15th inst. Having ascertained by careful enquiry that these representations were well founded, Hon. W. S. Fielding, acting Minister of Marine and Fisheries, has extended the lobster season in the district referred to for a period of nine days, from the 15th till the 24th of July.

#### GEORGE J. TROOP.

MR. GEORGE J. TROOP, president of the Halifax Board of Trade, is one of the leading wholesale and retail hardware merchants of Halifax. He is wide-awake, progressive, and enjoys the confidence and esteem of the community in



MR. GEORGE J. TROOP,  
President of the Halifax Board of Trade.

which he resides. He is also one of the best known business men in the Maritime Provinces, and has always been a faithful and warm supporter of any measure tending to advance the trade interests of the Dominion. There is nothing narrow or provincial in his ideas. While he naturally desires to see his native city and province prosper, he has always looked upon trade questions in their broadest sense, having the well being of the whole of Canada at heart. He was one of the strongest advocates of the fast line of Atlantic steamers, and naturally feels proud to-day to see his ideas taking practical shape. Mr. Troop has served as president of the Board of Trade on former occasions. He has been a delegate to Ottawa on almost every important trade mission, and at the present time is deeply interested in the proposed cable extension to the West India Islands. He is a member of the firm of Black Bros. & Co.

#### NEW BRUNSWICK FOR TOURISTS.

THE varied attractions of the picturesque province of New Brunswick have long rendered it celebrated among summer tourists who have always found that refreshment of mind and body so grateful to the toilers in towns or cities. Not a little of the celebrity of the province is due to its beautiful capital, St. John, a city which, with its central position, its unrivalled climate, its healthy breezes, and its proud position of gateway to a sportsman's paradise, renders it the hub of the Maritime Provinces.

By a glance at the map it will be seen that St. John is easy of access, and is in fact the distributing point of the Maritime Provinces. Here will be found the terminus of the C.P.R., and out of the same station which forms this terminus run the trains of the Intercolonial Railway, a line, which skirting as it does three-fourths of the coast line of New Brunswick, touches at innumerable points of interest to the tourist and sportsman. In the steamship service it is also an important point.

The chief attraction for the pleasure-seeker is the River St. John, which the inhabitants of the province claim has no equal in the world as a place for yachtsmen and scenery-admirers.

Along the river are many farm houses where the "summer boarder" is made welcome, and where a comfortable home may be found at a reasonable price. Here the simple and wholesome fare, the walks, the boating, the bathing, the flowers and all the requisites of a good summer resort are to be had without the least trouble.

If the traveler prefers a hotel and city life by the seaside there is abundant accommodation; it is sufficient here to mention the Royal, the Dufferin and the Clifton as the leading hotels of the city.

The city is not only healthy in its supply of pure water and breezes, but it also affords opportunities of every kind of pleasure to the tourists. The opera house is open all summer. The public park, covering about 128 acres, is the pride of the city. The drives and views to be obtained are varied and beautiful. Should an out-of-town resort be desired a quiet, cosy nook will be found at Duck Cove, about three miles from the city and reached by the street cars.

The climate of St. John at this season of the year is a most delightful one and offers every inducement to seekers of health and pleasure. On the warmest days the heat is tempered by refreshing breezes from the bay, while sultry and sleep-banishing nights are unknown. Neither mosquitos, black flies, or insects are to be found.

In fact, "the stranger in St. John finds a busy, prosperous and beautiful place—a city to be proud of and a people who are proud of it."



**WILSON'S  
Fly Pads**

Are always cut round, six inches in diameter, and printed like above.

**Archdale Wilson & Co.'s Summer Specialties**

**...BULL'S EXTRACT...**

Makes the finest quality of Ginger Beer at a remarkably low price. We get many unsolicited orders for **BULL'S EXTRACT** from all parts of Canada and some from the United States.

**TRY IT YOURSELF** and you will then recommend it to your customers.

**Wilson's is the Best Root Beer  
ARCHDALE WILSON & CO.**

Wholesale Druggists

**HAMILTON**

**TORONTO BOARD OF TRADE.**

**A** SPECIAL meeting of the Toronto Board of Trade was held on the afternoon of July 12. In compliance with the constitution, President Gurney in opening the meeting read a report referring to various matters which had been before the Council since the preceding general meeting.

In this report Mr. Gurney dealt with the actions the Council had taken to have the Canadian Commissioner to Mexico appointed. It has always been the policy of the Council to extend Canadian markets, and so when the possibility of the opening up of trade on the Pacific Coast with Mexico and Central America was impressed on the members by Capt. Yates, a delegate from the British Columbia Board of Trade, it was decided to send Capt. Yates on to Ottawa

to advise the Government in the matter. The Government acted on the suggestion, and Mr. E. E. Sheppard is now in Mexico investigating the question.

Mr. Gurney pointed out how, in changing the screen used in determining the value to be attached to coal screenings, the Government had placed an onerous tax on ordinary coal, and how a readjustment of the rules was secured at the suggestion of the representative of the Council who was sent to Ottawa.

In regard to the finances of the board, Mr. Gurney pointed out that Council had arranged with the New York Life Insurance Co. for a still further reduction in the rate of interest—the whole reduction meaning a saving of about \$6,000 a year. In consideration of this, the second and third debenture holders have consented to a suspension of interest during a period of ten years.

This, it is calculated, will enable the board to pay off its floating indebtedness in three years, notwithstanding the reduction of fees which it is proposed to make.

After Mr. Gurney had read his report, a notice of motion was made by Mr. A. E. Kemp, to the effect that resident members' fees should be \$12 and outside members' fees \$10 per annum. Originally the fees were \$10 a year, but they had been raised to \$15 and finally \$17. It was considered by those present on Monday that the present membership could not be sustained at the fee of \$17, but that, if the proposed reduction were made, additional members could be added to put the finances on a sound basis.

Although the members were unanimous as to the advisability of the reduction, it was impossible to vote on it, as the constitution states that there must be two meetings before they could pass on the matter.

**2 Good Things**

**They are good sellers**

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

**Every grocer should have them**

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

**PURE GOLD MFG. CO.  
TORONTO**



**Have we  
your order ?**

# SPECIALS IN . . . . SALMON

EAGLE BRAND	-	\$1.00 doz.
RED SALMON	-	\$1.15 doz.

We have Tomatoes for sale in large or small quantities.

## H. P. ECKARDT & CO.

Wholesale Grocers

TORONTO

## GILLARD'S NEW PICKLE

**BEST  
IN  
THE  
WORLD**

**10  
GOLD  
MEDALS  
AWARDED**

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

Sold by all Wholesale Grocers in Canada.

### Gillard's New Sauce

Prepared only from the finest selected ingredients.

PIQUANT      APPETISING

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

## GILLARD & CO.

LONDON, ENG.

...Makers



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

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#### ADVANTAGE OF AN EXPORT TRADE

**T**HE most valuable trade for any nation to cultivate is its home trade. Just as it is the tendency of water to run down hill, so it is the tendency of trade to follow along the line of least resistance.

In the home trade there are no adverse Customs tariffs to obstruct the way and distances are as a rule less, although it is true railway discriminations often minimize the latter advantage.

But while the home market is doubtless the best market, it is by no means the only one which a nation should cultivate in order to the establishment of its commercial permanency. There is the export trade to be looked after.

Commerce is the foundation of national greatness. A nation may conquer its enemies and acquire their territory. But unless the arts of commerce as well as the arts of war are cultivated that nation must before a great while decay.

The merchant who has a dozen customers for a certain article is naturally, all things else being equal, in a better position than he who has only one. If the buying capacity of the latter's customer decreases or ceases altogether it is obvious that his difficulties are greater than would be those of the former if the buying power of one of his customers decreased or ceased altogether.

The same law applies to nations as to individuals: The more numerous and diversified a nation's customers the less likely will it feel the burden of hard times which roll over the commercial world in cycles.

Great Britain stands out as an unmistak-

able proof of that. Britain's commercial field is the world. Every nation on the globe, uncivilized and civilized, buys more or less goods from her. She thus has always customers in some part or other of the world where trade is at least in a normally healthy condition.

Take, for instance, the past couple of years. Everyone knows that while on this side of the Atlantic there has been the minimum of inactivity, in Great Britain there has been the maximum of activity.

No country can live, move and have its being within itself. It must have intercourse with other nations. It must buy from and sell to other nations.

The United States, by hostile legislation, has declared it does not believe in this doctrine. But while with one movement it has closed its front door to all nations and kindreds, with the next it has stated its willingness, under reciprocal conditions, to open its back door to at least the majority of these nations and kindreds. As one of the leading trade journals in the United States put it a short time ago: "Reciprocal trade with foreign nations has become a necessity to American prosperity. We must export to prosper."

The chief business of a country is to cultivate business. And that means in the foreign as well as in the home market.

Canada, while solicitous for the home trade, and rightly so, has not been as solicitous for that with foreign countries as she might or should have been. And while this has been chiefly due to the paucity of practical business men in Parliament and in the Federal Cabinets of the country, yet the business men themselves are not without blame.

For many years Canadians thought that the Promised Land for their exports was the United States. And when the McKinley tariff was levied against us in 1890 a good many imagined that back into the wilderness we would have to wander with some of our chief products.

But the blow that practically drove many of our products out of the United States directed our footsteps towards the British market.

It is curious to note that the greatest development in our aggregate export trade

began with Uncle Sam's rebuff. Compared with 1890 it is 25 per cent. larger, and that increase is more than due to the growth of our trade with Great Britain.

But although our export trade has developed so satisfactorily during the past few years, to say that it has assumed satisfactory proportions would be far from the truth. Taking into consideration the natural resources and possibilities of the country, they are by no means what they might or should be.

Our exports per head of population are less than twenty-four dollars, which is a great deal below the average of any of the other self-governing British colonies.

It is obvious, therefore, that, while doing our best to cultivate the home market, we should inaugurate a more vigorous export policy than we have at present. The Government can do a great deal in the premises, but business men themselves must also be active.

Just as there are a variety of peculiarities among customers in the home market, so is there among the importing foreign countries. What these peculiarities are it is the duty of exporters in Canada to study. Until they have learned what these are they will necessarily be handicapped in their efforts to expand their trade with foreign countries.

It is not necessary for a business man to shut his eyes in order to be asleep.

#### EXPORT DEMAND FOR EGGS.

During the past week Montreal commission men have received considerable enquiries from abroad for pickled eggs for fall shipment, and a number of large contracts have been made.

Dealers complain, however, that they have been obliged to accept lower prices than last year, as the English buyers lost money on last season purchases.

The basis of these contracts is 6s. 3d. to 6s. 4d. for October and November shipment.

The exports, it will be remembered, showed a substantial increase last year, but this year they are still greater.

From the first of May to the 10th July the exports of eggs from Montreal were 3,789 cases, against 3,343 for the same period last year.

**CHEAP COCOAS.**

ON THE CANADIAN GROCER'S enquiring of a prominent cocoa man of Toronto as to his summer business, he remarked: "We have reason to regard this season's sales as satisfactory, for our output of cheap cocoas is 25 per cent. less than last year."

Thinking that his statements were rather contradictory, THE GROCER requested an explanation.

"Well," he responded, "when our firm first started business we manufactured nothing but the purest and best of cocoas. As we were among the first in business our trade grew satisfactorily. By-and-bye, however, so many cocoa men opened manufactories that our competitors devised schemes to increase their trade, and thus cheap cocoas were introduced on the market. At first we did not follow in the track of these competitors, in spite of the fact that we knew we could make up these cheap brands to sell at a lower price than those who had introduced them, both because we thought that the schemes would wear themselves out and because we did not wish to ruin our reputation for selling only the purest of cocoas. But instead of the expected decrease in consumption, the cheap brands became more popular, until we were at last forced to manufacture them, and to-day ten tons of this trash to one of the pure cocoa go out of our doors."

"Well, have you found that it has injured your reputation?"

"No, I can't say that we have," he answered, "but we attribute the lack of injury to the course we have pursued. We have never advertised the good qualities of our cheap cocoas, but have rather denounced them, not because we do not make money on them, for we make a large per cent. of profit, but because we hate to see a barrel of this inferior stuff go out of our manufactory. We have always advised our travelers to tell our customers that the cheap grades are not cocoa but starch and sugar, colored with a very little of the pure material."

"Well, are these brands injurious to the drinker?" was the next question.

"No, any starch we put in is the finest starch we can buy, and we also use the best quality of sugar purchasable."

"But what surprises me," he continued, "is the foolishness of the public. How can they imagine that pure cocoa can be roasted, ground, treated and packed for 9 to 15c. a pound? A little common sense ought to tell them that the price of cocoa cannot range from 15 to 75c. per pound. The situation is really disgusting to us," he said in a disdainful tone.

"Well, you are reaping the fruits of your labors now, are you not, if the trade in cheap cocoas is diminishing?" said THE GROCER.

"Yes," he said. "Frequent testimonials arrive, too, thanking us for being so frank in our advertisements, and informing us of persons' conversion. If this trade in cheap brands goes entirely out of existence it will greatly benefit the cocoa business."

**OFFERS OF NEW CALIFORNIA RAISINS.**

FIRST offers of new crop California raisins were made to the jobbing trade in Montreal last week. The prices in question were for October delivery, and were from ½ to ¾c. above the figures at the corresponding period last year.

The offers this year, duty paid, are equivalent to 5¼c. on 2-crown; 6¼c. on 3-crown, and 7¼c. on 4 crown loose muscatel raisins.

Last year the September shipments were filled at 4½, 5½ and 6½c., respectively. The first shipments were the cheapest purchases as there was a rising market from the opening, the aggregate advance being almost 2c. per pound.

The offers above mentioned have not attracted any demand as yet, as jobbers are disposed to await later and more definite intelligence.

Speaking of the prospects The California Fruit Grower says: "There has been a change in the general condition of the growing crop. The sudden change of the weather from hot to cold, and the damage from vine hoppers have caused the grapes to drop heavily in some sections. Clusters and layers will not be abundant, while loose and seedless will be in heavy supply. The crop as a whole does not promise to be as heavy as a few weeks back, but there will be enough for all demands."

**CANNED SALMON.**

THE canned salmon situation has not improved during the past week. On the contrary the general feeling appears to be weaker.

Representatives in Toronto of well-known brands are this week accepting \$3.35 f.o.b. on the Coast where they last week were standing out for \$3.65.

Why the market should be weaker is somewhat difficult to understand. Advices from the Coast state that the run of fish so far on the Fraser is light. This being early in the season, there is, of course, yet plenty of time for the run to assume larger proportions, but what should be, naturally, a bullish factor is the fact that the Indians, Chinese and others engaged in catching fish are on strike, demanding, we understand, 15 cents per fish.

We notice from an interview of The New York Journal of Commerce with a Seattle man that the outlook on the Fraser is uncertain. Referring to the strike, he stated that if it was not quickly settled it would have the effect of materially curtailing the pack, as the run lasts only 30 days. "On the American side," he said, "the total quantity packed does not exceed one-third of the requirements of the British trade, which amounts annually to about 600,000 cases of sockeyes."

In spite of the low offers which are being made, the Toronto representative of a large syndicate on the Coast received a telegram a few days ago to discontinue selling at previous figures all Fraser River fish and to only submit offers.

During the past week in Toronto there have been a few transactions in futures recorded, but the business has not been as brisk as a week ago on account of the unsettled feeling which obtains.

**THE LEMON MARKET.**

This year the lemon trade has had much to affect it, and, as a consequence, not only any probable change in prices, but also the condition of the lemons, has had to be watched very closely by the fruit dealers.

The continued cold spell at the commencement of the season compelled the importers to sell the fruit at a figure much below the price at which they purchased it. This year, too, it was a peculiar character-

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Boxes sold at \$7, and of lemons

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istic of the imported lemons that they were thin skinned, and although it improved their quality for immediate use, it made them very wasty; in some cases a repacking was necessary. Owing to this condition it was impossible for the dealers to speculate by holding their lemons and waiting for warm weather, and, as a result, the fruit was sold for whatever it would bring.

Now, however, that the warm weather has come on, the demand cannot be supplied. Dealers say that they never had such a number of orders come rushing in upon them. As a consequence the price rose at the rate of 50c. a day, and now, those that were fortunate enough to have some boxes on hand are making up the losses sustained at the beginning of the season.

Boxes that in May and the most of June sold at from \$1.50 to \$2 are now worth \$6 to \$7, and those who know predict that a box of lemons will soon bring \$10.

#### A UNIQUE DEPARTURE.

FOR unique or striking departures departmental stores on the American continent do not enjoy a monopoly. Their confreres in Great Britain are seemingly well up to them.

For instance, one of the largest of the department stores in London has an insurance department.

There is life insurance, children's insurance, partnership insurance, contingent policies, payable in case one life die before another, and many other kinds of insurance. But the most unique plan of the many systems of insurance which this particular departmental store has in force is that known as No 10, which is to "issue assurances to cover the risk of issue being born and so defeating the inheritance of property." For example, A has property which, when he dies, will go to B, provided he (A) has no issue. The object of plan No. 10 is to provide against such an eventuality.

If this is not a unique departure for even a departmental store THE CANADIAN GROCER would like to know what it is.

One of the chief peculiarities of the department store is that it is ever devising new schemes to promote business, and herein does it impart a lesson to merchants of all classes and conditions.

In these days of keen competition it is

essential, in order to succeed, that merchants should be ever devising new ways and means of catching trade. Business does not come in these days. It must be sought. And the merchant who does not industriously seek it will not find it.

#### THE TORONTO COFFEE AND SPICE CO.

THE report of the gentlemen appointed to investigate the estate of the Toronto Coffee and Spice Co., Limited, reveals a somewhat extraordinary state of affairs. It shows that since the formation of the company some three years ago it has been working with next to no capital.

Mr. Suydam, the reputed moneyed man of the company, not only put no money into the concern, but during the three years of his connection with the firm he had overdrawn his account to the extent of fifteen hundred dollars. When he entered the company it is reputed he did loan it eleven hundred dollars, but that sum was withdrawn a few months afterwards.

As far as can be learned, practically the only money which had been put into the business was that put in by a recent new acquisition to the company.

How the company could have existed so long without seeking the assistance of their creditors is a wonder even in these days of "kite flying" and kindred schemes.

As the company has secured the necessary assistance to pay the 35c. on the dollar in cash, which the creditors demanded, it is likely to get a settlement.

#### NEW PACK VEGETABLES.

Early last spring packers of canned vegetables were quoting the jobbing trade on new pack for the season of 1896, and before this quite a few contracts had been closed.

This week a Montreal wholesaler remarked to THE CANADIAN GROCER that he had not received a single quotation this season on vegetables. He attributed it to the fact that the vegetable packers had been hit pretty hard last season, and especially on their earlier contracts. For this reason they were not in such a hurry to book orders ahead as they were last, preferring to wait until the position of raw supplies can be gauged with more accuracy.

#### THE CHINA TEA MARKET.

SO much interest has of late been evinced in the Japan tea market that other growths have been almost forgotten. And this, in spite of the fact that the conditions obtaining elsewhere are surrounded with much that is interesting.

We have China teas particularly in mind at the moment.

The crop of Congou tea, we are told, will be from 30 to 40 per cent. less than last year, while Pingsuey teas show a decrease of about 33 per cent., the crop being estimated at 100,000 half-chests against 150,000 last year.

Northern China black teas, up to the close of May, the Russians were buying freely of, and prices were steadily held. During June they have done but little, and London buyers were able to operate at comparatively safe prices. According to advices from the primary market fine teas of all descriptions have been in strong demand there, while the head chops, which proved exceptionally good quality, sold readily at 13 taels advance over last season. In Hankow good grades have been in active demand, but mediums were rather slow of sale. The yield of the first crop promises to be 125,000 half-chests less than last year.

As far as Northern China teas are concerned little interest is elicited in them in Canada. These teas Russia has practically an option upon, for all other nations have to depend, in getting them, upon the courtesy of that country.

#### TORONTO GROCERS' PICNIC.

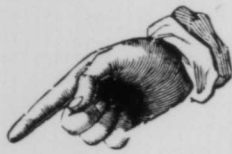
On Wednesday next, the 21st inst., the members of the Toronto Grocers' Association and their friends will hold their annual excursion. They go to Cobourg by the steamer Garden City.

It is to be hoped that every grocer in Toronto will close up his store on that day and will allow himself and his clerks to join the excursionists.

A fruitful cause of many of the evils which exist in the grocers' trade is due to a lack of good fellowship among the members thereof. It is obvious, therefore, that had a better acquaintanceship with each other existed many of these evils would be minimized or removed altogether.

To secure this acquaintanceship one with the other there is no better remedy than social intercourse, and there is no better way in which this social intercourse can be brought about than on such an occasion as that which is afforded for Wednesday next.

Grocers, take your wife or best girl, and of course your clerks, and hie yourself away to the retail grocers' picnic to Cobourg on Wednesday next.



## See This?



GROCERS everywhere find they must have it.

In consequence we are working day and night to keep all supplied. Our capacity, however, is not exhausted, so all orders can be promptly filled.

Housekeepers all over the country are saying, "the Best I ever used."

**Robt. Greig & Co. Manufacturers, Montreal**

**For Warm Weather...**

**LORIMER'S RENNET POWDER**

**... HAS NO EQUAL**

It is absolutely unchangeable: it will keep in any climate and under any conditions. Being pure it is free from smell and always active and reliable.

Packed in bottles containing sufficient for ten gallons of milk.

**ROBT. GREIG & CO., Sole Agents, MONTREAL**

**Maconochie Bros.  
London**

Jams,  
Marmalade,  
Peels, Pickles,  
Preserved Fish,  
Fish Pastes, Etc.

**Robt. Greig & Co. IMPORT AGENTS For Ontario and Quebec, Montreal**

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

TORONTO, July 15, 1897.  
GROCERIES.

WHILE business during the past week shows a slight falling off, there is still a good trade doing for this time of the year. Business for the first week of July seems to have been unusually brisk, the wholesalers being taxed to fill orders. In canned vegetables the market is still strong, being particularly so in tomatoes, which some houses are quoting higher than a week ago. About the only futures that seem to be offering in canned goods are strawberries. The canned salmon market is in rather a more unsettled condition than a week ago, as far as futures are concerned. For spot goods the demand is active. Currants are still tending upwards. Local wholesalers have further advanced their prices. There has been a good deal of buying of both old and new currants for future shipment. The demand for sugars has fallen off during the week, although fair quantities are still going out. In spices the features are an opening up of the demand for pickling spices and a stronger feeling in Jamaica ginger. Teas are attracting very little attention, either on the part of wholesalers or retailers. An active demand is being experienced for rice.

### CANNED GOODS.

There has been a little more business done during the week in canned salmon for future delivery, and that at lower prices

than a week ago, \$3.35 on the Coast seemingly now being the ruling price at which sales have been made, in spite of the fact that the representative of one large concern on the Coast has received telegraphic instructions to hold for higher prices. The demand for salmon on spot is active, the season now being on when this article is most wanted. Canned corn is getting into a smaller compass, and 55c. appears to be the lowest price at which any can be got from the packers. Tomatoes are in fair demand and firm. New packed are expected to be on the market in about two weeks. New season's canned strawberries are being offered for future shipment. The price asked is about the same as last year, namely, \$1.50 to \$1.60. We quote as follows: Tomatoes, 80 to 85c.; corn, 55 to 75c.; peas, 75c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.25 to \$1.40; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.50; ditto, new season's, to arrive, \$1.25 in 5-case lots and \$1.30 in less quantities; cohoes, \$1.10 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.40 to \$2.50 for tall tins; 1-lb. flats, \$2.70; 1/2-lb. flats, \$1.60 to \$1.70; Canadian canned beef, 1's, \$1.20 to \$1.30;

2's, \$2.25 to \$2.40; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

### COFFEES.

There is really nothing new to report, trade still being quiet and prices about the same as last week. Jobbers quote green in bags as follows: Rio, 9 1/2 to 13c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22 1/2c.; Java, 30 to 33c.; Mocha, 27 1/2 to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

### SYRUPS.

The syrup market is still quiet and featureless. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3 1/4c. per lb.

### MOLASSES.

Molasses is still neglected and quotations are unchanged. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

### SUGARS.

The market has not materially changed since a week ago, prices being the same. The demand, while not as brisk as it was last week, is still of fair proportions, and a good many carload lots are changing hands. The New York market advanced 3/8c. on raws early in the week and the London market is steady. We quote for Toronto as follows: Granulated—St. Lawrence

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It invigorates MIND and BODY  
whereas Tea and Coffee  
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But to get a good cup of Chocolate, you want to use the best of all

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

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The world-renowned French Vanilla Chocolate.

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 VICTORIA: La Patourel & Co.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

and Redpath's, 4 7-16c. for single barrel lots and 4 3/8c. for 5-barrel lots; Acadia, 4 3/8c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3 1/2 to 4 1/8c. per lb.; German granulated, in 100-lb. sacks, 4 7/8 to 4 1/4c. per lb.; Demerara crystals, 3 3/8c.

SPICES.

The demand is beginning to open out for pickling spices at from about 13 to 16c. per lb. Jamaica ginger is scarce and higher in the primary market, but there has been no change made locally as yet. We quote as follows: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb. cans; ditto, whole, 10c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 17c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 13 to 16c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

NUTS.

There is still no feature to note and business is quiet. We quote as follows: Brazil nuts, 11 to 12 1/2c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9 1/2 to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts,

\$4.50 to \$5 per sack; Grenoble walnuts, 12 1/2c.; Marbot walnuts, 9 1/2 to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10 1/2 to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12 1/2c.

RISE, TAPIOCA, ETC.

The demand for rice is brisk. Tapioca and sago are in fair demand. We quote: Standard "B," broken lots, 3 3/8c.; 1 to 5 sacks, 3 3/4c., and 5 sacks and over, 3 3/8c. per lb.; Japan, 5c.; Patna, 4 3/4 to 5 3/4c.; tapioca, 3 1/4 to 4 1/4c.; sago, 3 1/2c.

TEAS.

A few lines of China blacks have changed hands during the week. In new season's Japans there has been little doing at from 15 1/2 to 16c. per lb., but the market lacks snap: Not much improvement is anticipated for some weeks. Advices state that Congou teas will be about 30 to 40 per cent. less than last year. Pingsuey teas are expected to yield about 50,000 half chests less than last year. Up to the time of last mail advices settlements of Japan tea were only 5,000 piculs more than last year at the same time, in spite of the extraordinary demand that has been experienced from the United States. 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 Congou,

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.

Currants are gradually getting into smaller compass on the spot. As far as can be learned only one house has anything like a decent stock, and it is supplying other firms on the street. A good many orders have been placed by the wholesale houses at open figures for future shipment for new season's fruit. Several orders have also been placed during the last week or two for old season's fruit which is still to be had in the primary markets. Advices from shippers in the primary market do not pin much faith in the reports that the growing crop is being badly damaged by milldew, etc. We quote: Provincials, 5 3/8 to 5 1/2c. in bbls.; ditto, half-bbls., 5 3/8 to 5 1/2c.; fine Filiatras, in bbls., 5 1/2 to 5 3/8c.; do., half-bbls., 5 1/2 to 5 3/8c.; Patras, 5 3/4 to 6c. in bbls., 5 3/4 to 6c. in half-bbls., and 6 to 6 1/8c. in cases; Vostizzas, cases, 7 to 8c.

In regard to Valencia raisins the reports confirm what has heretofore been said as to the satisfactory development of the new crop. One shipper says that the crop will be larger than last year, and that when the market settles down moderate prices

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**BUTTER AND EGGS**

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

**J. A. McLEAN,**

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

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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

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**VINEGARS**

Made under Government Supervision. Absolutely pure.

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JARVIS ST.  
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**TO CANADIAN MANUFACTURERS  
AND IMPORTERS**

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

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Wholesale Commission Merchants and Brokers.

11 years' experience.

Established 1882

**ORANGES  
AND LEMONS**

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

**CLEMES BROS., - Toronto**

51 Front Street East.

may be expected. We quote: Off-stalk, 4 1/4 to 5 1/2 c.; fine off-stalk, 5 1/2 to 6c.; selected, 6 to 6 1/2 c.; layers, 6 1/2 to 7c.

The Sultana raisin crop, according to latest advices, is still doing well. The crop will not only be abundant, but the fruit will be fat owing to the continued rains of last winter. One correspondent says: "I cannot say anything about the color, as it will depend upon the weather during the drying of the fruit. The taking in of the new crop will begin early in August if the weather holds out."

A few transactions in California loose muscatel raisins are reported, but business on the whole is dull. We quote: 3-crown, 7 1/4 c.; 4-crown, 8 to 8 1/4 c.

The first quotations of new season's Smyrna figs for August and September shipment have been received on the Toronto market. Prices are a little higher than last year. We quote spot goods: 10 oz., 7 1/2 c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3 1/4 to 3 1/2 c. net; natural, 4 1/2 c. in bags, and 6 to 6 1/2 c. in boxes.

California evaporated fruits are still neglected. We quote: Peaches, 7 to 10 1/2 c. per lb., according to quality; apricots, 6 1/2 to 15c.; pears, 5 1/2 to 10 1/2 c.; egg plums, 5 1/2 to 11c.; silver prunes, 8 1/2 to 13 1/2 c.

Prunes are moving a little better and some houses have found it necessary to bring on a few lots from Chicago in order to fill their orders. We quote: Bosnias, U's (110 to 113 half kilo), 6 to 6 1/2 c.; C's (85 to 90 half kilo), 7 to 7 1/2 c. per lb. California, 90 to 100's, 6 1/2 c. per lb.; 70 to 80's, 7 1/2 c.; 60 to 70's, 7 1/2 to 8c.; 50 to 60's, 8 to 8 1/2 c.; 40 to 50's, 9 1/2 to 10 1/2 c.; 30 to 40's, 12 1/2 to 13c.; "Ruby" prunes, 7 1/2 to 8c.; French, 4 1/2 to 5c.

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

**GREEN FRUITS.**

Trade is brisk in all lines. Markets are patronized all day long, and as quickly as one line of fruit is exhausted another variety takes its place. The demand for lemons in the hot weather was enormous, in fact dealers say that they never experienced such large sales. Lemons are advancing rapidly and will continue to do so. Strawberries are still on the market, but will not be long; the prices are stationary. Pineapples are about out of the market. Sales of watermelons are heavy. Raspberries are selling rapidly at lower figures.

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

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**The American Tobacco Co.**

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**CUT TOBACCOS**

OLD CHUM.

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**CIGARETTES**

RICHMOND STRAIGHT CUT.

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**CANADIAN TOMATO CHUTNEE**

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

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

**MORROW & EWING**

General Commission Merchants

13 St. John St., MONTREAL

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

**Rio, Santos, Maracaibo  
and Mocha Coffees**

also have on hand full lines of

**Japan, Congou, Indian, Ceylon  
and Gunpowder Teas**

Samples and particulars on application.  
Wholesale supplied only.

**EGGS**  
Market steady and firm at 9 1/2 to 10

**BUTTER**  
Brisk demand for all good Tubas. Pails and  
Rolls now at 11 to 14 cents.

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

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

**BLUE RIBBON TEAS**

We make the **Best Biscuits**

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

**Jas. McLauchlan & Sons**

*Biscuit*  
Manufacturers

**Owen Sound.**

Canadian fruits, including cherries, currants and gooseberries, are the principal features of the market. California plums, peaches and pears are now to be had. Oranges—Sorrentos, 200's and 300's, \$4.25 to \$4.50 per box; 180's, \$2.75 to \$3, three-quarter boxes. Lemons, \$6 to \$7. Coconuts, \$4.50 a sack and 60c. per doz. Onions, 2½ to 3c. per lb. for Egyptians. Bananas, \$1.25 to \$1.75. Strawberries, 5 to 8c. per quart. New cabbage, \$1.25 to \$1.50 per bbl. Mississippi tomatoes, \$1.10 to \$1.25 per case of 4 baskets. Green beans, 40 to 60c. per basket. Watermelons, 30 to 35c. California peaches, \$1.75 to \$2 per box; Canadian gooseberries, 30 to 50c. per 12-quart basket; Canadian cherries, \$1 to \$1.25 per basket. Red currants, 35 to 45c. per basket; raspberries, 8 to 10c. per quart; California plums, \$2 to \$2.50 box; California peas, \$3 to \$3.50 per box.

**FISH.**

The weather has entirely demoralized the demand, and trade is at a standstill. We quote: Pickerel, 6c. per lb.; pike, 5c. per lb.; whitefish, 6c.; trout, 6c.; perch, 3c. per lb., fresh herring, 3½c. per lb.; haddies, 7½c. per lb.; Labrador herring, \$3 to \$4 per bbl. and \$2.25 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per 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.

**SALT.**

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

**PROVISIONS.**

An observer of the market sees a firm tone prevailing in all lines this week.

Owing to the stocks being about exhausted, an advance has been made in the prices of rolls, shoulder hams, breakfast bacon and backs. Other prices are unchanged.

**DRY SALTED MEATS**—Long clear bacon, 7¼c. for carload lots, and 7½ to 7¾c. per lb. for ton lots and cases; backs, 8c.

**SMOKED MEATS**—Breakfast bacon, 11½ to 12c.; rolls, 9 to ½c.; hams, large, 11 to 11½c.; 12 to 12½c. for small and 11 to 12c. for medium; shoulder hams, 8½c.; backs, 11 to 11½c.; all meats out of pickle, 1c. less than above.

**LARD**—Pure Canadian, tierces, 5¾c.; tubs, 6 to 6¼c.; pails, 6¼ to 6½c.

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

**BUTTER AND CHEESE.**

**BUTTER**—The hot weather has had an injurious effect on the butter trade, as the quality of the arrivals has been unsatisfactory except where it was carried in refrigerator cars. There is a fair demand for good quality, trade preferring the earlier shipments. There is no demand for dairy for export purposes owing to the quality not being satisfactory for British markets. As we have pointed out before, the majority of dairy butter has been bought on speculation, and has been put into cold storage. We quote: Dairy—Tub, 12c. for best, and others, 7 to 9c.; pound prints, 11 to 13c. Creamery—Prices are firmer owing to an increased export demand. Tubs, 16½ to 17½c.; prints, 17 to 18½c.

**CHEESE**—There is really nothing new to report. The market continues dull, with no special movements. The export demand is light, and exporters are very careful in their selection, as they find considerable cheese affected by the hot weather. There is no quotable change from the lower prices of last week. Factory price, 8c.; jobbing price, 8¾ to 9c.

**GRAIN, FLOUR, BREAKFAST FOODS.**

**GRAIN**—Trade is less active than it has

been. We quote: Red wheat, 65c.; white, 66c.; oats, 24c.; peas, 43c.

**FLOUR**—Trade is fair, with some slight reductions in prices. We quote in carloads on track, Toronto: Manitoba patents, \$4.35; Manitoba strong bakers', \$3.85; Ontario patents, \$3.90 to \$4.30; straight roller, \$3.30 to \$3.40, Toronto freights.

**BREAKFAST FOODS**—Trade is moderate. Cornmeal has advanced another notch in price. We quote as follows: Standard oatmeal and rolled oats, \$3.10 in bags and \$3.20 in bbls.; rolled wheat, \$2.60 in 100-lb. bbls.; cornmeal, \$2.30 to \$2.40; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

**HIDES, SKINS AND WOOL.**

**HIDES**—Cowhides: Dealers pay 8½c. for No. 1, 7½c. for No. 2 and 6½c. for No. 3. Steerhides: 60 lbs. and up, 8½c. for No. 1, 7½c. for No. 2 and 6½c. for No. 3.

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

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

**WOOL**—The trade in wool is now dull, owing to all of the cut having gone out of the country to the States. There is almost nothing doing. The dealers are now paying 19 to 20c.

**COUNTRY PRODUCE.**

**EGGS**—The weather has had considerable effect on the egg trade, and the loss has been serious, for even the best eggs procurable were not palatable during and after the hot spell, so that the consumptive demand was spoiled entirely. In order to keep decks cleared up dealers have been shading prices a little, 9c. being the prevailing figure and 9½c. for better stock. The export demand has not increased for the British market has not improved.

**POTATOES**—New potatoes are now passing through the dealers' hands in large quantities. The Canadian variety is plentiful

**WE ARE  
PAYING  
CASH  
FOR**

**DRIED  
APPLES**

  
**W. B. BAYLEY & CO.**  
EXPORT BROKERS

46 FRONT ST. E. **Toronto**

# Don't Delay Ordering

## Whole Mixed Pickling Spice

Special mixture, 16 varieties, remarkably low price—  
also in 5c. and 10c. pkgs.

## Picnic and Excursion Goods

Finest Potted Meats, Kipperd and Fresh Herrings,  
Sardines, Finnan Haddie, Salmon, etc.

## "Reindeer," and "Owl" Brand Condensed Milk

Just the thing now, won't turn sour and answers  
for picnics, etc. You should interest your customers  
in these.

**THE EBY, BLAIN CO. Limited**

Wholesale Importing and Manufacturing Grocers

**TORONTO, ONT.**

and of good quality. To retailers they are worth about \$2 per large barrel. Old potatoes are almost unsalable, and are now quoted at 15c. by the car load and 25c. out of store.

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

**HONEY** — Dull. We quote: 80 to 90c. per dozen for dark, and \$1.50 to \$1.75 for light; strained, 6½ to 7½c. per lb.

**DRIED APPLES** — Still quiet and featureless. The idea as to price is 2 to 2¼c. f.o.b. The local jobbing price ranges from 1½c. per lb. upward.

**EVAPORATED APPLES** — Dull. Buyers are paying from 3¼ to 3½c. f.o.b. at outside points, and jobbers' prices are from 4 to 5c., according to quality.

### PETROLEUM, ETC.

The demand for lubricating oils continues on the increase, in spite of the fact that stocks were well filled. The trade in petroleum has now assumed its summer dull tone. 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.

Rose & Laflamme, Montreal, have made arrangements with A. F. MacLaren & Co.

to cover the whole territory from Toronto to Quebec for the sale of "Imperial" cheese.

Cornmeal keeps advancing in price.

Smoked meats are ½c. higher this week.

Higher prices are anticipated for lemons.

Creamery butter has advanced 1c. in price.

The prices of new potatoes are beginning to be reasonable.

An advance of 3-16c. per lb. is announced in the price of glucose.

Canadian tomatoes are expected to arrive the latter end of this week.

The demand for chewing tobacco made from Canadian leaf still exceeds the supply.

Trade during the past week or two has shown a great deal of improvement in flavoring extracts.

Advices from the primary market announce higher prices in Jamaica ginger. This article is fully 4c. per lb. dearer than it was a year ago at this time.

The first quotations on Smyrna figs, August and September shipment, were received in Toronto a few days ago. They are a little higher than the opening quotations of last year.

C. M. Bernard, Toronto, has been ad-

vised by cable from Japan that the market continues firm, and that prices for medium and low grades will rule considerably higher than last season.

### QUEBEC MARKETS.

MONTREAL, July 15, 1897.

#### GROCERIES.

THE general grocery market has displayed a fair degree of activity during the week. Sugar has been notable in this connection, the increased demand noted last week being fully maintained. Canned salmon for future delivery has received fair attention, but jobbers do not seem to be urgent buyers, despite the low prices ruling. In other canned goods there is little to report, except the receipt of first offers on new crop strawberries, which are referred to in the report appended. Offers of new California dried raisins have also been made for October delivery. Teas, coffees, syrups and molasses have furnished a fair jobbing trade.

#### SUGAR.

The improved demand noted for sugar last week is maintained, and it is evident that both jobbers and retailers require fresh supplies, as the movement into second and third hands has been quite brisk. Both

granulated and yellows have shared in the activity. Advices from Europe regarding beet have been very bearish, values last week touching the low-water mark. Some traders argue from this that it cannot go much lower. We quote refined sugars in a jobbing way: Granulated, 1 to 9 barrels, 4 1/8c. and 10 barrels and over 4 1-16c., and yellows, 3 3/8 to 3 3/4c., as to quantity and quality.

## SYRUPS.

Demand for syrups is slow, and the market rules dull and unchanged at 1 3/8 to 1 7/8c. per lb., as to quality.

## MOLASSES.

The molasses market is without change. Advices from Barbadoes indicate that the market at the Islands is virtually over for the season. Cargo lots have offered here during the week all the way from 20 to 21c. ex wharf, and in a jobbing way values range from 22 to 23c. Porto Rico is quoted ex wharf at 24c. and is held in a jobbing way at 29c. for fancy, 25c. for choice and 22c. for prime.

## RICE.

There has been little change in the rice market here, jobbers reporting a fair enquiry. 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.

Business in spices continues quiet and values are unchanged. Advices from primary markets maintain their firm tone. We quote as follows: Black pepper, 9c.; pure white, 14 to 17c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 12 to 14c.; nutmegs, 50 to 90c.

## COFFEES.

The market generally has an easy tone. Jobbing demand was light during the week, and, aside from a few lots of Maracaibo and Rio at 15 1/2 to 19c. and 12 to 16c. respectively, there was nothing doing in round lots from first hands. We quote: Maracaibo, 16 to 19c.; Santos, 12 to 15c.; Rio, 12 to 16c.; Mocha, 24c., and Java, 25c.

## TEAS.

The demand for tea, both from first and second hands, was light during the past week. From first hands a few medium-sized lots of new Japans have changed hands at 18 to 25c. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, and 28 to 40c. for high grades; Indians

and Ceylons, 16 1/2 to 20c. for mediums, and 30 to 65c. for high grades.

## CANNED GOODS.

The market does not furnish any strikingly new feature. Business in canned salmon for future delivery is proceeding very quietly indeed, considering the low prices prevailing. No offers on new pack canned vegetables are noted yet. This is different from previous years, when offers had been made long before this. In fruit the only offers on new pack for future delivery have been strawberries at \$1.45 per dozen. We quote: Tomatoes, 80c.; corn, 50 to 80c.; peas, 80c.; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.40 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37 1/2 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.

There has been nothing new in Valencia raisins during the past week. We quote: Ordinary off-stalk, 5 1/4 to 5 1/2c.; fine, 5 3/4 to 6c.; selected, 6 1/4 to 6 1/2c., and layers, 6 3/4 to 7c.

California raisins continue quiet on spot, but offers of new crop for October delivery have been made. In a jobbing way standard brands 2-crown are quoted 6 1/4 to 6 3/4c., 3-crown 7 to 7 1/2c., and 4-crown 8 to 8 1/4c.

Currants rule firm abroad, but there is little doing on spot. We quote 4 to 4 3/4c., as to quality and package.

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

Prunes remain as last reported: 5 1/2 to 6c. for Bosnia; 4 to 5c. for French, and 6 1/2 to 7c. for California, as to grade, etc.

## NUTS.

Business in nuts quiet with values unchanged. We quote as follows: Grenoble walnuts, 10 to 11c.; Brazils, 11c.; al-

## "Minute Tapioca"

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

## "Minute Gelatine"

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

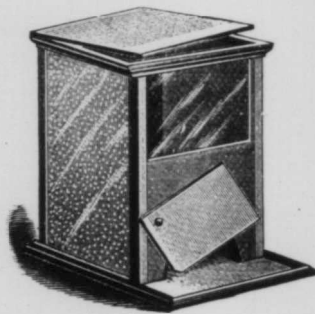
Manufactured and guaranteed by

WHITMAN GROCERY CO.

Manufacturers Grocery  
Specialties

Orange, Mass.

Samples Free.



## MARSHALL'S

Saratoga Potato

## CHIPS.

Grocers sell them.  
Manufactured by . .  
JOHN E. MARSHALL  
118 Commercial St.,  
Boston.

D. H. RENNOLDSON,  
Agent in Montreal.



## ENAMELLED MEASURES

In 1/2 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.  
**CHAS. J. GRAHAM,** Produce and Commission  
Merchant  
88 Front Street East, TORONTO.

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

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

*Cottams Seed is sold by all wholesalers.*

**DAWSON & CO.**

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

**FRUIT**

Large quantities are now being handled by

**MCWILLIAM & EVERIST**

WHOLESALE COMMISSION MERCHANTS  
25 and 27 Church street,  
TORONTO, ONT.

Consignments promptly and carefully handled.

All orders receive our best attention.

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

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**LARD**

.. OF THE ..

Best Quality.

Special  
Prices  
This  
Week

Get  
Our  
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IN  
5 TUB  
AND  
15 PAIL  
LOTS.

**F. W. FEARMAN - HAMILTON**

**FANCY  
ORANGES**

All Varieties

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

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

**BROCK'S BIRD SEED**

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



**NICHOLSON & BROCK - TORONTO**

**E. T. STURDEE**

Mercantile Broker,  
Manufacturers' Agent,

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

**BUTTER**

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

**THE WM. RYAN CO. LIMITED**

70 and 72 Front St. East, TORONTO

**S. K. MOYER,**

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,  
TORONTO, ONT.

**PURE LARD**

MAPLE LEAF BRAND

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

**D. GUNN, BROS. & CO.**

Pork Packers and Commission Merchants,  
TORONTO, ONT.

monds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; and cocoanuts, \$3.50 to \$3.75 per 100.

DRIED APPLES.

Dried apples are quiet at 2 to 2½c., and evaporated 3¼ to 4¼c.

GREEN FRUIT.

The hot spell resulted in continued activity in all kinds of green fruit, and the different auction sales were well cleaned up each day. Lemons had a regular boom, dealers being hardly able to supply the demand. Messina and other oranges were in active request, and bananas were scarce throughout the week. Receipts of Canadian cherries were liberal, but all met with a ready sale. Arrivals of all kinds of California fresh fruit have been large, but there was no difficulty in disposing of all that arrived. Values, however, are lower than they were on these goods. Pineapples have been plentiful, chiefly from Florida. Receipts of strawberries were very heavy and the quality of the offerings wide in its range, some lots selling down to 1c. per box. We quote: Valencia oranges, \$6 per case; bloods, \$2.50 to \$3 per half-box, and Messinas, \$3 to \$3.50 per box; lemons, \$3.75 to \$4.50 per box for choice, and \$2.75 to \$3.50 for common; bananas, \$1.25 to \$1.65 per bunch; California cherries, \$1.15 to \$1.40 per box; Canadian cherries, 40 to 75c. per basket; apricots, \$1.25 to \$1.50 per box; California peaches, \$1.25 to \$1.50 per box; do plums, \$1.40 to \$2 per box; pineapples, 10 to 15c. each; Canadian strawberries, 2 to 6c. Egyptian onions, 4c. per lb., and Bermuda ditto, 3c. per lb., and \$3 per crate.

COUNTRY PRODUCE.

EGGS—There is no change in the situation of the egg market, prices being steady, with a fair demand. Selected near-by stock sold at 10½ to 11c.; ordinary No. 1 at 9 to 9½c., and No. 2 at 8 to 8½c. per dozen.

MAPLE STOCK—The demand for maple product is exceedingly slow. We quote: Maple syrup, 4¾ to 5c. per lb., and 45 to 55c. per tin; sugar, 6 to 6½c. per lb.

HONEY—Honey is neglected and prices are nominal. White clover comb is offering at 10c., and dark at 7c.; bright extracted at 6½ to 7c., and dark at 4 to 5c. per lb.

BEANS—Business in beans is dull, at 55 to 60c. in car lots, and at 65 to 70c. in a jobbing way.

POTATOES—There is very little demand for old potatoes, and car lots are offering at 30 to 35c. per bag.

**HUGH WALKER & SON**  
GUELPH, ONT.

**PROVISIONS.**

There continues to be a strong feeling in the local provision market for Canadian short cut pork, and packers have again advanced prices 50c. to \$1 per bbl., which is due chiefly to the small stock held. In lard there is no change. Hams and bacon are very firm, and as the market for these is good, an active trade is reported. We quote: Canadian pork, \$14.50 to \$15 per bbl.; pure Canadian lard, in pails,  $6\frac{3}{4}$  to  $7\frac{1}{4}$ c., and compound refined at  $5\frac{1}{4}$  to  $5\frac{1}{2}$ c. per lb.; hams, 11 to 13c., and bacon, 11 to 12c. per lb.

**FLOUR AND MEAL.**

There has been no change in the flour market during the week. Demand for Manitoba goods has been of a moderate jobbing kind, and prices are steady. Ontario brands have been little asked for, and values are more or less nominal. We quote: Winter wheat patents, \$4 to \$4.25; straight rollers, \$3.65 to \$3.80, and in bags, \$1.75 to \$1.85. Manitoba strong bakers', choice, \$3.85 to \$4; outside brands, \$3.65 to \$3.75, and spring wheat patents, \$4.10 to \$4.25.

The feed market was fairly active at \$13 for Manitoba bran, and at \$13 for shorts per ton, including bags.

Business in rolled oats was quiet and prices are unchanged at \$3 per barrel and at \$1.40 per bag.

**BALED HAY.**

Values on baled hay in consequence of increased supplies are 50c. lower than they were, but rule steady at the decline under a good demand. We quote: No. 1, \$13, and No. 2, \$11 to \$11.50 car lots on track here.

**CHEESE AND BUTTER.**

The cheese market has ruled rather steadier since the decline that set in at the beginning of last week. The check to the falling tendency was again furnished by the shorts, who had to have June cheese for July shipment. Last week's offerings were the wind up of the June make. Accordingly buyers had to have them, and this demand steadied values materially. We quote finest Ontario makes  $8\frac{1}{8}$  to  $8\frac{1}{4}$ c. and finest Quebec  $7\frac{1}{2}$  to  $7\frac{3}{4}$ c., some 10,000 of the latter selling on spot Monday within the above range. Further buying in the country by exporters also helped to steady the price of creamery butter, which last week gave symptoms of easing off. As high as  $17\frac{1}{2}$ c. has been paid at the factory, and of course this tended to make factorymen firmer in their views. We quote:  $17\frac{1}{4}$  to  $17\frac{3}{4}$ c. for finest creamery.

**MONTREAL NOTES.**

Advices from Barbadoes state that the molasses market there is virtually over for the season.

There have been no offers on new pack canned vegetables in this market. Last year's offers were received much earlier than this.

The only trading in teas has been the turnover of 200 packages or so of new crop Japan from first hands at 18 to 25c., as to grade.

First offers on new pack canned strawberries were made to the jobbing trade here this week. The price asked is \$1.45 per dozen.

The Laing Packing and Provision Co., Limited, 839 and 841 St. Catharine street, have issued a new single sheet price list of all their products.

**NEW BRUNSWICK MARKETS.**

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., July 15, 1897.

AS a summer city St. John has few equals. While other American and Canadian cities are suffering from heat we here are beautifully cool. If one wants warmer weather, however, he has to go but five or ten miles out of the city to get it. No more delightful summer sail can be taken than up our beautiful river, or across the Bay of Fundy to that delightful spot, Digby. The tourists are beginning to come in freely, but chiefly from the American cities. We would be particularly pleased to see more of our Canadian friends. We feel sure if more knew the advantages of our city and province as a summer resort many more would come this way for their outing. Business is rather quiet. The fresh fish business, which has been so active, is about over, and there is nothing of particular movement except it might be small fruit. Butter is dull, being very plentiful and price low.

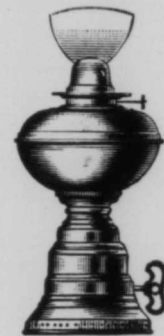
**OILS**—There is but light business in all lines. Cod oil is beginning to come in more freely, but finds only fair demand. Price is low. In burning oil there is no change in price. We quote: Best American burning oil,  $18\frac{1}{2}$  to 19c.; Canadian water white, 16 to 18c.; Canadian, prime, 14 to 16c.

**SALT**—A cargo of coarse arrived this week from Liverpool. While landing the price was rather lower than quotation. It found a fair demand, but the larger part was put in store. There was about 7,000 bags in the cargo. There was also about forty tons of rock salt. The demand for this salt is much less than it used to be. In Canadian salt, there is a rather easier feeling in some style of packages, but there has been no change made here in price. We quote as follows: Coarse, 44 to 47c.; Liverpool factory-filled, 90c. to \$1; Canadian fine, \$1 to \$1.05 per bag.; 5-lb. bags, in bbls.,

\$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.; rock salt, \$5 to \$6 per ton.

**CANNED GOODS**—There seems to be this season a lack of interest in this line, both on the side of the dealers and packers. Futures are not generally quoted. Packers feel firm. All goods will be late in being packed. Old corn, which has been bought freely here, has been advanced by the packers and higher prices are looked for. In almost all other lines our market is quite bare. The new self-opening tin is in demand by many of the dealers, and most of the packers offer their goods in them. It is a great improvement over the old style opener. A shipment of lobsters for the States, not having the Government stamp, was seized this week. Haddies are easy. Sardines show a good demand. Oysters tend higher and are having a better sale. Some Baltimore packers are getting short of stocks. Canned meats show improved sale. We quote as follows: Corn, 60 to 65c.; peas, 75 to 85c.; tomatoes, 85 to 90c.; gallon apples, \$1.75 to \$1.80; corned beef, Canadian, \$2.20 to \$2.30; American, 2-lb tins, \$2.30 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.35; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.75 to \$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.25 to \$2.75; salmon, \$1.25 to \$1.40; lobsters, \$2.25 to \$2.50; haddies, \$1.10 to \$1.25; clams, \$5 for 4 doz; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

**DRIED FRUIT**—Stocks are light and business dull. Very little buying for future has yet been done. The feeling in loose muscatels is rather firmer. Quotations on new goods are being looked for already. New California prunes are quoted, but at this season no business is done here. At best the sale is light. While evaporated apples tend higher, demand is light and price shows no change. Dried are dull. Currants are scarce and high with light sale. Onions have fair sale; they hold high. Pea-



**IMPROVED  
WANZER  
LAMP AND OVEN**

Best Light    Non-Explosive  
Roasts       Broils  
Bakes       Steams  
without impairing the light.

Several hours Lighting and Cooking for one cent. We want to reach the public through the trade. Liberal discounts. For prices and information write The

**WANZER LAMP & MFG. CO.  
HAMILTON.**

**PROTECTION THAT PROTECTS.**



Strong earthworks, scientifically built, best protect against the enemy.  
 Good milk, scientifically treated, best protects against doubtful goods.  
 "Owl Brand" has proved itself such a Condensed Milk. Uncertain goods, unequal grades, are your worst enemies.  
 "Owl Brand" is manufactured by the latest and most approved machinery from full Cream Milk produced from cows grazed on the White Clover Highlands of Eastern Nova Scotia. It is absolutely pure and perfectly soluble. It is the best and cheapest milk. Always uniform in quality. Give it a trial and be convinced of its superiority.

**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

Ceylon and Young Hyson

**TEAS**

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. + Once Tried Always Used.

**BALFOUR & CO., HAMILTON**

**TWO THINGS**

You ought to give us your order for

**WHITE WINE VINEGAR**

AND

**STERLING PICKLES**

They're right in quality, flavor and price.

**T. A. LYTLE & CO.**

Vinegar Manufacturers

**TORONTO**

**CANNED . . . SALMON**

Best brands for immediate delivery. Special prices for round lots.

**WARREN BROS. & CO.**  
 TORONTO.

**Extra Choice Hams Bacon Pure Lard Mess Pork**

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

NEW SEASON'S

**JAPAN TEAS**

"MOON"  
 "CRESCENT"  
 "TEA HOUSE"  
 "SAILOR BOY"

A shipment of these well known brands now on the way from Vancouver ex ss. Empress of China.

**PERKINS, INCE & Co.**  
 TORONTO.

The Coffee with a

**PAST PRESENT FUTURE**

**Excelsior Blend**

Satisfies the most Fastidious.

**Todhunter, Mitchell & Co.**  
 Coffee Importers and Roasters  
 TORONTO

BUY  
**Ivory Bar Soap**

THE BEST MADE

nuts are higher. We quote as follows: Raisins, Valencias,  $5\frac{1}{4}$  to 6c.; California L. M. 3-crown, 7 to  $7\frac{1}{4}$ c.; London layers, \$1.75 to \$2; currants, cases,  $5\frac{1}{2}$  to  $5\frac{3}{4}$ c.; bbls., 5 to  $5\frac{1}{4}$ c.; cartoons, cleaned,  $7\frac{3}{4}$  to 8c.; bulk, cleaned,  $6\frac{1}{2}$  to 7c.; prunes, boxes, 5 to 10c.; dates,  $4\frac{1}{2}$  to 5c.; dried apples  $2\frac{1}{2}$  to 3c.; evaporated apples,  $4\frac{1}{4}$  to  $4\frac{1}{2}$ c.; onions, 3 to  $3\frac{1}{4}$ c. per lb.; cocoanuts, \$3.50 to \$3.75 per 100 lbs.; figs, 10 to 12c.; Sultana raisins,  $7\frac{1}{2}$  to 9c.; Valencias, layers, 6 to 7c.; Malaga loose muscatels, 6 to  $6\frac{1}{2}$ c.; 4-crown L. M. Californias,  $7\frac{3}{4}$  to 8c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

**GREEN FRUIT**—Business is active, particularly in small fruits. In oranges, prices are rather higher. Stock is light and best quality is difficult to get. Some Valencias are daily expected. It is very late in the season for them. Lemons tend higher with good sale. Pineapples sell freely. They are low and show no change in price. The warmer weather brings a better demand for melons, but this is not a large market for them. Strawberries are low. New Brunswick berries are preferred. Both wild and cultivated berries are being shipped freely to the States. The California plums to hand are fine. There are only a few apricots on the market. Pears, both California and other grades, are being received. It is still early for best quality. Cucumbers are plentiful, but as yet there are no native grown. Prices are lower. Apples are showing better quality, but have small sale as yet. Rhubarb is about out of season. We quote: Lemons, \$3 to \$4; oranges, \$3.50 to \$4; bananas, \$1.50 to \$2.25; lettuce, 25 to 30c. per doz.; pineapples, 10 to 12c.; strawberries, 8 to 10c.; cucumbers, 60c. per doz.; green apples, \$4; Florida tomatoes, \$3.50 per 50 lbs.; California peaches, \$1.75 to \$2; California plums, \$2; melons, 30 to 50c.; California pears, \$3 to \$3.50; others, \$2.50 to \$3.

**SUGAR**—The market gains but little strength, although the refineries are rather firmer in their views, but are doing little business here. Local merchants are still selling below refiners' prices, this being chiefly true in regard to granulated. Powdered and Paris lump are quoted rather lower. We quote: Granulated,  $4\frac{1}{8}$  to  $4\frac{1}{4}$ c.; yellows,  $3\frac{1}{4}$  to  $3\frac{5}{8}$ c.; Paris lump,  $5\frac{1}{4}$  to  $5\frac{1}{2}$ c.; powdered, 5 to  $5\frac{1}{4}$ c.

**MOLASSES**—The general feeling is firmer though there is no change in price. There is still some old molasses in this market that could be bought very low. Barbadoes molasses is the dull feature, but even in that the feeling, if anything, is a little better. We quote: Barbadoes, 22 to 23c.; Porto Rico, 26 to 30c.; New Orleans, bbls.,

25 to 27c.; Antigua, 22 to 23c.; syrup, 36 to 38c.; St. Croix, 20 to 22c.

**DAIRY PRODUCE**—Butter is coming in freely, and a great deal of it is fair quality. Eggs hold their price and show a good steady sale. Cheese is being offered more freely and prices are easier. Demand is chiefly for smaller sizes. We quote: Dairy butter, 13 to 16c.; creamery, 17 to 18c.; prints, 19 to 20c.; cheese,  $9\frac{1}{2}$  to 10c.; eggs,  $9\frac{1}{2}$  to 10c.

**FISH**—Business is quiet. Salmon have had a very successful season. They are becoming scarce and price tends higher. Smoked herring are scarce at present and will be for some time, but price shows little prospect of advance. Dry fish hold their price. There is a light demand, particularly for pollock. New dry fish continue to arrive. Pickled fish are very dull. Fresh lobsters and halibut are now out of the market. We quote as follows: Large cod, \$3 to \$3.25; medium, \$2.60 to \$2.75; pollock, \$1.05 to \$1.25; bay herring, \$1.25 to \$1.30 per half-bbl.; smoked, new, 6 to  $6\frac{1}{2}$ c.; shad, half-bbl., \$4.50; boneless,  $2\frac{1}{2}$  to 8c.; Barrington, \$3 per bbl.; Shelburne, \$3.25 per bbl.; salmon, 13 to 15c.

**PROVISIONS**—The picnic season has caused quite a demand for hams, while other lines of smoked meats are dull. It is getting too hot for business in this line. Lard is, if anything, easier. It is very low. Pork and beef are quiet. We quote: Clear pork, \$13.50 to \$14.50; mess, \$12 to \$13; plate beef, \$11.50 to \$13; hams  $12\frac{1}{2}$  to 13c.; rolls, 9 to  $9\frac{1}{2}$ c.; pure lard, 7 to  $7\frac{1}{4}$ c.; compound,  $6\frac{1}{2}$  to 7c.

**FLOUR, MEAL AND FEED**—The easy feeling continues in flour. There is no change in price. The fight in rates between the direct steamer from Montreal and the railway tends to upset the market somewhat in all lines coming from the west. Middlings and bran remain scarce and tend higher. The local demand is not large. In oatmeal, millers' prices are higher, but there is little change here. In some cases the local prices are below the millers' rates. Oats are rather higher. Cornmeal keeps low, and has a large sale. Beans are quiet and there is little hope of profit to holders for prices are still very low. We quote: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$4.25 to \$4.30; medium, \$4 to \$4.15; oatmeal, \$3.25 to \$3.40; cornmeal, \$1.75 to \$1.80; middlings, car lots, in bulk, \$15 to \$16; bran, do, do, \$14 to \$14.50; hand-picked beans, 85 to 90c.; prime, 75 to 80c.; oats, 33 to 34c.; hay, \$12.50 to \$13.50; barley, \$2.75 to \$3; round peas, \$1.15; split peas, \$2.85 to \$3; yellow eye beans, \$1.50; timothy seed, Canadian, \$2 to \$2.25; do. do., American, \$1.75 to \$2; clover,  $8\frac{3}{4}$  to 9c.; alsike,  $8\frac{1}{2}$  to 9c.

#### ST. JOHN NOTES.

Joseph Finley this week received a shipment of Schepp's cocoanut. During the hot weather particularly there is a good demand for the 5c. packages.

Shipments of oats from P.E. Island have continued large during the week. A cargo of 25,400 bushels cleared from Summerside

for Trinidad and two cargoes of some 53,400 bushels for the British Channel.

Two seizures of American tobacco which had not paid duty were made near Fredericton this week, one amounting to 700 pounds, the other to 60. The amount of smuggling along the line is much less than it used to be.

It is now thought the work of construction on the Restigouche and Western Railway, to run from Campbellton across the province to St. Leonards, and from there tap the Bangor and Woodstock, will very shortly be commenced.

The Intercolonial Railway is now giving weekly cold storage service between Quebec and St. John via Moncton. They carry the freight at the ordinary rates. The cars are painted white and labelled "Government Cold Storage Line." Goods are picked up at all stations.

The quantity of cheese made in these lower provinces is much larger than last year. In the factory at Cornwall, P.E. Island, upwards of 17,000 pounds of milk is taken in daily, making the output of cheese about 50 tons per week. Already two shipments have been made to England.

The large amount of export business from St. John done during the winter months has led our city to expend a great deal of money in providing increased accommodation. During the past two winters the business has been well handled, but there will be much better and larger facilities this season.

While the shipments of live lobsters from Yarmouth, N.S., were not as large as those of last year, the increased price obtained went far to make up the difference in receipts. The shipments last year amounted to 29,586 crates, while for the present season they amounted to only 21,810 crates. The value of the shipments last year was \$245,086, and for this year \$225,390.

#### LATE RICHARD M'SHANE.

Montreal has been deprived of another well-known figure in its commercial life by the death Tuesday morning of Mr. Richard McShane, the well-known grocer and provision merchant. The deceased had only been confined to his residence, 660 Palace street, three weeks. He was attended in his last illness by Hon. Dr. Guerin, who did all that could be done to prolong his life, but in vain.

His early commercial career was in the grocery and provision business with his father, and he eventually succeeded to a well-established trade. Since then his career has been one of steady and uniform success. He was especially identified with the supply of provisions and groceries to the various shipping lines that visit this port. He was a member of the Board of Trade for many years, and was well known for his charity and kindheartedness.

Another lot of Sicilian lemonade, orange phosphate, and strawberry tablets are to hand with Lucas, Steele & Bristol. They are packed 1 doz. bottles in box and retail at 10c.

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The most delicious Spiced Pickle ever prepared.

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A day in the woods is a joy at this season, if the lunch is right. Heinz's Baked Beans will make it so.

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MEDALS--  
PARIS  
OHIOAGO  
ANTWERP  
ATLANTA, Etc.

The GENUINE  
always bear this  
Keystone trade-mark.



## MANITOBA MARKETS.

WINNIPEG, July 15, 1897.

**W**EATHER continues fine and warm. Preparations are going actively forward for the Industrial Exhibition, which opens next week. The largest attendance since the opening of the summer exhibition is expected this year. One of the features which, no doubt, will attract great attention is the mining exhibit. It seems a far cry from grocery and produce prices to mining, and still they are nearly allied in interest for the Manitoba farmer. The development of the mineral regions, both in Western Ontario and British Columbia, means increased markets for our food stuffs, and if any Manitoba farmer is not interested in the mining region he is unquestionably a back number. Prices have not varied much during the week. The fresh pack of strawberries has been offered by eastern factories, and it is expected that peas will be on the market in about 10 days. Tomatoes are very good stock and the prices are firm. Cured meats show a slight advance owing to the high price of hogs.

**CURED MEATS**—Hams, assorted, 11 to 11 1/2c.; breakfast bellies, 11 1/2c.; do, backs, 7 to 9 1/2c.; rolls, 7 1/2c.; shoulders, 6 to 6 1/2c.; long dry salt, 7c. All canvassed meats are 1/2c. per lb. extra.

**LARD**—Pure, in 20-lb. pails, \$1.50 to \$1.60; cases, \$5.25.

**BUTTER**—Creamery plentiful; general price, 15c. f.o.b. at factories. Dairy is slightly better, dealers paying from 10 to 11c.

**CHEESE**—Prices: 6 1/2 to 7c. Dealers buying here are storing and not shipping at present. The supply is not large.

**EGGS**—Dealers are this week paying 10c. and selling for 12 to 13c. after candling.

**CANNED GOODS**—Strawberries, new packs, are being offered freely by eastern factories at \$1.35 to \$1.45 per case, according to brand. Some sales have been effected at these figures. New peas are not yet on the market. Tomatoes seem scarce and are ruling much higher than at this date last year. Quoted at \$2.25 per case. The stock of corn is still heavy and price remains same, \$1.40 to \$1.60, according to pack.

**SUGAR**—Market is about the same as last week and does not look strong, although usually at this season there is an advance owing to the preserving season being on, and the canning factories being in operation. From present indications there does not seem any likelihood of a change. Granulated, 4 7/8c.; yellows, 4 to 4 1/8c.

**COFFEE**—There is no change in this market. Rios, still dull at 13 1/2c.; Javas, 28c., and Mochas, 37c.

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

**GREEN FRUIT**—Foreign strawberries are out of the market, but some very fine Manitoba grown berries are being offered. The supply, however, is limited. The quality of the fruit is superior to any imported this year. It was all disposed of to local dealers at from 20 to 25c.

per box. Lemons have advanced 50c. per case. The general importation of California fruit is large, and the indications are that prices will rule lower than last year. Prices are: California late Valencia oranges, \$6 to \$6.50 box; Mediterranean sweets, \$4.50 per box; St. Michaels, \$5.25 per box; Messina lemons, \$6 to \$6.50; bananas, \$2 to \$2.75 per bunch; pineapples, \$2.50 to \$3 per dozen; pie plant, 1 1/2c. per pound; tomatoes, \$1.75 per crate of 4 baskets; California cherries, \$1.50 to \$1.75 per box; apricots, \$2 box; California plums, \$2.25 to \$2.50 box; California peaches, \$2.25 to \$2.50 box; California pears \$3.50 to \$4 per box; onions, \$4 per 100 lbs.; new cabbage, \$3.50 to \$4 per 100 lbs.; dates, 6 1/2 to 7c. per lb.; layer figs, 12 1/2 to 15c. lb.; cucumbers, 75c. to \$1 doz.; water melons \$6 per doz.

### PICNIC POSTPONED.

Owing to the inclemency of the weather the picnic of the Montreal Retail Grocers' Association was postponed until Thursday, the 29th July. The grounds at St. Rose are as nice as any pleasure resort in Canada, and the association hope to have the largest crowd there, on the above date, that has ever attended this ever-popular picnic.

The new Japan teas offering by Lucas, Steele & Bristol are equal to anything sold last year. Their travelers have samples.

The 1/2-lb. "Star" lobsters offering by Lucas, Steele & Bristol from the Portland Packing Co. are said to be extra quality. The firm has Noble's "XX" and "XXX" lobsters as well.

**THE PRUNE CROP.**

THE following is a translation of a report regarding the prune crop received by Rose & Laflamme, of Montreal, from Anton Strass, of Budapest. It bears date of June 15:

"The estimates of the crop of 1896 given in my report of the past year have proved to be correct, as there have been about 1,410 cars (of 10,000 kilos) exported from Servia, and about 3,000 cars from Bosnia.

"For about two months there have been no prunes on the market, and consequently a number of orders remain unfilled owing to the want of merchandise. Soon the grocers will be sold out.

"Accordingly we enter the season of 1897 without the least stock on hand, and as a result there is not a little interest attached to the expectations of the new crop, upon which I would like to enlighten my friends by giving them some certain information which I have obtained from the different producing districts.

"BOSNIA—Although the large number of blossoms in the spring gave us much hope for a large crop, it could be seen later that a great number of the blossoms were not buds of fruit. Only those countries which had a small crop last year will this year have more than an average yield, while the orchards which last year gave a good production cannot be depended on this year for much fruit. Taking into consideration these facts, Bosnia will likely not have much fruit for export.

"SERVIA had a small yield last year, but this year a better production is expected. In certain districts an exceedingly good crop is looked for, and Servia's production will likely be double what it was in 1896.

"BOHEMIA—Here also there was a favorable prospect at the beginning of the season, but now we have complaints to the effect that the demand for the consumption of fresh prunes will hardly be satisfied, and that very few will be dried.

"FRANCE—From France comes the intelligence that the cool and wet weather has injured the fruit, and as a consequence the yield will be of medium size.

"It will be seen from the preceding that Servia and Bosnia will together have a production little smaller than that of 1896, while the expectations regarding the other countries, outside of stocks, do not let us hope for quite as good a crop as they had last year. If, however, the actual prices of new prunes are from 15 to 25 per cent. less than the prices of the yield last year, that reduction will be removed during the time that the fresh prunes are selling and just as soon as the real demand comes on."

"Lastly, I wish to remark that the curing

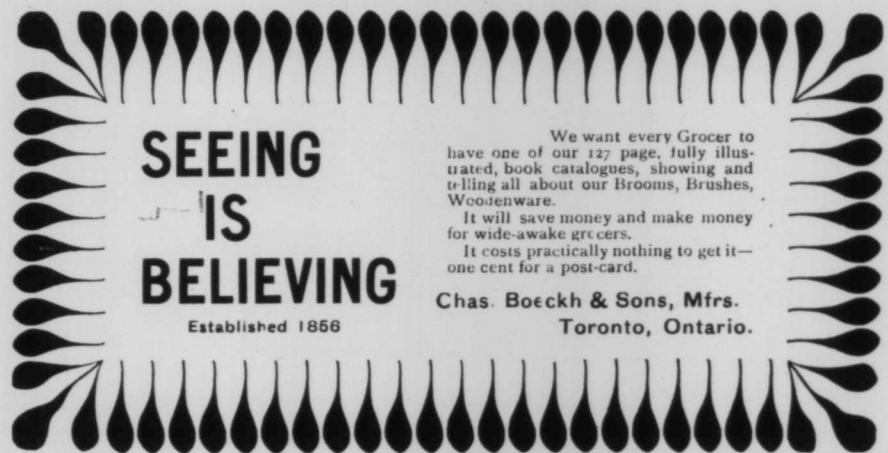
of prunes during the last year has improved, for in accordance with the wishes of the dealers here and in England the governments in Bosnia and in Servia are exercising a stricter restraint in prohibiting badly cured prunes from getting out of the country."

**PEPPER.**

"For peppers grown callous almost to disease, Who peppers the highest is surest to please."  
—Goldsmith.

Black pepper grows on a beautiful vine (not a tree) which, incapable of supporting itself, twines round poles prepared for it, writes W. D. Bennett in an exchange. The pepper vine produces fruit in two seasons of the year. In the latter end of December the berries begin to ripen, and are gathered in January. The flowers of the second crop appear in March and April, and the fruit is gathered in July or August, each vine producing one half pound pepper. The gathering of the crop takes place while the berries are still green, before they are ripe, and they are dried in the sun, which turns them black, therefore it is called black pepper. White pepper is produced by cooking the berries in water till the outer skin peels off, in Singapore. The Straits Settlements are a part of the colonial possessions of Great Britain, and include Malacca, Penang and Singa-

pore, the latter being the capital and the seat of government. It has become easily and naturally the centre of the commerce of the Malayan Archipelago, the Eastern Peninsula and China; and since 1875 the trade has increased 50 per cent. Its chief articles of export are tea, sago, tapioca, black and white pepper, tortoise-shell, nutmeg, gutta percha, camphor, coffee and rattan; but of these only sago, pepper and nutmeg are produced on the island in any quantity, the rest being imported from other quarters. The lowest grade of white pepper is grown and prepared in Penang, while the pepper hulls or shells are shipped in large quantities to the U.S.A. direct via London. Anyone can at once see for himself the difference between white pepper made from being soaked in cold water, and white made or decorticated by "chlorine" by splitting a grain or berry of Singapore black pepper and a grain or berry of white. They are of the same color, whereas the grain bleached with chlorine is brittle and very mild, the essential properties being destroyed. The genuine pepper contains starch, malic, a volatile oil, and a peculiar substance called pipirena. The finest white pepper is grown on the Malayan coast, Alappy and T'licheny.

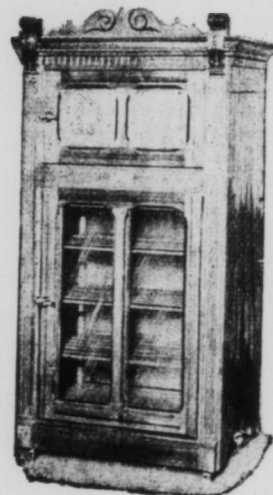


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TWENTY-ONE MILLION  
PEOPLE

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BOSTON  
CHICAGO

**CHASE & SANBORN**

THE . . .  
IMPORTERS

## HINTS TO BUYERS.

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

**T**HE CANADIAN SPECIALTY CO. have been appointed Canadian agents for "Kis-me" gum.

Clemes Bros. received two cars of tomatoes this week.

Keopff's family gelatine is in stock with John Sloan & Co., Toronto.

Robert Greig & Co. are shipping large quantities of French mustard these days.

New season's Japan teas are arriving this week for the Davidson & Hay, Limited.

Noble's XXX Scripture lobsters, tall tins, are in stock with the Eby, Blain Co., Limited.

Warren Bros. & Co. are in receipt of a sample of Rangoon rice which shows fine quality.

Lucas, Steele & Bristol have just received a shipment of the celebrated "Tryphosa" jelly powder.

The Cowan Co., Limited, have just put in a fine freezing apparatus to facilitate their increasing business.

Robert Greig & Co. are offering bargains in Buchanan's Glasgow jams and marmalades—new season's fruits.

T. A. Lytle & Co., vinegar manufacturers, Richmond street west, Toronto, report business good throughout the country.

The Davidson & Hay, Limited, have a car of cohoes and white salmon to hand, which they offer at tempting prices.

Clemes Bros. and McWilliam & Everist are receiving a car of California fruit this week, including plums, peaches, apricots and pears.

The Davidson & Hay, Limited, report large sales of Gillard's pickles during the past two weeks. This firm are the wholesale agents in Toronto for these goods.

The F. F. Dalley Co., Limited, say that their trade for package spices, corn starch and package sodas has more than pleased them since being placed on the market.

Robert Greig & Co. report an unprecedented demand for their "Crown" flavoring extracts. Their factory has been working at night lately to keep up with the orders.

W. H. Gillard & Co. have, within the past week, received from the Lower Provinces repeat orders for several hundred cases of New York ginger ale. One large retailer

there says that it is fully equal to, if not better than, any imported ginger ale he has seen, and follows up his remarks by an order for 25 cases.

The Canadian Specialty Co. report that they are handling peanuts in a new shape. They are being put up in Norfolk, Virginia, in paste-board boxes, the inside of which is lined with parchment paper. This process preserves their freshness for months. A prize is given in each box. The pint retails at 5c. The Canadian agents claim that they have already sold 150 boxes, 3 dozen in a box.

## COCOA DURING HOT WEATHER.

People have the idea that cocoa is very heating and not good in hot weather. This is incorrect, the reverse of true, in regard to fine cocoa. Cocos like Cowan's "Hygienic" and "Perfection," being pure, are not only free from the heating properties commonly attributed indiscriminately to cocoa, but they are refreshing and strengthening and peculiarly adapted to counteract the enervating effects of this hot weather. People should avoid cheap cocoas, which are mainly starch and sugar, with a little cocoa. Cowan's "Hygienic" and "Perfection" cocoas are put up and sold in tins only.

## TORONTO GROCERS' ASSOCIATION.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held Monday night in St. George's Hall, Elm street, with President J. S. Bond in the chair. Among those present were: Messrs. D. W. Clark, A. White, Frank Johnson, J. Brazill, J. Nolan, P. Clark, — Johnson, David Bell, W. J. Sykes, W. J. McCleary, A. G. Booth, J. Kelly, J. G. Gibson, F. S. Roberts, Robt. Mills, — Squires, J. Davis, J. T. Scholes, R. Vanloon.

J. G. Walker, 886 King street east, was proposed for membership by Mr. W. J. Sykes, and the usual motion admitting him to membership was passed.

The following letter from the Salada Tea Co. was read by President Bond:

J. S. BOND, Esq., City:

DEAR SIR,—Hearing that there was a combination among the wholesale grocers of Toronto to keep up the price of granulated sugar in this city, I have made some enquiries, and find that extra standard granulated sugar can be purchased for 4¢.

As I understand, this combine, which declares that it is working on 2¢, is really extracting from the grocer considerably more. As this places the retail grocer of Toronto in the position that he is unable to compete with his competitors a few miles out of the city, where granulated is being sold to-day for 4¢., I have made arrangements, and am prepared to offer to your association extra standard granulated sugar, in 25 barrel lots or more, at 4¢.; and my suggestion is that the association should distribute it among their members according to their requirements.

I shall be pleased if you will convey my proposal to the members of your association at the earliest convenient moment.

Yours truly,

"SALADA" TEA CO.

"Now, gentlemen," remarked the president, as he concluded the letter, "what is your pleasure?"

Mr. J. G. Gibson: "I for one never objected to the combination on sugar. I think the grocers of Toronto or anywhere else are fools to sell sugar without a profit, but when the wholesale grocers say that our money is not as good as that of a merchant's in the country, and sell to him at a lower price than they do to us, I must object. I think the wholesale grocers of Toronto took a

wrong step when they undertook to make tools of us."

Mr. Frank Johnson: "I know of a brother grocer who had a customer who wanted a barrel of granulated sugar. The customer lived outside the city. Not having a barrel of granulated in stock that he could spare, the merchant gave the customer an order on a wholesale house in Toronto. The customer on getting the sugar was told that as he lived outside the city he could buy at 1/4¢. less from them than from the merchant who had supplied him with the order."

This created quite a sensation, and a number of members demanded the name of the wholesaler, but Mr. Johnson refused to give it. After some further discussion it was moved by Mr. Kelly that the thanks of the association be tendered the Salada Tea Co., and that its offer be accepted.

Mr. Sykes objected to the resolution, saying that it was unnecessary on the ground that the Salada Tea Co. was trying to get a good advertisement for its tea. "There are others," said Mr. Sykes, "who are willing to offer granulated sugar below the combination price."

Mr. Gibson said that there was not a wholesale house in Toronto that would supply granulated sugar below the combination figure.

Mr. Sykes: "I did not say it was a wholesale grocer."

After some further discussion Mr. Kelly's motion, being seconded by Mr. McCleary, was carried.

The greater part of the evening was taken up in discussing the coming excursion to Cobourg on the 21st inst. The committee reported that the Mayor of Cobourg had promised to proclaim a half-holiday on the 21st, while various organizations in the town had offered to co-operate in perfecting arrangements.

Mr. A. White reported that a band of nine pieces had been secured at a cost of \$36. At a latter stage of the meeting the

committee was authorized to expend a further sum of \$15 for music on-board the boat.

The following programme of games was adopted:

Bicycle team race between travelers and retail grocers; 10 men to each team; 7 prizes and trophy.

One-mile open bicycle race, handicap, 3 prizes. Entrance fee, 25c.

Foot race; open to the merchants of Cobourg.

Fat men's race, 75 yards; open to grocers 35 years of age and over and weighing not less than 200 lbs.

One hundred yards foot race; open to members of the Toronto Retail Grocers' Association.

Throwing ball; open to the ladies of Cobourg.

Half-mile walking race between Toronto and Cobourg grocers.

Baseball match between teams representing travelers and grocers.

The sum of ten dollars was voted to the baseball club for expenses.

The grocers will select their team for the bicycle race from the following: Manning, Manley, Molland, Richardson, Hopper, J. Barron, F. Davidson, B. Parmenter, N. Brown, R. Davies, D. Bell, D. Kelly, R. Mills, F. S. Roberts, J. Robinson.

These are the names of the travelers for the road race: Percy Parmenter, of J. A. McLean; E. H. Bolton, P. McIntosh & Son; Chas. Shields, Davidson & Hay, Limited; Lou Kemp, D. Gunn, Bros. & Co.; Jerry Burns, W. Wilson; H. W. Cowan, the Cowan Co.; J. Farewell, Toronto Pharmacal Co.; E. H. Wilson, Todhunter, Mitchell & Co.; John Tattle, A. H. Canning; J. C. Pearson, T. Kinnear & Co.; D. J. Ferguson, P. Barclay & Co.; C. H. Collins, G. F. & J. Galt.

The grocers will select their ball team from the following: Sanderson, Davies, R. Stewart, B. Armstrong, W. J. Sykes, F. T. Walker, A. Johnson, W. J. McCleary, F.

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Richardson, A. Radcliffe, Bolland Bros., J. Simpson, T. Clark.

Mr. Booth submitted these names as members of the travelers' team in the baseball match: J. Lobb, of the Salada Tea Co.; C. T. Cootes, of John Taylor & Co.; J. C. Pearson, of T. Kinnear & Co.; E. H. Bolton, of P. McIntosh & Son; P. Parmenter, of John McLean; H. W. Cowan, of the Cowan Co.; C. H. Collins, of G. F. & J. Galt; Lou Kemp, of D. Gunn, Bros. & Co.; Ed. Oake, of Clemes Bros.; J. Farewell, Toronto Pharmacal Co.; M. A. Muldrew, of H. P. Eckardt & Co.; A. G. Fleming, of J. Sloan & Co.

It was eleven o'clock before the meeting adjourned.

### CHERRIES ROTTING.

**L**AST week we quoted Canadian cherries at 60 to 85c. per basket and this week at 75c. to \$1.25 per basket. On enquiring as to the cause of a rise in the middle of the cherry season, I received answers to the following effect:

Thus far the crop of Canadian cherries arriving in Toronto have come from the Niagara district, where until last week a good crop of cherries was expected. The extremely hot weather, however, has had such an effect on this fruit that over half the English variety of cherries on the trees are, on a close examination, found to be rotten and not worth the picking. Still, the proprietors of the orchards thought it would be all right to ship the half that, seemingly, was not spoiled by the heat, but when this fruit was kept in the city a few hours it was found to be in just as spoiled a condition as that on the trees. No more English cherries are now being shipped.

The common red variety of Canadian cherries is not affected so, and it is this kind that is now bearing the brunt of the attack of the demand; consequently prices have been raised.

It is not probable that, when the cherries on the Toronto side of the lake are ripe, which will be soon, the supply from these orchards will be sufficient to lower the price, as this supply will not come on before the others are about out of the market.

### 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.]

The Davidson & Hay, Limited, have a shipment of "Tiger" pepsin gum in stock.

D. Gunn, Bros. & Co. report that their "Maple Leaf" brand of lard put up in 3, 5 and 10 lb. tins is in great demand for summer use.

"Tanglefoot" flypaper is catching on at a surprising rate with the Eby, Blain Co., Limited. If you want to catch your customers' good opinion offer them "Tanglefoot."

"This is great weather for Stower's lime juice," said the Eby, Blain Co., Limited. "Our sales are going up rapidly; people are beginning to appreciate this excellent summer beverage."

### CALIFORNIA FRUIT OUTLOOK.

**A**L.D. J. McBRIDE, of the firm of Vipond, McBride & Co., has just returned to Montreal from the California fruit belt. He made an extensive tour of the district, and told THE CANADIAN GROCER that the crop of fruit of all kinds promised to be a large one. It had been marketing very fast, and at the time he was on the spot was fetching very good prices. When he left about a week or ten days ago, however, there were fears of a glut. During the first week of July 182 cars had left California for the east. All these had had to be side-tracked owing to the Christian Endeavor traffic, and some of the fruit will certainly be injured, but the great danger lay in a glut of the eastern market when this fruit arrives, as it is likely to come in a body, including as many more cars which were sent east during the second week of July. The danger is that this glut will demoralize prices on California fruit so badly that they may not recover during the season. The only way to avoid it will be to use judgment in distribution on the different eastern markets so that one won't get too much and another too little.

"Trade out there is in an unfavorable state," said Mr. McBride, "and the present unsatisfactory state of affairs is due in a great measure to the fact that the Union Pacific Railway, which has a monopoly of the carrying trade, is grinding the life out of that rich and fruitful state. I discussed the causes of the present depression with the merchants and farmers, and in fact all classes of people, and the story was always the same. Here is what I mean: The rate per carload from the fruit-producing centres of California to either Boston, New York or Montreal is \$360, while the refrigerating charges and ice foot up to from \$150 to \$170 more, so you see that from \$510 to \$550 per carload have to be paid before the farmer or producer can touch a cent, and, as far as their Canadian trade is concerned, there are likewise the duty and selling charges to be added.

"Is there no possible competition?"

"None whatever, the Union Pacific's monopoly is absolute, and this is what is ruining the people of the state of California."

"For the most part," Ald. McBride added, "the farms are heavily mortgaged and their owners are living along from hand to mouth."

"And is there no possible remedy?"

"I do not think there is, although a strong agitation has sprung up favoring the ownership of the railways by the Government. In fact this movement is stronger than one would suppose; for the people say it is the only way out of their very grave difficulty."

The London Grocers' Association have changed the date of their picnic from the 21st to the 28th of July, so as to avoid clashing with the St. Andrew's Society picnic on July 20.

### BUSINESS CHANCE.

**G**ENERAL STORE STOCK, ABOUT \$5,000, IN growing town of Medicine Hat N.W.T., for sale, and store to rent; best climate in Canada; ranching country; C.P.R. divisional point; best corner in town; good business can be done; present owner has been in business 14 years, and done well; good reasons for selling. Apply to W. Cousins, general merchant, Medicine Hat, N.W.T. (20)

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HAMILTON STAMP & STENCIL WORKS

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

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

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### Necessary Books for a Retailer

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

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STRONG AND SURE,  
WITH A FIRM AND  
AMPLE BASE."  
— Longfellow.

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

## Dried Apples Wanted...

Highest cash prices paid.

## Pure Fruit Vinegars

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

## Jams and Jellies..

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

R. J. GRAHAM - BELLEVILLE, ONT.

### THE SUMMER STORE.

THE summer store should present an appearance in marked contrast to the store in winter, says The American Grocer. Everything about the window displays, the counters and stock should remind one of the season. The general effect should be to impress customers that the store is clean, cool and captivating. The stock should appeal to capricious appetites, invite indulgence in dainty delicacies and summer beverages. "It always makes me hungry to come into your store," remarked a woman to Grocer B. What greater compliment could be paid a purveyor of food?

A few handsome palms and rubber trees may be made very effective in giving the store a cool look. Keep a current of fresh air circulating in the store and in the cellar. It robs the room of that oppressive odor which comes from food kept in a close room with a high temperature, and which takes away the appetite.

Show windows should be neatly and artistically arranged with summer delicacies—olives, capers, olive oil, pickles, lime juice, sauces, sardines, lobster, clams, shrimp, pickled lambs' tongue, potted meats and poultry, curried fowl, luncheon beef, catsups and scores of other articles more in favor in July than January. Do not place maple

syrup in a show window in July, for it reminds one of pancakes and winter diet. Rather have all the things which enter into salad-making and such as are suggestive of dishes adapted to hot weather. Canned vegetables and fruits in the season when fresh fruits and vegetables are abundant and cheap should be made an effective background until October, when they should change places with the summer specialties.

Summer beverages ought to be in every grocer's stock. A neat display of the various summer drinks can be very effectively arranged inside the store and near the entrance. And let there be a reminder of iced tea and coffee, even if you have to serve the same free to customers as an object lesson of how much comfort can be had at trifling expense.

Cereals and crackers are in favor, the former to be served hot as a summer breakfast dish with berries or other fruits, and cold for luncheon or supper. Crackers are in request for luncheons and for outing parties, and should be prominently displayed in great variety. The stock should be kept fresh—i.e., crisp. Avoid giving prominence to sticky cakes or such sort of biscuits as are identified with oyster suppers or other winter pastimes.

Hams and tongues are in favor in July and

August, and therefore they should have a special setting, such as will tend to make the observer long for a sandwich and a bottle of ginger ale or root beer. Have everything about the summer meats clean and appetizing.

The floor ought to be kept as clean and bright as the deck of a man-of-war, and the windows sparkling and spotless. Fly-specks, cobwebs, sticky scales or untidy counters are appetite-killers. Flies can be kept out of a store if they are persistently fought. Drive them out and keep them out, even though screen doors are required.

When the store presents a seasonable and alluring appearance, then advertise in a cool and breezy fashion. Let the colors and the type used in your circulars, billheads, cards, signs, etc., be suggestive of a cool retreat, where physical comforts are to be freely had. There are what are designated "warm" colors, such as are suggestive of a log fire, instead of an ocean breeze or a cool grove. Be fertile in hints likely to prove acceptable to summer pleasure seekers and to all who seek comfort at the table. Remember that eternal vigilance is the price of a profitable summer trade.

Now tired, business-weary men  
Their play-times are beginning:  
We've reached the summer season when  
The outing has its inning.

## Every Package of **DALLEY'S PURE PACKAGE SPICES**

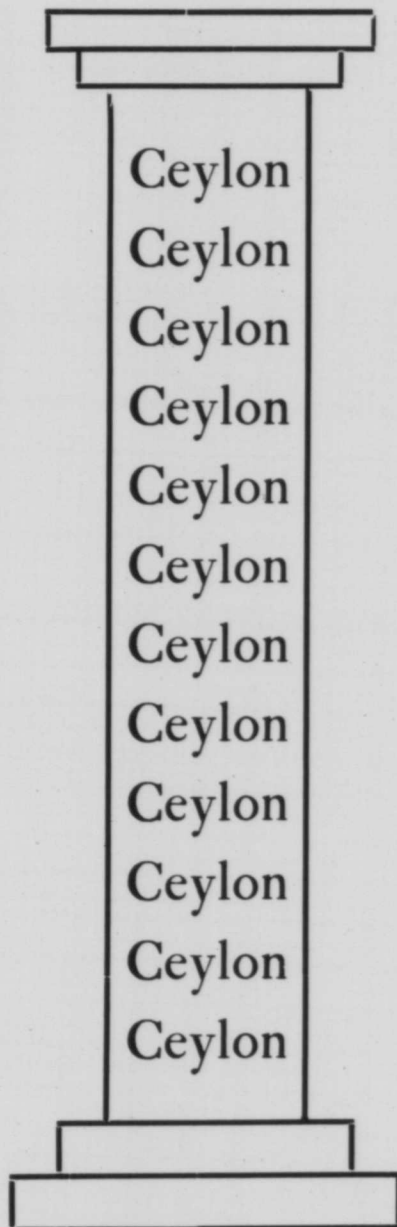
is guaranteed absolutely pure to the trade. It pays the merchant to handle these Spices, as they are trade builders. They give every satisfaction. The most sceptical will be pleased with them.

JUST ARRIVED—A fresh supply of Whole Spices of the finest quality.

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

# PILLARS OF STRENGTH

in your business.



# Teas

that are

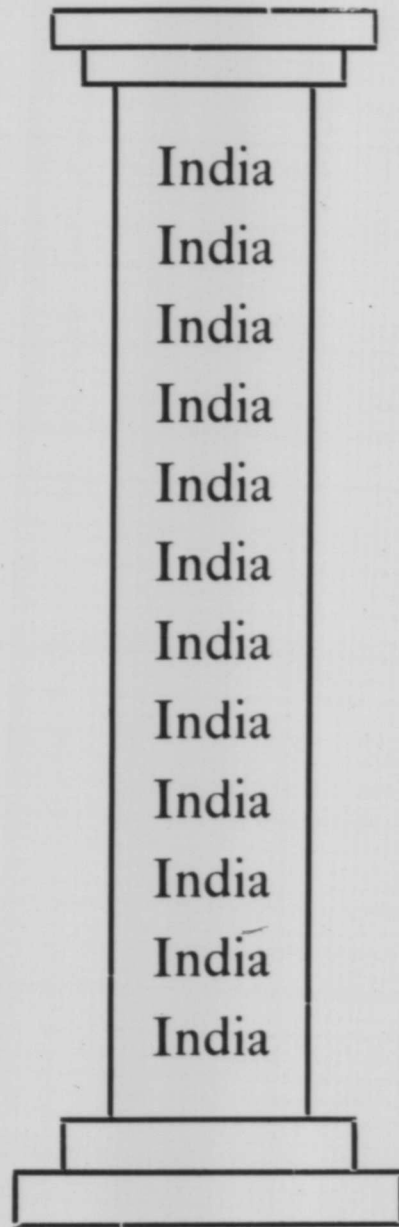
Pure

Clean

Healthy

and

Economical



**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**T**HERE has been an informal meeting called of local creditors of the John Eaton Co., Limited, Toronto.

Little Bros., grocers, Windsor, Ont., have assigned to R. Pinchin.

James Skerry, general merchant, Alberton, P.E.I., has assigned.

John J. Campbell, general storekeeper, Little Grace Bay, N.S., has assigned.

Therrien & Co., general merchants, St. Henri, Que., have assigned to Kent & Turcotte.

A meeting of the creditors of A. T. Geddes & Co., grocers, Winnipeg, was called on the 9th.

Wm. H. Martin, tobacco merchant, Windsor, Ont., has assigned to Robert Pinchin.

F. B. Latour, general merchant, St. Polycarpe, Que., has compromised at 30c. on the dollar.

G. B. Armstrong & Co., general merchants, Lower Nicola, B.C., are asking for an extension.

Rupert E. Sweet, general merchant, Country Harbor, N.S., is offering to compromise at 25 per cent.

There will be a meeting of the creditors of J. H. Breadon, general storekeeper, Marbleton, Que., on the 19th inst.

A meeting of the creditors of F. C. B. Whitelock, grocer, Toronto, was held on the 13th inst. He has assigned to R. Tew.

Short & Squire, salmon canners, Vancouver and Steveston, B.C.; say that chattel mortgagee is not in possession. They dispute claim.

Charles Desmarteau has been appointed curator of the business of Paul Prozesky, manufacturer of cigars, Montreal. A meeting of creditors was called for the 14th inst.

**PARTNERSHIPS FORMED AND DISSOLVED.**

The partnership of Konig & McCuaig, general merchants, Westville, N.S., has been dissolved.

W. B. Pocklington has been admitted into the firm of Castellain & Co., wholesale liquor merchants, Regina, N.W.T.

Cleghorn & Russell, grocers and fruiterers, London, have dissolved partnership. They are succeeded by Ryan & Russell.

Marie D. Hainault and Victorine Cartier have formed a partnership in Montreal to do a grocery business, under the style of Hainault & Cartier.

Agnes Girard and Joseph A. Girard, Montreal, have formed a partnership to carry on a flour and grain business under the style of Alfred Girard & Co.

**CLARK'S POTTED MEATS**

Are unexcelled for flavor and quality.

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

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

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

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

Philius Daigneault and Francis H. Lynch have formed a partnership in Montreal to do a grain and provision trade, under the style of P. Daigneault & Co.

Charles S. Worth and Frank A. Worth have formed a partnership to carry on a grocery business in Windsor, N.S., under the style of C. S. Worth & Co.

P. G. Shallcross has been admitted as partner to the firm of Shallcross, Macaulay & Co., general commission merchants, Victoria. The style is unchanged.

**SALES MADE AND PENDING.**

John S. Trites, general merchant, Sussex, N.B., is selling out.

The Frank Hanna Liquor Co., Trail, B.C., are offering to sell out.

The stock of J. E. Plourde, general merchant, Cacouna, Que., has been sold at 58½c. on the dollar.

The general stock of Philomene Beaupre, Gleichen, N.W.T., has been advertised for sale by auction on the 5th.

The stock of Richardson & Loree, general merchants, Carman, Man., has been sold at 70c. on the dollar.

**CHANGES.**

Vincent & Bradley are opening out a grocery business in Winnipeg.

Smith & Co., grocers, St. Thomas, Ont., have sold out to William Southern.

Miss M. Herman is opening out in a grocery business at Bridgewater, N.S.

W. M. Ansley, grocer, Parry Sound, Ont., has been succeeded by Ansley, Sons & Co.

McDonald & Matheson, general merchants, Westville, N.S., are retiring from business.

Cairns & Kelly, brewers, Edmonton, N.W.T., have sold out their plant to Kelly & Omands.

Wm. Mackay has been registered as sole partner of the firm Wm. Mackay & Co., grocers, New Glasgow, N.S.

Lydia R. Groom has been registered pro-

prietress of the grocery business carried on by Thomas Laing & Co., Montreal.

Lowther & Co. are starting a general store in Russell, Man. They have bought out the stock of A. Biggins, Whitewood.

**FIRES.**

Abbs & McClure, grocers, Niagara Falls South, have been burnt out. Insured.

A. W. Freeland, general merchant, Edgington, Ont., has been burnt out. Partially insured.

**DEATHS.**

John Counter, grocer, Stratford, Ont., is dead.

A. J. Boyd, general storekeeper, Pennyfield, N.B., is dead.

N. Quintal, of N. Quintal & Fils, wholesale grocers, Montreal, is dead.

Louis C. Gravel, of the firm of Gravel & Freres, grocers, Montreal, is dead.

Wm. Garden, sr., of Wm. Garden & Sons, tea merchants, Vancouver, is dead.

John Patterson, of Patterson & Foster, general merchants, Harbor Grace, Nfld, is dead.

**HARDER TO BUY THAN SELL.**

A traveling salesman made this rather singular remark the other day, says an exchange: "If I could buy goods as readily as I could sell them, I would go off the road and set myself up in business as a broker." What he meant to be understood by this was that it is easier to sell goods than to buy them, because the exercise of judgment in all respects is not so necessary. He is undoubtedly right, unorthodox as the statement may seem, although it is merely another way of saying that goods well bought are half sold. It is not always so much the character of the goods to be bought that perplexes the buyer as is the question of quantity and time. Goods may sell, yet never buy themselves, and when they are to be bought the degree of acute judgment is certainly more pronounced than is required when the same goods are sold over the retail counters."

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COX

Agents I  
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**The Hilliard House, Rat Portage**

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

**COX'S GELATINE** Always Trustworthy.  
ESTABLISHED 1725.

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

**THE QUEEN CITY OIL CO. LTD.**  
SAMUEL ROGERS, President, TORONTO.  
Sales Agents for the Standard Oil Co.'s Oils and SPECIALTY GOODS.

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, Coach Candles, Christmas Candles, Plain and Decorated, Cordova Wax Candles. Enquire for prices.

Use **PEERLESS OIL** for Machinery.



**HELLO !!! YES,**

Certainly we sell

**"WHITE MOSS"  
COCOANUT**

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

Manufactured **ONLY** by . . .

**Canadian Coconut Co.**  
(J. Albert McLean, Prop.)

**MONTREAL**

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

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

**SALT**

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

**VERRET, STEWART & CO., Montreal - Quebec.**



**AN AUTOMATIC SELLING MACHINE . . .**

To sell \_\_\_\_\_

**Adams'  
Tutti Frutti**

For full particulars, apply . .

**Globe Automatic Selling Co.**

13 Jarvis Street, - TORONTO, ONT.

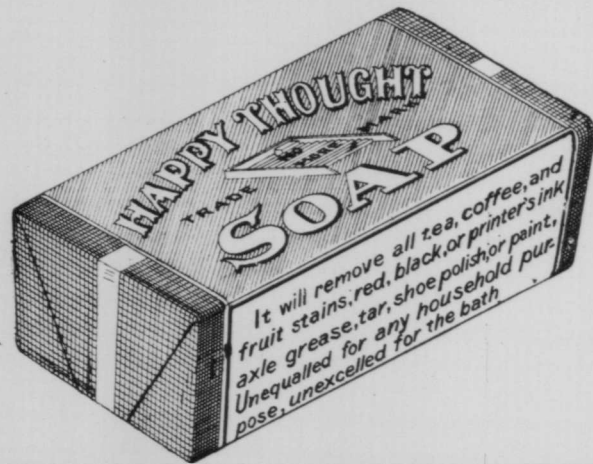
**PUREST AND BEST**

**WINDSOR SALT**

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

FOR SALE BY ALL WHOLESALE GROCERS.

**WINDSOR SALT CO. Limited. Windsor, Ont.**



# Happy Thought Soap

Handsome Package. Retail 5cts. Per Bar.

A perfect **Wool Soap** that will wash woollens without shrinking them, and will remove all tea, coffee, and fruit stains, ink, tar or paint.

Unequaled for any Household Purpose.  
Unexcelled for the Bath. Ask for Samples.

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



## NOTHING LIKE IT!!

For Quality and flavor.

# SOUTHWELL'S ORANGE MARMALADE

... LEADS THEM ALL ...

It is especially prepared for export.

# CURRENT MARKET QUOTATIONS

Toronto, July 15, 1897.

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

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

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

### BAKING POWDER.

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

### PURE GOLD.

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

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

Prices of cheaper goods or special brands on application

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10 in 4 doz. boxes.....	2 10
" 2, in 6 " " " " " " " " " " " "	80
" 12, in 6 " " " " " " " " " " " "	70
" 3, in 4 " " " " " " " " " " " "	45
Pound tins, 3 doz. in case.....	3 00
oz. tins, 3 " " " " " " " " " " " "	2 40
lb. tins, 1/2 " " " " " " " " " " " "	1 10
Diamond—	14 00
W. B. GILLARD & CO.	
1 lb. tins, 2 doz. in case..... per doz.	1 20
1/2 lb. tins, 3 " " " " " " " " " " " "	90
1/4 lb. tins, 4 " " " " " " " " " " " "	60

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

BLACK KING.	
P. G. FRENCH BLACKING..... per doz	\$4 00
No. 4.....	3 50
No. 6.....	4 50
No. 8.....	7 25
No. 10.....	8 25

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

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

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

THE ALPHA CHEMICAL CO.	
Shoe Dressing— in 1/4 gross cases..... Per Gross	\$ 22 00
French Oil in 3-do. cases.....	22 00
Reliable Shoe Dressing.....	9 00

Eclipse Combination.....	12 00
Moody's Ox Blood.....	12 00
" Chocolate.....	12 00
Alpha Chemical Co. French Castor Oil.....	9 00
Alpha Chemical Co. Refined Sweet Oil.....	9 00
Alpha Chemical Co. Turpentine.....	7 80
Moody's Non-Corrosive Inks.....	4 50

Shoe Blacking— in 1/4 gross cases.....	9 00
Reliable French Blacking, No. 5.....	4 50
" " " " " " " " " " " "	4 50
United Service Blacking No. 4.....	8 00
United Service Blacking No. 1 1/2.....	4 25
Patent Leather Polish No. 1 1/2.....	9 00
Water Proof Dublin No. 4.....	9 00
Alpha Metal.....	9 00

Polish No. 2.....	9 00
Patent Stove Polish—	
Sunlight Lead Bar.....	4 25
Packed in 1/2 gross cases.....	4 25
Sunlight Liquid, 1/2 gross cases.....	10 80
Moody's Black Lead.....	4 25
Reliable Stove Pipe Varnish.....	15 00
1/2 gross cases.....	15 00
6-oz. bottles.....	12 0

Quickshine Pipe Varnish.....	12 0
1/4 gross cases, pressed top tins.....	12 0

Stove Polish—	
per gross	
Quickshine Polih.....	00
Reliable Paste.....	6 00
Electric Crown Paste.....	8 00
Electric Crown Lead Bar.....	7 80

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



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

" Cottams, Warbler, w Belgian, wi Internatio German X, German, w London Bi Bird Grave Bird Grave Dalley's B Brock's Bi Norwich I Maple Les Bird sea-g Carpet Imperis " Victori " Standa " 1 lb. pac 1/4 lb. Reckitt's Apples, RE

# Starch ..

Laundry Starch. Culinary Starch. Rice Starch.



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

Edwardsburg Starch Co., Cardinal, Ont.

THE F. F. DALLEY CO.



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

BIRD SEEDS

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

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

NICHOLSON & BROCK.

Brock's Bird Seed..... 0 07  
Norwich Bird Seed..... 0 05  
Manie Leaf Bird Seed..... 0 05  
Bird sea-gravel, 10c. pkts., 24 in case 0 06  
" " " " 5c. " " 48 " " 0 03

CORN BROOMS

CHAS. BOECKH & SONS. per doz. net.  
Carpet Brooms—  
"Imperial," extra fine, 8, 4 strings.. \$3 85  
" " " " 7, 4 strings.. 3 45  
" " " " 6, 3 strings.. 3 25  
" " " " 5, 3 strings.. 3 10  
"Victoria," fine, No. 8, 4 strings.. 3 30  
" " " " 7, 4 strings.. 3 10  
" " " " 6, 3 strings.. 2 90  
"Standard," select, 8, 4 strings.. 2 90  
" " " " 7, 4 strings.. 2 75  
" " " " 6, 3 strings.. 2 60  
" " " " 5, 3 strings.. 2 40

BLUE.

KEEN'S OXFORD. per lb.  
1 lb. packets..... \$0 17  
1/4 lb. " " " " 0 17  
Reckitt's Square Blue, 12-lb. box..... 0 17  
Reckitt's Square Blue, 5 box lots..... 0 16

CANNED GOODS.

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

Blackberries, 2's..... 1 40 1 70  
Blueberries, 2's..... 0 75 0 85  
Beans, 2's..... 0 65 0 95  
Corn, 2's..... 0 50 0 75  
Cherries, red pitted, 2's..... 2 00 2 25  
Peas, 2's..... 0 75 0 85  
" Sifted select..... 0 90 1 00  
" Extra sifted..... 1 25 1 40  
Pears, Bartlett, 2's..... 1 65 1 75  
" " " 3's..... " " 2 40  
Pineapple, 2's..... 1 75 2 40  
" " 3's..... 2 50 2 60  
Peaches, 2's..... 1 65 2 00  
" " 3's..... 2 40 3 00  
Plums, Green Gages, 2's..... 1 55 1 85  
" " Lombard..... 1 50 1 70  
" " Damson Blue..... 1 10 1 40  
Pumpkins, 3's..... 0 70 0 90  
" " " " 2's..... 2 10 2 25  
Raspberries, 2's..... 1 50 1 80  
Strawberries, 2's..... 1 65 1 95  
Succotash, 2's..... " " 1 15  
Tomatoes, 3's..... 0 75 0 80  
Lobster, talls..... 2 40 2 50  
" flats..... " " 2 70  
Mackerel..... 1 20 1 30  
Salmon, Sockeye, talls..... 1 35 1 50  
" " Horseshoe..... " " 1 50  
" " do. to arrive..... 1 25 1 30  
" Cohoes..... 1 15 1 20  
Sardines, Albert, 1/2's tins..... 0 13  
" " " 1/2's tins..... 0 20 0 21  
" Sportsmen, 1/4's genu-  
ine French high grade, key  
opener..... 0 12 1/2  
Sardines, Sportsmen, 1/2's..... 0 21  
Sardines, key opener, 1/2's..... 0 16 0 18 1/2  
" " " " 1/4's..... 0 10 1/2 0 11  
" " " " 1/8's..... 0 18 1/2 0 19  
Sardines, other brands 9 1/4 11 0 16 1/2 17  
" P. & C., 1/2's tins..... 0 23 0 25  
" " " " 1/4's..... 0 33 0 34  
Sardines, Amer., 1/2's " " 0 04 1/2 0 09  
" " " " 1/4's " " 0 09 0 11  
Mustard, 1/2 size, cases  
50 tins, per 100..... 10 00 11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb..... 1 10 1 15  
Kipperd Herring, 1-lb..... 1 63 1 90  
Herrings in Tomato Sauce..... 1 70 1 90  
Herrings in Shrimp Sauce..... 2 00  
Herrings in Anchovy Sauce..... 2 00  
Herrings a la Sardine..... 2 40  
Preserved Bloaters..... 1 85 1 90  
Real Findon Had'lock..... 1 85 1 90

CANNED MEATS.

(CANADIAN.)  
Comp Corn Beef, 1-lb. cans.. \$1 20 \$1 35

" " " 2 " " 2 30 2 50  
Comp Corn Beef 4-lb. can..... " " 7 75 8 25  
" " " 14 " " 15 00 16 00  
Minced Callops 2 " " 2 60 2 65  
" " 2 " " 3 40 3 50  
Lunch Tongue 1 " " 2 75 2 80  
" " 2 " " 2 50 2 55  
English Brawn 2 " " 2 75 2 80  
Camb Sausage 1 " " 2 50 2 55  
" " 2 " " 4 00 4 00  
Soups, assorted 1 " " 1 50 1 50  
" " 2 " " 2 25 2 25  
Soups and Boull. 2 " " 1 80 1 80  
" " 6 " " 4 50 4 50



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



Beardley's Boneless Herring per doz. \$2.00

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

Lunch Tongue, 1 lb..... 3 35 3 50  
" 2 lb..... 6 50 6 80  
Chipped Beef, 1/2 lb..... 1 60 1 70  
" 1 lb..... 2 65 2 80  
Pigs' Feet, 1 lb..... 1 65 1 75  
" 2 lb..... 2 45 2 60  
Potted Meats, Tongue or Ham 1/4 lb..... 70 75  
" 1/2 lb..... 1 20 1 25  
Potted Meats, Tongue or Ham 1/4 lb..... 70 75  
" 1/2 lb..... 1 20 1 25  
Potted Deviled Ham or Tongue, 1/4 lb..... 70 75  
" 1/2 lb..... 1 20 1 25

WHITE LABEL.

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

Codfish.

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

CHEWING GUM.

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

CHOCOLATES & COCOAS.

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

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

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

THE "DIAMOND" OIL BLACKING



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

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

W. BERRY, - MANCHESTER.

Send for samples and quotations to

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

COWAN'S

Hygienic and Perfection and Cocoa Essence

Queen's Dessert Royal Navy and Perfection

Chocolate Pink White Lemon Color

Cocoas

Chocolates

Icings

A child can ice a cake in three minutes.

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

THE COWAN CO. LTD. - TORONTO

THE MOST NUTRITIOUS COCOA.

EPPS'S GRATEFUL-COMFORTING COCOA

In labelled Tins. 14 lb. Boxes.

Special Agent, C. E. COLSON, MONTREAL

STONEWARE

QUALITY THE BEST. PRICES RIGHT. TRY US.



HART BROS. & LAZIER

Belleville, Ont.

Send for price list. Mention GROCER.



ASK FOR

MOTT'S



Always the Same. The Best on the Market.

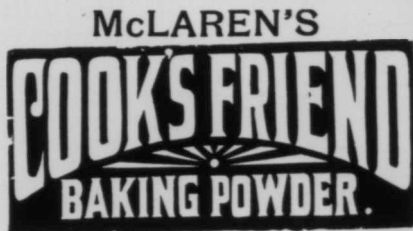
Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St. MONTREAL

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



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

CADBURY'S.

Frank Magor & Co., Agents.	per doz	
Cocoa essence, 3 oz. packages.	\$1 65	
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40	
Rock Chocolate, loose.	0 40	
" 1-lb. tins.	0 42 1/2	
Cocoa Nibs, 11-lb. tins.	0 35	

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb	
French, 1/4's-6 and 12 lbs.	0 30	
Caracas, 1/4's-6 and 12 lbs.	0 35	
Premium, 1/2's-6 and 12 lbs.	0 30	
Sante, 1/4's-6 and 12 lbs.	0 26	
Diamond, 1/4's-6 and 12 lbs.	0 22	
Sticks, gross boxes, each	1 00	

Cocoa—

Homeopathic, 1/4's, 8 and 14 lbs.	0 30
Pearl, " " " "	0 25
London Pearl, 12 and 18 " "	0 22
Rock " " " "	0 30
Bulk, in boxes.	0 18

Royal Cocoa Essence, ackages.

	per doz	1 40
--	---------	------

CHOCOLAT MENIER.

	In Cases of 10x12 lb	In 12 lb bxs
Van a—	per lb.	lot.
Yellow wrapper,	\$ 0 32	\$ 0 34
Unsweetened—		
Blue Premium	C 35	0 37
	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
--	---------	------

(A. P. Tippet & Co., Agents.)

Chocolate—

Caracas, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's, " " "	0 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs	0 29
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4's, 14 lb. bxs.	0 24
Fry's "Monogram", 1/4's, 14 lb. bxs.	0 24

Cocoa—

Concentrated, 1/4's, 1 doz. in box.	2 40
" 1/2's, " " "	4 50
" 1 lb. " " "	8 25
Homeopathic, 1/4's, 14 lb. boxes	
" 1/2's, 12 lb. boxes	

JOHN P. MOTT & CO.'S.

(R. S. McIndoe, Agent, Toronto.)

Mott's Broma.	per lb.	0 30
Mott's Prepared Cocoa.		0 28
Mott's Homeopathic Cocoa (1/4's).		0 32
Mott's Breakfast Cocoa (in tins).		0 45
Mott's No. 1 Chocolate.		0 30
Mott's Breakfast Chocolate.		0 28
Mott's Caracas Chocolate.		0 40
Mott's Diamond Chocolate.		0 22
Mott's French-Can. Chocolate.		0 18
Mott's Navy or Cooking Chocolate.		0 27
Mott's Cocoa Nibs.		0 35
Mott's Cocoa Shells.		0 05
Vanilla Sticks, per gross.		0 90
Mott's Confectionery Chocolate.	0 21	0 43
Mott's Sweet Chocolate Liquors.	0 19	0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, 1/4 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes, 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—

emium No. 1, boxes, 12 lbs. each.	
-----------------------------------	--

Baker's Vanilla in boxes, 12 lbs. each.

Caracas Sweet, in boxes, 6 lbs. each.	33
Vanilla Tablets, 416 in box, 24 boxes in case, per box, net.	4 20

German Sweet Chocolate—

Grocers' Style, in boxes, 12 lbs. each.	0 28
Grocers' Style, in boxes, 6 lbs. each.	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25

Soluble Chocolate

In canisters, 1 lb., 4 lb. and 10 lb.	0 50
---------------------------------------	------

Breakfast Cocoa—

In bxs, 6 and 12 lbs. each, 1/2 lb., tins.	0 50
--	------

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.	0 27
" 1/2 " " " "	0 28
" 1/4 " " " "	0 19
" 1/8 " 5 or 10 " "	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.

Me

T

A. W.

Mocha.....  
Old Governu  
Rio.....  
Plantation C  
Porto Rico.  
Guatemala.  
Jamaica....  
Maracaibo..

Mecca.....  
Damascus..  
Cairo.....

TODD  
Excelsior B  
Our Own  
Jersey  
Laguaya  
Mocha and  
Old Govern  
Arabian M  
Maracaibo  
Santos....  
Crushed Et

Dalley's P  
bottles  
Dalley's Tr  
all Bas  
Dalley's F  
tles, 5l  
Crown Br



Parisian  
Ketchup,  
Ketc]

Pepp

Bovril-1

1  
Sun  
Invalid

Currant

Dates,  
Figs-1

Prunes

Raisin





# There are reasons for it.

# FOR WHAT?

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

## WHAT ARE THE REASONS ?

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

## THE BRANTFORD STARCH CO. Limited, BRANTFORD

For puddings, custards, etc.

ONTARIO } 38-lb. to 45-lb. boxes, STARCH } 6 bundles	0 06
STARCH IN } Silver Glose	0 07 1/2
BARELS } Pure	0 06 1/2

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—

Canada Laundry, boxes of 40 lbs.	0 04 1/2
Finest Quality White Laundry—	
3 lb. cartons, cases 36 lbs.	0 05 1/2
Bbls. 175 lbs.	0 04 1/2
Kegs, 100 lbs.	0 04 1/2

Lily White Glose—

Kegs, extralarge crystals, 100 lbs.	0 06 1/2
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 Glose—

1 lb. fancy boxes, cases 36 lbs.	0 07 1/2
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 09

Canadian Electric Starch—

40 packages in case	3 00
---------------------	------

Culinary Starch—Challenge Prep. Corn—

1 lb. pkgs., boxes 40 lbs.	0 05 1/2
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06 1/2

SUGAR. per lb.

Granulated—

Redpath and St. Lawrence, single barrels	0 04 7-16
Redpath and St. Lawrence, 5-barrels	0 04 3/4
Acadia, single barrels	0 04 3/4
Paris Lump, bbls. and 100-lb. boxes	0 05 1/2 0 25 1/2
in 50 lb. boxes	0 05 1/2 0 05 1/2
Extra Ground, bbls. icing	0 05 1/2 0 05 1/2
Powdered, bbls	0 05 0 05 1/2
Very bright refined	0 03 1/4 0 04
Bright Yellow	0 00 0 03 1/4
Dark Yellow	0 03 1/4 0 03 1/4
Nemerara	0 03 1/4 0 03 1/4
Raw, in bags	0 03 1/4

SYRUPS AND MOLASSES.

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

MOLASSES.

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

SOAP.

Rabbitt'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, 11 1/4 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—

Half Chests Kaisow, Mon- ing, Paking	0 12	0 60
Caddies, Paking, Kaisow	0 18	0 50

INDIAN.

Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25

CEYLON.

Broken Pekoes	0 35	0 42
Pekoes	0 20	0 40
Pekoe Souchong	0 17	0 35

CHINA GREENS.

Gunpowder—

Cases, extra firsts	0 42	0 50
Half Chests, ordinary firsts	0 22	0 38

Young Hyson—

Cases, sifted, extra firsts	0 42	0 50
Cases, small leaf, firsts	0 35	0 40
Half Chests, ordinary firsts	0 22	0 38
Half Chests, seconds	0 17	0 19
" " thirds	0 15	0 17
" " common	0 13	0 14

Young Hyson— PING SUYYS.

Half Chests, firsts	0 28	0 32
Half Chests, seconds	0 16	0 19
Half Boxes, firsts	0 28	0 32
" " seconds	0 16	0 19

Half Chests— JAPAN.

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

LIPTON'S TEAS.

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

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

"SALADA" CEYLON. per lb.

Brown Label, 1 lbs. retailed at 25c	0 20
Brown Label, 1/2 lbs. retailed at 26c	0 21



Green label, retailed at 30c..... 0 22  
Blue label, retailed at 40c..... 0 30  
Red label, retailed at 50c..... 0 36  
Gold label, retailed at 60c..... 0 44  
Terms. 30 days net.

"KOLONA"

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

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

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

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold	...
Bar, 8's	...
Ingots, rough and ready, 8's	...
Laurel, 3's	...
Brier, 7's	...
Index, 7's	...
Honeysuckle, 8's	...
Napoleon, 8's	...
Victoria, 12's	...
Brunette, 12's	...
Prince of Wales, in caddies	...
" " 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.....	8 00
" 3.....	4 50

THE E. B. EDDY CO.

Washboards, Planet	1 60
" " " " " XX	1 40
" " " " " X	1 25
" " " " " Special Globe	1 50

Matches— 5-Case Lots, Single Cas

Telegraph	\$3 50	\$3 70
Telephone	3 30	3 50
" 1/2 gro. bxs	3 50	3 70
Parlor	1 40	1 45
Red Parlor	1 40	1 45
Safety	4 00	4 20
Flamers	2 25	2 35
Tiger	3 15	3 35

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.

IO  
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SELL  
HAN  
The M  
DURAN  
TRY  
The Wm.  
The good  
sunk in  
fall off  
BEST G  
Repr  
Chas. B  
The H.  
Oak

For . . . . .

**10 cents**

We will mail you a valuable little book on

**BUYING  
SELLING AND  
HANDLING OF TEA**

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

The MacLean Publishing Co.  
25 Front St. West, Toronto.

**DURABLE PAILS AND TUBS.**



TRY

THEM

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

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

Represented by...

Chas. Boeckh & Sons, Toronto.

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

**THE  
Oakville Basket Co.**

MANUFACTURERS OF

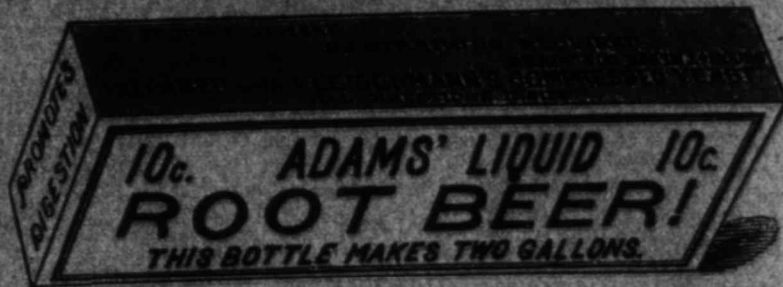


- 1, 2, 3 bushel grain and roof baskets.
- 1, 2, 3 satchel lunch baskets.
- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
- Fruit package of all descriptions.

For sale by all Woodenware Dealers.

**OAKVILLE, ONT.**

ADAMS' GINGER BEER IS DELICIOUS.



ORDER NO. 203

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

**THE CANADIAN SPECIALTY CO.**

Dominion Agents.

38 Front St. E., Toronto, Ont.

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

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**THE DRY GOODS REVIEW**

TORONTO . . . .

. . . . MONTREAL

Established 1789.

**Walter Baker & Co., LTD.**

Dorchester, Mass.  
The Oldest and  
Largest Manufacturers of



**PURE, HIGH GRADE  
COCOAS**

AND  
**CHOCOLATES**

on this Continent.

No Chemicals are used in their manufacture.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

**Walter Baker & Co., Ltd.,**  
Dorchester, Mass.



N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal

EVERY CAN WARRANTED.

We are also packers of the well and favorably known brands of BRAVER, COLUMBIA and TIGER, all guaranteed prime RED fish.

ALL LIVE GROCERS KEEP THEM.

**J. H. TODD & SON,**

Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto, Agent for Ontario.  
" W. S. Goodhugh & Co., Montreal.  
" Teas & Perse, Winnipeg.

THE "GENUINE"



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



HEAT WILL NOT BREAK IT.



EVERY CHIMNEY NICELY WRAPPED AND LABELLED.



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



COWANS, KENT & CO., - TORONTO

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

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MERCANTILE AGENCY

THE BRADSTREET COMPANY,  
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THOS. C. IRVING, Superintendent.

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

- The Canadian Hardware and Metal Merchant.
- The Canadian Dry Goods Review.
- The Bookseller and Stationer.
- The Paper and Pulp News.
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May have a single copy of them sent free at any time they wish to consult the advertising columns. Special clubbing rates on application. . . . .

MacLean Publishing Co.

Montreal : : Toronto



"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 water-proof 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

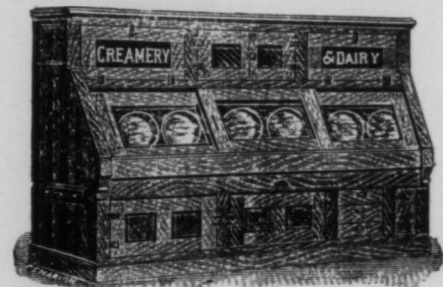
For giving patent leather shoes a quick, BRILLIANT and WATER-PROOF lustre without INJURY to the leather.

For sale by—

All Wholesale Grocers.



Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

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

OAKEY'S  
'WELLINGTON'  
KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

JOHN OAKEY & SONS, LIMITED,

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

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

JOHN FORMAN, 650 Craig Street MONTREAL

THE PUREST MADE

IT IS

(KNOX'S)

The only Gelatine positively free from all odor and taste, has no acid in it, and can be mixed with cream without curdling, takes less flavoring, needs no eggs to clarify, as it is clarified during the process of manufacture, dissolves and sets more quickly than any other made.

GROCERS, don't you think your customers will appreciate these facts, and that it will pay you to order KNOX'S every time?

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

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William H. Dunn	-	Montreal
Beattie & Elliot	-	Quebec
C. & E. MacMichael	-	St. John
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