

THE CANADIAN GROCER

OL. XI

MONTREAL AND TORONTO, AUGUST 27, 1897.

No. 35

QUALITY..

When a salesman talks price to you

Ask him about **QUALITY**

When he talks quantity

Ask him about **QUALITY**

When he talks merit to you

Ask him about **QUALITY**

That's the

STRONG POINT

in

Colman's Mustard

**PEEK
FREAN
& C^o's**

**BISCUITS
AND
CAKES.**

Have obtained great Celebrity for their
← **PURITY & EXCELLENCE** →

Factory—LONDON.

Sample Room—Schepp Building, Hudson and Duane Sts., NEW YORK.

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

PUREST AND BEST

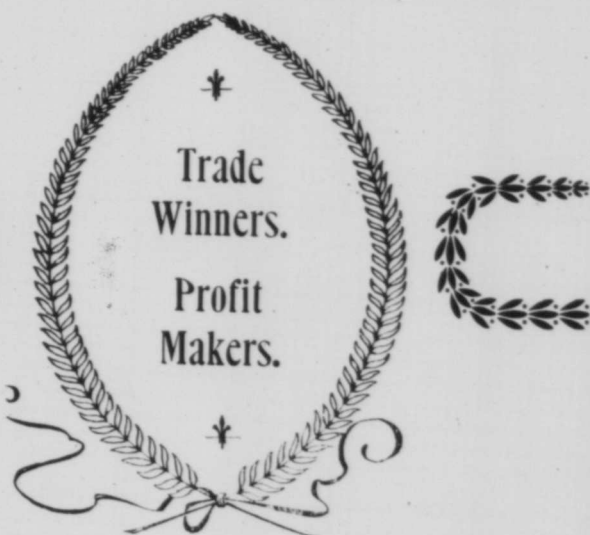
WINDSOR SALT

Answers the requirements of the most fastidious.
Perfect in quality, and shipped in the neatest
and most attractive packages.

YOUR WHOLESALE HOUSE WILL SUPPLY YOU.

THE

WINDSOR SALT CO. Limited. Windsor, Ont.



Fry's Cocoa

Concentrated.

Easily Soluble. Absolutely Pure. 200 Medals.

Hand in Hand Brand

⁹⁸/₁₀₀ pure Bi-Carbonate of Soda.
For strength, unequalled. The grade never varies from one
standard of quality—the highest.

Bi-Carb. Soda.

Lazenby's Jelly Tablets.

13 varieties.
Absolutely pure flavorings. The
economical housekeeper's friend.
Great friend-makers for the
store.

Lazenby's Soup Squares.

11 varieties.
Quick soup makers. The qual-
ity is fine. Each one makes a
pint and a half of rich, nutritious
soup.

Sold by leading Wholesalers.

Agents:

A. P. Tippet & Co.
Montreal and Toronto

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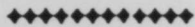
VINEGAR

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

R. J. GRAHAM - BELLEVILLE, ONT.

“Banner Brand” Japan Tea

The best tea in Canada to retail at 25c.



SALMON

Red Sockeye

(new pack) just arriving.

T. B. Escott & Co.

Wholesale Grocers
Tea Importers

LONDON



The Camper's Hampers

are not complete unless they contain

MacLaren's Imperial Cheese

Fresh air and out-door exercise produce keen appetites, and keen appetites appreciate nothing more than

MacLaren's Imperial Cheese

For sale by grocers in all parts of the world.

SPICES SPICES SPICES

JUST ARRIVED—A LARGE CONSIGNMENT OF WHOLE SPICES.

If you want the finest ground spices, ask for **DALLEY'S**, and be sure you get them. They are put up in barrels, pails, ten pound tins, boxes, and packages ranging from one ounce to one pound.

THESE SPICES ARE VERY FINE.

THE F. F. DALLEY CO., Limited

HAMILTON, CANADA

Victoria ^{4 cups} ~~returned~~ *Victoria*
7/5/00

Victoria Parlor Matches

Short Matches in neat wooden boxes---for household use and for carrying in the pocket. Warm weather or climatic changes will not affect them.

The E. B. EDDY CO., Limited

HULL
MONTREAL
TORONTO

Victoria ——— *Victoria*



Japan Teas

Have you been studying the Market?

It will be difficult to get A-1 value for a 25c. line. These lines are short crop and are rapidly advancing. We have, by a streak of good fortune, secured some extraordinary values at from 17½ to 19 cents, and our offerings cannot be repeated when our present supplies are sold.

Don't miss the opportunity to get values that will bring you new business.

W. H. GILLARD & CO.

Wholesalers
Only **Hamilton.**

JOHN MOUAT,
Northwest Rep., Winnipeg.



BOOKS FOR THE RETAILER

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

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

Pitfalls of the Dry Goods Trade

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

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

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

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

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

Address:

The MacLean Publishing Co. Limited
TORONTO and MONTREAL

THE SALT OF THE EARTH...

RICE'S PURE SALT

All kinds of Salt



Write for prices and samples. All packages first-class. Prompt shipment guaranteed.

Sole Makers:

The North American Chemical Co.

GODERICH, ONT.

Limited

A Clean Sweep.

We do not slight the smallest details in our broom-making. We believe that what is worth doing at all is worth doing well. All uncertainties are swept aside.

Our brooms will please your customers because they are made on honor. Our prices will please you because they are low for the quality represented.

Boeckh's Brooms.

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

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

THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, AUGUST 27, 1897

(\$2.00 per Year) No. 35

AN INDIAN TEA GARDEN.

It is not a particularly eastern scene—according to what the home standard of what the east should be like. There are no marble palaces with flat roofs showing through a tracery of palm leaves, no minarets, no domed buildings, no fountains playing in shady courtyards. At first sight one may feel a little disappointed, and overlook the buffaloes ploughing in the foreground, the bullocks walking in line, each with a chest of tea on either side, the heavy jungle covering the hills up to the very top. Yet none of these sights are common in the west. In this hot, steamy, luxuriant quarter of the north-eastern corner of India the land is flat on my one hand and hilly on my other. The hills hereabouts are not more than two or three thousand feet high, and their precipitous sides are hidden in heavy tree jungle until they merge in the rich rice-bearing plain, where the eye travels over a waving sea of long green grass. Far away the view is stopped by a belt of bamboo forest on some river bank. Here and there dotted over the plain some clumps of bamboo, separi trees and palms give sufficient shade and shelter to the few thatched houses in their midst.

Tea is an accommodating shrub, and grows at various elevations, but a description of a garden embracing the lower slopes of the hills and extending into the rich terai at their feet will suffice for all. The tea plant was originally imported into India from China, and the old Chinese name "cha" is the one used in the vernacular. It was many years before the discovery that the plant was indigenous to India was made. Then the small China leaf began to be superseded by the larger and darker leaves borne on a plant having its home not very distant from Manipur. This, or its immediate descendants, may be claimed to be the variety commonly planted now. In the old China days the sides of hills represented

to the planter the desirable land, but nowadays the rich low-lying flats are more favored. In appearance the tea shrub is not unlike an evergreen. Its size and the color of its leaves vary according to the nature of the soil and the exposure of the situation. That grown on a dark peaty soil will be darker than if grown on a higher and drier plane, and the bush itself will be larger. A tolerably damp climate is necessary for the production of tea, and in some of the districts the rainfall averages as much as 140 or more inches in the year. The maximum shade temperature according to the season runs from 63 deg. to 103 deg.

All gardens present certain similarities of appearance. In all we see the long undulating stretches of flat land, the slopes and the steeper hillsides covered with rows on rows of dark bushes. Where the slope is really acute these sides are cut into terraces, on which the tea is planted. In every garden are one or more bungalows for the European staff. To be as far out of malaria as possible they are placed on high ground. Should this not be possible the bungalow must be erected on posts. Its first storey, for there is no ground floor, is elevated some eight feet, and entrance is provided by a flight of steps. All have on one or more sides verandahs. In every garden there must be a factory, and round this the store go-downs, offices, and withering-houses are situated. The coolies are housed in rows of thatched huts known as "lines." These stand wherever well-drained ground and good water offer advantages. Every garden must have a hospital, and should a European doctor not live within a certain radius a certificated native must be kept.

The bungalows are constructed of brick, galvanized iron, or a kind of lath and plaster work with wood framing. The factory, the most important building on the estate, is generally made of galvanized sheeting; the

long black chimneys of the drying stoves projecting through the roof.

Let us start from the beginning and follow the plant to its end. About October the seed is collected from the bushes kept for the purpose, which are allowed to run up until they resemble small trees. After the outer skin has been peeled off, the seed looks like a small brown nut, and it is in this form it is sold. These little brown nuts are tested by being put into water; those which float are rejected as inferior, and those which sink are collected, dried on trays, and afterwards buried in sand until they are required to plant out or to forward to some other garden. The good seed when wanted is taken out and put in square holes cut in the ground, in a shady spot, and a layer of seed is thrown in and covered with a layer of loose soil. This is repeated until the hole is full, when over the last layer of soil long grass or leaves are placed to keep all thoroughly moist. From time to time the grave is opened to see the progress towards germination. By and bye the seeds split, and a little tail is pushed out from between the two halves. Now is the time to take the seed up and drop each into a hole made in long beds of carefully-loosened earth. These in turn are covered with a light machan or framework to guard against the spring hailstorms. Gradually tips begin to show, and when the seedlings are from six to eighteen months old (according to opinion) they are planted out in their proper places in the garden. Five feet by five is a common planting distance, and the lines run diagonally. In this manner a greater number of plants are got into the same area than if the lines were made to run in squares. The method is called triangular planting, and it was many years before its advantages were recognized. We may leave our plant for three years, only hoeing up the soil at intervals, and not allowing grass or creepers to grow up and throttle its life. After three years it is expected to come into

Arriving this Week...

CHEAP CONGOUS

OUR TRAVELLERS ARE
CARRYING SAMPLES.

Splendid Liquoring Teas.
Half-chests and Caddies.

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

bearing, and may be plucked lightly until it acquires sufficient strength and sap to stand the regular routine

The garden is divided into many divisions. Each of these is plucked once in, say, seven or more days according to the system in vogue. Only the young shoots are taken. In the interval, while the other sections are being plucked, the plant in that first plucked is throwing out more buds to be ready in turn. This work is usually done by the women on an estate. In the manner of its doing, as in the quantity plucked, there is plenty of opportunity of showing individual merit. The artiste may pluck twenty, thirty or more pounds of leaf in a day while the amateur is picking five. In spite of the child slung in a fold of the sari, both hands move so fast it is impossible to follow the movements of the fingers. As the leaf is plucked it is dropped into a cloth slung as an apron, and this from time to time is emptied into the basket. Green leaf yields one quarter its weight in manufactured tea. After the day's work is over the leaf is weighed and spread evenly on trays placed in racks. The trays are made of wicker or wire netting, to admit of a free circulation of air round the leaf. In the hot season tea is frequently brought in at mid-day and weighed then as well as at night. The leaf if it remains too long in the baskets is apt to get over-heated. When it has remained on the trays until it is withered, so that a handful crushes like soft kid, none of the stalks cracking, it is ready to be rolled. The roller is a machine with a rotatory motion, which turns the mass of leaf over and over till each little leaf is only a tiny roll of green. The mass is then loosened and again placed on trays in a cool situation to ferment. Now it begins to lose the natural color, fermentation turning it from green to a coppery red. It is then ready to be fired.

The firing stoves are so constructed that the smoke is drawn off, and only the hot air passes up and through the tea. Through slots cut in the outer casing the tea is passed

on trays into the current of air. Many stoves are complicated pieces of machinery, working automatically, driving the air by fans and dispensing as far as possible with manual labor. During the firing operation the tea assumes the dull black color so well known. No stage can be proceeded with while a former one remains incomplete. Thus tea, like time and tide, waits on no man, and in the season the relays of leaf keep two sets of men going day and night. It remains now to pass the tea through sieves that the fine may be separated from the coarse. Broken Pekoe, Pekoe and Souchong are three very ordinary sortings. All do not believe that any name would be good enough for a rose, so we have orange Pekoe, flowery orange Pekoe, etc. Of course, the finer the qualities you sort out the less strength will there be in the remainder. The coarser kinds are passed through a cutting machine, which cuts the leaf up into smaller pieces. That is all. Pack it up now in leaded boxes and send it off to the auctions in Calcutta or home to Mincing lane.

On the garden the labor force may be divided into three sections—the European establishment, the native and the coolies. The European establishment on an average-sized garden will consist of three—a manager, assistant and an engineer. The manager directs all the different work, and the books and money are in his charge. The assistant looks after the tea in cultivation, and sees that the manager's orders are carried out. The engineer has charge of all the machinery, and, as a rule, of the tea during manufacture. The native establishment includes one or two baboos for accounts, a doctor baboo in charge of the hospital, "sirdars" to look after the coolies while outside, "chowkidars" to watch them in the lines, peons, and perhaps one or two native "maistris" or carpenters. The coolie does all the actual manual work in connection with the estate save the carpentering, etc. The men hoe, prune, weed,

fire the tea—anything and everything. The women in the season pluck the leaves, and at other times do light hoeing or pruning, as may be required. The coolie is not a native of the tea districts. The hillmen, on the one hand, will no more leave their jungle to work on an estate than the ryot in the plains will leave his crops. At odd seasons both may give some assistance, but their labor is too uncertain to depend on.

The coolie comes from the jungles round Giridah, Central and Northwest Provinces. The former are the best, and the latter only suitable for healthy districts. They are brought up usually on a three years' agreement. Wages for the men are from three annas per day upwards and for the women from two. During the busy season at task work they can earn much more. The system of recruiting these laborers is a curious one, open to many abuses, so much so that there is now on foot a scheme for restricting recruiting to one central agency. At present there are many private firms, and their arkattis go hither and thither among the villages bringing what coolies they can to the depot. At the depot they are medically inspected, and then before a magistrate the terms of agreement are explained and the statements as to name, caste, age, etc., verified. The cost of procuring these coolies and taking them to the tea districts runs from 40 rupees to over 100 rupees per head. Practically none of this reaches the coolie, and the temptation to make money by fraudulent recruiting is the chief abuse. It is not a nice trade. In the Bengal tea districts the labor is mostly free, the men going and returning at will. When the three years expire the coolie either re-engages under a local Act for one year (for this a bonus in rupees is given), or settles in coolie villages set up in the plains. Only the minority return to their country to stay, though many pay short visits and return to their villages or gardens, bringing their relatives with them.

The number of Europeans engaged in tea

Still Leading

We are now in a position to offer our celebrated "Uriba" and "Kiji"

Brands of Japan Tea for delivery end of the month.

ALSO—
HILLWATTEE TEA
and CIRCLE TEA.

Have them in HALF CHESTS
20-lb. CADS
5-lb. PACKETS
4-lb. PACKETS
1-lb. PACKETS

LUCAS, STEELE & BRISTOL - - HAMILTON

DO NOT FORGET....

We are now shipping our famous coffees

The Mecca, Damascus and Cairo

in 2-pound tins, full weight, hermetically sealed (whole or ground coffee as desired). This is the most popular way of selling coffee. Our tins are attractively labelled and will assist in decorating counter, or shelves; packed 15 tins to a case.

James Turner & Co., Hamilton

Importers and Wholesale Grocers.

As good as ever.

REINDEER BRAND

CONDENSED MILK

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

CROWN BLEND CEYLON TEA

In
Lead
Packets.

Lbs. and ½ lbs.



has no equal

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

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

Sole Agents for Canada ... **T. KINNEAR & CO.** 49 FRONT STREET EAST **TORONTO**

cultivation is limited by the number of gardens. Personal influence is the usual medium for obtaining a billet. An assistant on coming out is provided with a bungalow, medical attendance and one or two servants; a horse and syce are also kept for him by the garden. The actual cost of living is little, but the Indian climate calls for many necessities which elsewhere would be reckoned luxuries. These necessitous luxuries soon mount up, and the pay unsupplemented is barely sufficient. The life for those who can stand the climate is a pleasant one.

R.G.B., in Glasgow Herald.

OUTLOOK FOR CANNED GOODS.

WHEN Mr. Boulter, Mayor of Picton and head of the firm of W. Boulter & Sons, the canners of the "Lion" brand, was in the city last Friday, he was seen by THE GROCER and interrogated as to his opinion of the canning prospects for this season.

"The situation," he said, "was admirably described in an article in your issue of August 13, and the outlook has not changed much since that time."

"Last year," he continued, "we packed 15,000 cases of peas, this year not half that amount. The hot weather in July completely dried up this year's production, and we were canning only two weeks. I hear that nearly all the canners are sold out, but," with a little smile, "we disposed of only 500 cases as yet, and are now refusing 75c. We intend to make up for last year's losses, if possible. We disposed of our peas last season for 57½c."

"From the present prospects we will not be canning corn or tomatoes before September 1. Last year we were handling tomatoes full blast on August 12. As pointed out in that article of yours, the tomato vines have grown at the expense of the vegetable; now each covers from 4 to 6 feet of ground, and is loaded with small to-

matoes. Unless hot weather comes, the pack will certainly be very small. We have sold no futures and will not under any circumstances. Prices will certainly advance. This is no 'peach scare.' These are the facts, and anyone who will take the trouble to drive through the country can see them," he enthusiastically remarked. "The reason of this backwardness is the fact that the pollen were prevented from being distributed by the wet weather in the spring.

"Corn, too, will be scarce," he concluded. "The spring weather was also the cause of this."

He ended his business-like conversation by saying that business in the canning line was likely to be far more satisfactory to canner, jobber and retailer on account of the high price.

THE PROSPECT FOR TRADE WITH NORWAY.

Editor GROCER,—As the time is drawing near when the wholesale grocers here will be looking around for their supply of fresh and evaporated apples, we thought it might be well to call the attention of the Canadian evaporators and exporters to the fact that the apple crop will be a failure this year in the Scandinavian countries, and that large quantities both of fresh and evaporated apples will very likely be wanted to supply the demand.

We do not omit to state at the same time that the kind of fresh apples wanted are "red Baldwins," packed in nice clean barrels, well assorted, and that only the best evaporated apples (prime and choice) packed in cases of 50 lbs. net each are salable. The duty is rather high, having been increased lately from 25 ores to 40 ores (\$1 = 375 ores) per kilogramme, and is the same for both good and inferior qualities, which makes the latter come unproportionately high.

U. S. packers are introducing a new style of packing, viz.: 1-lb paper cartoons, which

is well received here. We also think this a very good plan, as, with the packer's name on every cartoon, this serves to make the brand known quickly.

Of other articles which are selling here steadily, and as yet principally imported from the U.S., we will mention rolled oats, wheat flour and corn for cattle feed. During the last two years we have had regular shipments of rolled oats from the Tillson Co., of Tilsonburg, Ont., and are pleased to say that their goods are giving entire satisfaction and successfully take up the competition with the U.S. article. As a fact, we have not up to this date had a single complaint. The principal time for the rolled oats import is during the fall and winter months.

Pure Manitoba wheat flour is regarded as a superior article and would find a ready sale. We have had some shipments, which we have bought in firm account, but the mill informed us sometime ago that they were so heavily engaged in filling orders for the English market, that it would be impossible for them to ship any flour to the Scandinavian countries until further notice. We would therefore like to hear from some mill desirous of having their flour permanently introduced here, and shall be pleased to receive samples with c.i.f. quotations on best patents and bakers'.

Corn for cattle feed is imported whole and ground here on account of the duty. It is only about a year ago that the import of this became of any importance, but since then it has been gaining steadily until now almost every steamer from the United States brings hundreds of sacks. We shall be pleased to hear from Canadian exporters in this line. We solicit correspondence with Canadian exporters in general.

Without anything further at this writing, we remain, Yours respectfully,

C. E. SONTUM & Co.,

Commercial agents for the Canadian Government.

Christiania, Norway, Aug. 9, 1897.

WHY

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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.**

WHY HE ADOPTED THE CASH SYSTEM.

A WESTERN merchant who appreciates the advantages of the cash system has addressed the following letter to his trade :

We want your trade in our line, and propose to make prices an inducement. Beginning with the first day of June, 1897, we are going to close our books and mark all goods in the house down to a cash basis, and from that time onward do a strictly cash business. We are convinced beyond a doubt that this is the only fair way to do business, because the people then get the benefit of close prices and do not pay long profits, which must be made in order to offset bad debts in doing a credit business. We have been doing a credit business for the past 16 years, and notwithstanding the fact that we have been careful in selecting and extending a line of credit to the people, we find every now and then that a certain account is worthless. We have fought and reasoned with ourselves for several years why we should make such a radical change in our business, but finally jotted down some of the reasons that brought us to it.

1. We will save the salary of a book-keeper and collector, which amounts to \$500 per year, and by taking advantage of discounts on all bills can save money and sell goods closer.
2. Because we will save in stamps and stationery about \$300 per year.
3. We will always have from \$3,000 to \$5,000 more merchandise in the store in place of having it on the books and in notes, and can therefore serve customers better.
4. Because we will have no bad debts and can therefore afford to sell goods much cheaper.
5. With the above savings we can save customers from 10 to 25 per cent. on every article sold.
6. Because the cash system is the only

system, and quick sales and small profits is the secret of success.

7. Last, but not least, we have been in the credit business for 16 years and are sick of it.

You can readily see that all these expenses, losses and troubles can be avoided by us in doing a cash business, and a saving of a neat per cent. to the customers.

To parties indebted to us we wish to state that we are not going to crowd the collection of their accounts, but will give them a reasonable time to settle, and kindly ask them to continue their patronage, but must insist on cash payment for everything bought from said date. Coupons, which we will issue, will be considered as cash. The fact that goods will be sold close will not allow of their being charged.

THE CALIFORNIA FRUIT CROP.

MUCH has already been said in regard to the abundance of the California fruit crop. A correspondent in The Mercantile Record writes thus from California :

Southern California has never seen its like and growers are embarrassed to know what to do with the luscious fruit, it is so abundant. A little of the fruit is packed whole and shipped to outside markets and a little more is disposed of in local markets, but the greater part of it is dried where it is possible to procure the necessary help. But there is not a fruit-drying establishment in Southern California that is not running short-handed, although the work is unskilled and much of it can be done by children.

Speaking of the apricot harvest reminds one of the harvest time for the other fruits, of which lemons and oranges are the most bountiful in this section of the state. The harvest time for lemons is all the time, one might say, but the principal times for gathering them are during the months of March and September.

Contrary to the general belief among eastern people lemons do not have to get

ripe to be picked. They must attain a certain size—2½ inches in diameter is the standard—and then, whether green or ripe, they are cut from the boughs and stored in a dark room until they assume a feeling to the touch somewhat akin to that of a piece of kid leather. They are then supposed to be properly cured and suitable for shipment. From four to six weeks is required for the curing process, the green lemons taking on the characteristic lemon hue during that period.

Lemon-growers usually go over their orchards about every 40 days, gathering such as have approximated the standard size. In winter nearly all of the lemons plucked have already assumed their yellow color, but in summer the reverse obtains, and the harvester gathers the fruit when it is as green as the foliage which surrounds it. This is due to the fact that there is a free flow of sap in the summer, while the flow is small in the winter.

TO THE WHOLESALE TRADE IN GENERAL VIA THE CANADIAN GROCER.

GENTLEMEN, — Is it possible that the wholesale trade cannot place us merchants on a level with those department stores who advertise and sell Dodds' Pills for 30c. and Chase's Pills for 12½c. when they cost us more money. Why, the best of our trade is handicapped so that we cannot do a profitable business just because the wholesale trade is selling at cut rates to those who are slowly doing away with the retail trader. The wholesale trade is driving a nail into its own coffin. Do the manufacturers make those cut rates to large wholesalers and do the small wholesalers pay an advance price? Where are the following who catered for the cut-throat trade, viz., Samson, Kennedy & Co., McMaster & Co., R. Linton & Co., J. W. Lang & Co. and many others who within the last few years have had to step out and let the assignee wind up their estate?

A. MERCHANT.

THE CUBAN WAR AND BANANAS.

ONE curious result of the Cuban war is the complete revolution of the banana industry. Three years ago one could feel reasonably certain that a banana seen in the United States was grown in Cuba. Now we do not get a single bunch from the island. Cuba formerly sent us over 2,000,000 bunches of the rich tropical fruit every season. The principal firms engaged in the importation of bananas had great plantations of thousands of acres in extent and eastern Cuba was rapidly becoming one huge banana farm. In fact, the raising of bananas had grown to be one of Cuba's most important industries. Twenty vessels were continually occupied in carrying the fruit to the United States. During 1895 the crop was not seriously affected, but last year banana traders found it impossible to load their vessels in Cuba. During the season a large part of the plantations was destroyed, and now nothing grows where once was the most fertile and highly productive spot in Cuba.

The destruction of the banana plantations has incidentally involved the loss of considerable American capital, but the trade itself has not been allowed to languish, although it is almost true that not a banana comes out of Cuba to-day. The amount of this fruit used in America this season will

be more than double what it was in the year before the Cuban war. Cuba, the great banana raiser, has disappeared from this line of work, but her place has been taken by Jamaica, Porto Rico and surrounding islands, Mexico and Central America. Natives, blacks and American planters have gone into the business in all these places, and the result is that bananas are now cheaper than ever, and the supply is large enough to meet the rapid increase in demand. This increase has been very remarkable during the past few seasons. It is probable that this year between 15,000,000 and 20,000,000 bunches will be brought into this country. Of this amount nearly one-half comes by way of New Orleans, one-third by New York and the remainder through other ports.

It is only within the past few years that the handling of bananas has been worthy the name of a distinct trade. Previously it was only a part of the fruit trade, and like most kinds of fruit, the banana was counted on as good for its season. The banana season was "on" when apples, berries and other native fruits were "off." As time went on, however, and greater familiarity with the banana taught people that it was the most excellent and adaptable of fruits, a steady demand grew up which persists the year around. Physicians took up the

banana and recommended it for its healthful and nourishing qualities, and altogether the banana has come into high favor. That is briefly why the people of the United States will eat this year some 20,000,000 bunches of bananas, or roughly one bunch, averaging 200 bananas, to every family in the country.

The great bulk of bananas brought into this country are the yellow kind, but a good many of the red variety from Lower California and Central America are also used. There is no other kind of fruit that can be served in so many different ways as the banana, and this in great measure accounts for its growth in popularity and the great increase in its use.—Commercial Appeal.

WATCH FOR IT.

Keen's hansom cab, which excited so much talk in Montreal when it first appeared, has again been placed on the road after a complete overhauling, and in its re-varnished condition it will be sent to Toronto for Exhibition week.

All Toronto grocers will be welcomed at the Exhibition stand, where Mr. J. H. Magor will be in charge of Keen's exhibit.

If you would be remembered by a bald headed bachelor, send him a comb, for he will never be able to part with it.

This Will Interest You...

Just In.—Our second lot of Rogers' "Caravel" brand 250 boxes Valencia Raisins. Extra fine quality.

A Special Line.—3,000 x 1-lb loaves Maple Sugar. Bright and guaranteed pure.

This Will Please You.—We are receiving our third car-load of Pickles, sweet and sour, Catsup, Baked Beans (plain and in tomato sauce), Prepared Mustard, etc., from Williams Bros. & Charbonneau, Detroit. If you have not tried these yet, do so, they are the best values offered.

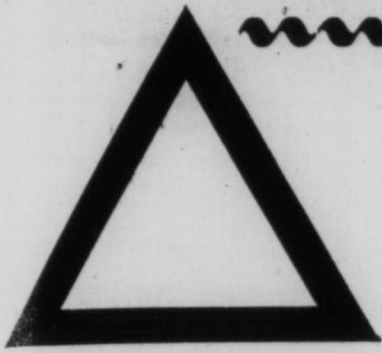
Ask for our PRICES, they are always THE LOWEST.

L. CHAPUT, FILS & CIE. - Montreal.

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Sharp Points

and strong reasons why Tillson's Pan Dried Rolled Oats are good business builders. We are advertising them liberally. We reach the consumer direct in the daily press. WE ARE CREATING A DEMAND FOR THEM, but we are advertising them exactly as they are because we aim to obtain the confidence of those who buy them. Consumers will find them just as we say they are—absolutely clean—with a rich nutty flavor—very healthful.

You won't have to PUSH the sale of because their high qualities are becoming better known every day.

Tillson's Pan Dried Rolled Oats

FROM MANUFACTURER TO RETAILER DIRECT.

The Tillson Co. Limited, Tilsonburg, Ont.

MAKING COFFEE.

ALMOST everybody makes coffee, or at least they think they do, but the connoisseur is scarcely willing to admit that the beverage which passes under the name of coffee has any right to such a title. The world is full of poor coffee—exceedingly poor—and while there is unquestionably a great deal of trash that is called coffee put upon the market, the cook is largely responsible for it, because, as everybody knows, the very finest grade of this article may be spoiled in the making.

Expert coffee makers sometimes roast their own coffee. This is easily done with the regular roaster, which works very much on the same principle as the peanut roaster one sees on the vendor's stand. It is extremely easy to manage, and the wonder is why more housekeepers do not make use of it. If may be placed on the kitchen range

immediately over the coals, the coffee put in and slowly and steadily turned until it smokes. A few times trying will teach the operator just the proper point to which the roasting should be carried.

Unroasted coffee keeps longer than that which is cooked, and when it is desirable to purchase in large quantities the roaster has a manifest advantage. A pound or so of coffee may be done at one time, and if, as many people think, the coffee is better when freshly roasted, the gain is apparent.

It is customary in some households to make coffee with egg. This process is somewhat more troublesome than the drip, but it has the advantage that it can be made in any ordinary vessel, while the drip must have a special pot for this purpose. One of the very best coffee makers, however, prepares what he calls drip coffee by putting the ground coffee into a small bag of cheesecloth, tying it closely and hanging it from a

string held in place by the cover of the coffee pot. The bag is let down into the water several times, then raised and held up by the string as described.

Whatever may be the process of coffee-making a few things are absolutely necessary. The vessel must be thoroughly clean and free from all flavor of any other article; the water must be boiling and the coffee must be ground very finely. Few housekeepers realize that they waste half their coffee by coarse grinding. The particles must be as fine as the best granulated cornmeal. It will make at least one-third difference in the strength of drip coffee whether the particles are fine or coarse. The flavor of the pulverized berry is much better than when it is merely cracked into large pieces.

It seems strange, with as much discussion as there is in public and private on the subject of coffeemaking, that the majority of families should place such an inferior beverage on their tables.—N. Y. Ledger.

“All selling nicely, thanks.”

PURE GOLD MFG. CO.
TORONTO



Have we
your
order ?

An Invitation

is cordially extended to all our customers visiting the city during the Industrial Fair to use our offices while here---you will be entirely welcome.

H. P. ECKARDT & CO.

Wholesale Grocers

TORONTO



GILLARD'S NEW PICKLE...

10 GOLD MEDALS awarded at the great Pure Food Expositions held in Great Britain.
Compounded from the finest known ingredients.
Incomparably the best in the world.

PACKED 2 DOZEN IN CASE.

GILLARD'S NEW SAUCE

A relish of superior excellence, of world-wide reputation.

Single dozen lots	-	-	-	\$1.90
Barrel lots of 12 dozen	-	-	-	1.75

Single case lots	-	\$3.40.
5 case lots and over	-	\$3.30.

SOLD BY ALL WHOLESALE GROCERS
IN CANADA.

GILLARD & CO. Makers, London, Eng.



HAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

THE MacLEAN PUB. CO.
Limited

Fine Magazine Printers
and
Trade Newspaper Publishers

TORONTO: 26 Front St. W. Telephone 2148.
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John Cameron, General Subscription Agent.
Major A. G. Campbell, General Subscription Agent.

A FAVORABLE OUTLOOK.

THE farming community are the fundamental basis of the economic structure in Canada. Accordingly, when the farmers are prosperous, it is obvious that the conditions should favor prosperity in all other branches of business. If there ever was a year when fortune smiled on the agriculturist the present is one, and for this reason the business outlook is considered very bright. In almost every branch of produce in which the farmer is interested, high prices are the rule. He is getting more for his cattle, for the produce of these same cattle, for the fruits of the earth, in fact, everything that he markets.

Live stock and their produce are perhaps, apart from the growing of grain, the most important department of farming in Canada; to the provinces of Ontario and Quebec the most important. Take the production of dairy produce, a leading subdivision, and it is found that the year is a record one. The exports of cheese since the first of May from Montreal exceed those of last year by 212,000 boxes. In other words, the farmers have marketed so far this year 964,000 boxes of cheese which at the average price, 8½c., returned them \$5.95 per box, or \$5,754,800. Last year, during the same time, they exported 751,000 boxes at an average price of 7½c., or \$5.25 per box, and realized \$3,942,750. They have, therefore, increased their earnings this year by \$1,812,000 in this one item alone. Butter has the same favorable showing. The exports this season from Montreal since the 1st of May exceed those of last year by 18,264 packages, and the average price has been 1¼c. per lb. higher.

Butter has returned to the farmer, for the four months of the present year, about \$586,700, the average price being 17c. per lb., against an average price last year of 15½c. and a return of \$356,964. On cheese and butter alone, therefore, the farmers of Ontario and Quebec have made in four months \$6,134,500, or almost \$2,000,000 more than for the same four months of 1896.

These figures are certainly very encouraging, and all the more so as they are strongly supplemented by favorable conditions in other directions. For instance, Ontario red wheat sold at 95c. for export the other day in Montreal, whereas it was offering freely for 50c. and less a year ago. Flour is almost \$2 per barrel higher than it was this time last year. Oats realize 28¼c. to-day against 26c. a year ago. Eggs 11c., against 9c., and so on throughout the list.

In other directions signs of revival are not wanting. The bank statement for the past month is an illustration of this. The statement for July presents the rather unusual condition of a large increase in circulation being accompanied by a reduction in the volume of loans to the public. This can only be accounted for on the supposition that the shortening of credits in many lines of wholesale trade, and the more general adoption of the cash system in retail business, has caused more ready cash and less banking accommodation to be called for in the transaction of the country's business. The circulation has this year reached the highest figure since the year 1893, when it stood at \$33,573,468, against \$32,709,475 for the present year.

Another striking feature about the bank statement is the continued increase in deposits. This movement in the accumulation of deposits has been peculiar, inasmuch as it has steadily progressed ever since the year 1890. Each month of the year since that time has witnessed an increase over the corresponding month of the preceding one. They now show a total of \$205,108,185, a growth of over \$18,000,000 in the twelve months. Another sign of confidence is the increase in the amount of balances due from foreign countries from \$16,713,630 a year ago to \$22,745,589. There are also heavier balances due from Great Britain by \$3,312,174 than a year ago.

MOLASSES POINTING HIGHER.

OPERATORS in molasses in Montreal are figuring on the possibility of a shortage during the present fall and winter. It is well known that the consumption of molasses in the province of Quebec is largely confined to Barbadoes; the French-Canadian habitant, being accustomed to this, will have nothing else. This is not what was expected during the spring and early summer, for owing to the very heavy receipts of Barbadoes stock it was expected that a large quantity would have to be carried over. The receipts this season, however, graded very high under testing, and made the molasses a profitable purchase for the sugar refiners, who, as noted from time to time, were heavy buyers in the Montreal market as well as at the Islands. The result of this condition of affairs has been a decided improvement in prices and a strong possibility of their going still higher. This is all the more likely as advices state that there is no more to be had at the Islands, and now it is doubtful if a buyer could even secure a round lot from first hands in Montreal even at 23c. which is fully 3c. higher than what the goods were offering at less than a fortnight ago.

MERCHANTS AND INFLUENCE.

The force of example in a merchant no one can measure, for upon what manner of man he is will largely depend what manner of men the clerks are he turns out.

It does not necessarily follow that because a certain merchant is dishonest in his methods of doing business his clerks will be likewise afflicted, but his influence will certainly tend to make them such.

It does not necessarily follow that because a merchant's business methods are bad his clerks will become bad business men, but his influence will tend to make them such.

It does not follow that because a merchant is lazy his clerks shall become so, but his influence will tend to make them such.

A thing molded takes the shape of the mold in which it is cast, and the clerk the form and shape to which he is fashioned by his employer.

Merchants, be careful of your influence.

CHINA TEAS.

HERE is nothing in which the trade has seen a greater change in the Victorian era than in the item of tea. China teas have reigned supreme during most of the period. In the early part of the age tea was a luxury, but with the progress of the world came cheaper transportation, and a greater consumption, so that now tea is almost a necessity. But it is no longer China tea that is the necessity as it was a few years ago. The herbs from India, Ceylon and Japan bid fair to exclude the Chinese products from the market altogether. This fact is more noticeable this year than ever. The public favor appears to have materially changed.

The Chinese, it would seem, are making some effort to regain their ascendancy, but we are afraid the attempts will be futile. The producers of the teas that have taken their place will never be found napping as the Chinese were.

Last year was particularly disastrous to the Chinese exporters, for losses resulted from transactions both in Europe and Australia, where the bulk of their tea has been consumed. The losses to the native tea men are estimated at \$1,500,000. With many the retirement from business is necessary, their funds and their credit being exhausted, while others would retire from the business if it were not for the hope that is held out from the attempts being made to improve the quality of the tea.

For some years past the Chinese have been recommended to abandon their system of curing in favor of that practised in Indian gardens, but they are naturally conservative and could not be induced to mend their ways. It has long been evident that Chinese-cured tea was growing into disfavor in Great Britain and Australia, and that unless something was done the trade would dwindle into insignificance.

The seriousness of the outlook, and the recognition of the impossibility of inducing the native growers to introduce a reformation into their methods of curing, gave the necessary impulse to a body of foreign merchants to form themselves into a company, to acquaint themselves with the details of the Indian processes, and to import some machinery to do curing under similar treatment. Last fall some shipments were made by this

company, and the experiment proved so successful with the third or fourth crop leaf that it is anticipated with the first crop leaf complete satisfaction will be given this year.

Difficulties, however, will be encountered for some time at least that will prevent the Chinese tea from regaining its former ascendancy. Prejudices are sure to be aroused by the introduction of machinery, even if tea-firing is carried on by only the better class of Cantonese. If such prejudices do spring up it is to be hoped that the officials will recognize the seriousness of the situation and will do nothing to prevent the resuscitation of the tea trade. The other obstacles—over-taxation and want of communication—are even more dangerous, and cannot be removed without a complete revolution. Those two things keep the Chinese in the same state both in regard to individual intellectuality and to system of government and prevent their sharing in the universal progress.

PRICES WITHDRAWN ON CALIFORNIA RAISINS.

Advices to hand this week regarding new California raisins are much firmer. Orders wired this week to the Coast on the basis of 4c. f.o.b. on the cars there for 3-crown fruit, October shipment, have been turned down by shippers. The latter state that they will fill only original orders at the price, and have instructed their agents in Montreal not to enter into any new negotiations pending further instructions. Eight or ten days ago offers from the same shippers were made on the basis of $3\frac{1}{2}$ to $3\frac{3}{4}$ c. f.o.b. Coast, but the conditions have evidently changed since then. This higher tendency has been apparent ever since the first prices were quoted. These were very low, being fully 1c. below what is being asked to-day, but the generally bullish tendency in all lines of produce and fruits was too strong to be resisted and there has been a steady appreciation in the price of fruit as well as in other foodstuffs on the Coast. As a matter of fact mail advices state that prices are very unsettled owing to the fact that the growers and packers generally can't make up their minds what their goods are really worth. This applies not only to raisins, but to other kinds of fruit, as brokers have tried to get quotations on standard brands of California prunes and have been unable to do so.

TOMATO PRICES WITHDRAWN.

LAST week reference was made to some extensive contracts in canned vegetables, especially peas, corn and tomatoes. This week packers, if advices to hand are a fair criterion, would be just as well satisfied if they had not been in so great a hurry. At any rate, some of them would not be averse to cancelling any existing contracts for new pack tomatoes, if not in other lines. One packer wrote his agent in Montreal this week to withdraw all offers. Instead of his usual pack of 26,000 cases he would feel satisfied if his output amounted to 6,000. The vines looked healthy enough, but the trouble was that they had no fruit on them. It is, of course, natural under these circumstances that all sorts of fancy prices are being predicted, some talking of \$1 tomatoes as well as \$1 wheat, but it is worthy of note that jobbers do not appear to be very anxious buyers. "Once bit, twice shy," applies to their case. They have loaded up often before at high prices, and then had to carry these high-priced goods over. They are disposed to go slow this year, following a very conservative policy, although they do not doubt the possibility of high prices.

A COMPLAINT AGAINST CANADA.

A gentleman with the elaborate name of Arthur de Noe Walker has a letter in The London Chronicle of August 4, in which he sets forth a not very high opinion of Canada.

Mr. Arthur de Noe Walker, be it known, is writing about something regarding which he possesseth knowledge: He has two sons in Canada, one at Calgary and another at Vancouver.

But so meagre are the resources of this Dominion of ours that Mr. Arthur de Noe Walker's two offspring would not be able to live were it not for the financial aid they receive from "at home."

Here are his exact words: "I may remark that neither of them could live out there without a yearly sum sent out to them."

Poor little dears! Papa should call them home.

What Canada wants more than anything else is population, but we could well afford to give Mr. Arthur de Noe Walker back his two sons. The trouble is not with the country but with them.

Canada is no place for "remittancers" pure and simple. We want men with brawn

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and muscle, men with energy and enterprise. If in addition to these qualities they bring money they are still more welcome. But we do not court those who are rich in money and poor in brains and brawn. They are hindrances rather than helps to the development of the country.

If it were possible to place an order with the Creator to make us another Dominion of Canada we could scarcely ask Him to make it different from what it is.

We have untold wealth of sea, lake and stream, of forest, field, and mine.

Generally speaking, no country is more richly blessed in those natural resources necessary to the foundation of a great country, and the man who cannot make his living here is either an idiot or an idler.

THE APPRENTICESHIP SYSTEM.

A correspondent, signing himself "J.," expressed the opinion in last week's issue that the most prevalent cause of failure in business was lack of apprenticeship. THE CANADIAN GROCER is quite prepared to endorse this opinion.

There was a time within the memory of those of middle age when apprenticeships to such businesses as groceries, hardware and dry goods were the rule. But to-day we seldom if ever hear of such a thing.

There is no virtue in the mere indenturing of a youth for a term of years to a certain business. The virtue lieth in the fact that a training in the particular business to which one is indentured is assured.

A boy who decides upon following a certain line of business for a livelihood may obtain proficiency without being apprenticed to anyone, but the likelihood of obtaining the proficiency by being apprenticed is greater.

Apprenticeship is really only a synonym for training, and it does not matter by whatsoever name the factor is called so long as it obtains the desideratum.

Unfortunately there are all the time men going into business who have had no prior experience. It is an unpleasant thing to say this, but it is true, nevertheless. And the proof of it is to be seen in the incapacity with which one meets only too often.

If a man does not understand his business he cannot be expected to succeed. In order to know his business he must have training. And the most reliable way in which to secure a proper training is through the apprenticeship system.

A good many people do not favor an apprenticeship because it keeps in subjection their desire to jump around from pillar to post; but these are the very ones who, above all others, should be apprenticed to the business which they propose to follow.

AMONG THE RETAILERS.

Signs.

For two or three months I have seen the following sign printed on a strip of cotton about 16x4 hung up over the windows of a shop on one of the main streets of Toronto: "Here's the place to buy your ——— and all goods manufactured here." What nonsense! If it had been there on Nov. 1 only I would have guessed at the reason of its existence for the time being, but its presence on the front of the shop for a couple of months seems to indicate that it was purposely hung by the proprietor of the place. Although there are not many signs that are so nonsensical, there are a great many that are no more attractive or suggestive.

Another Hint.

As I was passing along the street one day this week I espied a window that did not appear to me to be very nicely dressed; in fact, it rather jarred on my powers of appreciation, so I stopped to see just what was the matter with it. I don't think that anyone but myself would have stopped. The window consisted of three or four large bags of sugar and a similar number of sheets of "Tanglefoot." Unless it was dressed to advertise the latter, the window was of no account, and even in that case it did not fulfil its purpose, for it was nigh impossible for the paper to gather all the flies. This is why I objected to the window: Because the bags of sugar showed that the grocer sold German sugar—an inferior variety; because the sugar melted somewhat with the heat, and gave the window a dirty appearance; because flies were attracted by the sugar; fly paper was thus necessitated, and this gave the worst possible appearance; and because the window is no store room, but should rather be a place of display. Some merchants don't seem to know even this last rudiment in the principles of modern business.

A Model Window.

Some of the nicest and most striking grocery windows in Toronto are to be seen in the store of Mr. D. Bradshaw, King street east. He has had a very nice display of canned goods just lately that seemed to me to be very artistic. It is rather difficult to describe how a window such as that, and to say just why, it is rendered striking, but a few of the precautions that were taken in dressing it are visible. First of all the background of cases of goods serves to set off the display. In the forepart of the window are several varieties of canned goods, piled up into different shapes, and do not give that monotonous appearance common to most grocery windows. One reason for this is that the goods are not huddled together so as to appear as if they could not bear examination,

nor do the piles of cans gradually diminish in size from the back to the front of the window. They are different in size, but are so arranged that all can be easily seen, and the view is not wearisome. It requires a person with an eye for the beautiful to dress such a window. There may be others in Toronto just as good, but I take this one as a type. It illustrates some important ideas.

Ruptures With Customers.

Continuing my remarks of last week on this subject it seems to be worth while to consider the payment of bills as another frequent indirect cause of rupture between the retailer and his customer. This is a subject of great concern to grocers who do business on either the credit or so-called cash basis, for all grocers must at least run monthly accounts. The matter under consideration is, then, how must a grocer act and what must he say to a customer who comes in with a bill which the grocer has sent out feeling sure that it hadn't been settled, but which the customer is as firmly convinced that he has paid? It is a delicate position for the merchant, for there is nothing that can hurt a person's feelings more than to have his or her word doubted or to think that he or she has to pay for a thing thice. The worst position he can take in the matter then is to be firm in his opinion that the account had not been settled and to insist on payment. He is just as liable to be mistaken as his customer—in fact more so, if his customer is honest. Mistakes of that nature must be frequent in a store where so many accounts are run, and the dealer or clerk cannot rely on his memory. The payment or non-payment of an account is always more forcible to the memory of a customer than to the dealer, and allowances should be made for this fact by the latter. He may think he is right, but to retain his customer's patronage, which is generally more valuable than the amount of the bill concerned, he must "crawl" out of the difficulty second best, attributing the mistake to forgetfulness or carelessness upon his own or his clerk's part. It is very annoying, too, to have this customer bring down a receipted bill the day after the merchant had insisted that it wasn't paid for.

Talking to an experienced grocer on the subject, he told me that he once lost the confidence of a good customer by insisting on the payment of a 20c. bill. He said that he was yet sure that the amount had not been paid, but he was also certain that his actions then cost him a good deal. Such a method of treatment is difficult to have instilled into a person's every-day actions, but in these days of keen competition, many merchants do not need any hints in this line, and if their competitors do not see fit to adopt the same tactics, they may consider they are not fit for to-day's business life.

RAMBLER.

Up-to-date Grocers must sell
Good Goods.

Here are a few lines, each one a leader in its own class:

Greig's Crown Extracts

Of unvarying excellence, purity and strength. The demand is daily increasing, and with good reason.

Tryphosa Jelly Powder

A delicious dessert. A universal favorite.

Keopff's Family Gelatine

In ounce packages. Red and White. NOTHING LIKE IT.

Your stock is incomplete without these goods.
It is our business to supply you.

Robert Greig & Co., Montreal.

*In Pickles, Jams
Marmalades
Fresh Herrings*

*Kippered Herrings
Findon Haddocks
Fish Pastes, etc.*

Those made and packed by
MACONOCHIE BROS., LONDON,
cannot be surpassed.

ROBERT GREIG & CO., Import Agents for Ontario and Quebec

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, Aug. 26, 1897.
GROCERIES.

THE firm feeling that has governed prices in all groceries generally has broken out in a sharp advance, more particularly in primary markets. Dealers consider this due to the rapidly-increasing quotations on wheat and other staples, and say that most lines which have not yet felt the heightening influence will soon do so unless there are counterbalancing forces in action. The trade in sugar is good, and $\frac{1}{8}$ c. of an advance has taken place this week, making an increase of 3-16c. a pound in the last ten days. In canned goods canners have withdrawn all quotations on the three staples, corn, tomatoes and peas. In California evaporated fruit prices are bullish in the primary market. Foreign quotations on tapioca and sago have advanced sharply. New currants are quoted 1s. 6d. higher for new shipment, and Valencias have advanced 2s. Cable advices from Colombo are to the effect that Ceylon teas have risen $\frac{3}{4}$ d. in price.

CANNED GOODS.

The new pack of salmon will arrive in a few days. Although canners as a general rule are not taking orders for futures, yet nearly all the houses will be supplied with the first shipments. In vegetables, too, canners have ceased taking large orders. They will supply their regular customers, but will not make any large contracts. Peas

are already hardly obtainable; the stock is in very few hands, and canners refuse 75c. for them. The lobster shortage is also quite a feature in the market. California fruits are moving well, but Canadian vegetables are rather dull. We quote as follows: Tomatoes, 80 to 85c.; corn, 55 to 75c.; peas, 75 to 80c. 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, \$1.40 to \$1.80; strawberries, \$1.50 to \$1.80, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$1.75 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.50 to \$1.80; salmon, "Horseshoe," \$1.50; ditto, new season's, to arrive, \$1.25 in 5-case lots and \$1.30 in less quantities; other red salmon, \$1.15 upwards, according to quality and brand; cohoes, 95c. to \$1; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.40 to \$2.50 for tall tins; 1-lb. flats, \$2.70; $\frac{1}{2}$ -lb. flats, \$1.60 to \$1.70; Canadian canned beef, 1's, \$1.35 to \$1.40; 2's, \$2.35 to \$2.45; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

A fair trade has been doing in coffees this week, and the feeling continues quite firm in Rios. Advices from Brazil say that dealers there are holding stocks in anticipation of higher prices. New York dealers are jubilant over the difference in prices between green and roasted. Jobbers quote green in bags as follows: Rio, 9 $\frac{1}{2}$ to 13c.,

according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22 $\frac{1}{2}$ c.; Java, 30 to 33c.; Mocha, 27 $\frac{1}{2}$ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

Are still quite quiet. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3 $\frac{1}{2}$ c. per lb.

MOLASSES.

There is a little firmer feeling in Barbadoes on account of a scarcity, but there is no marked advance. We quote as follows: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGARS.

A good business has been done this week. Several large orders have been received. Within the last ten days sugar has advanced 3-16c. per lb. On Wednesday, Redpath's was quoted at $\frac{1}{8}$ c. of an advance on the quotations of the week before. The feeling is quite firm. We quote as follows for Toronto: Granulated—St. Lawrence and Redpath's, 4 9-16c. for single barrel lots and 4 $\frac{1}{2}$ c. for 5-barrel lots; Acadia, 4 $\frac{3}{8}$ c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3 $\frac{1}{2}$ to 4 $\frac{1}{8}$ c. per lb.; German granulated, in 100-lb. sacks, 4 $\frac{1}{8}$ to 4 $\frac{1}{4}$ c. per lb.; Demerara crystals, 3 $\frac{3}{8}$ c.

BUTTER TUBS

....Ex Warehouse or direct from Factory

Prompt Shipment

Best Goods . . .

WALTER WOODS & CO.
HAMILTON

DRINK :::

::: Chocolate for Breakfast

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



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

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

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

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

Send Back

... ANY ...

"SALADA" CEYLON TEA

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

AGENCIES . . .

25 Front Street East - - TORONTO
318 St. Paul Street - - MONTREAL
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P. C. LARKIN & CO.

Offer the Best Soap

Which means the best value for sale.

IT PAYS.

SURPRISE SOAP

ON WASH DAY



BRANCHES—

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

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

SPICES.

Another sharp advance in pepper is noted in New York; in fact, the quotations there have advanced over $\frac{1}{2}$ c. per lb. in the last few days. Cloves are higher, too. The prices here for the ground varieties are not yet materially changed. Trade is quite brisk. We quote: 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.

The situation in nuts has not materially altered during the week. We quote: Brazil nuts, 11 to 12 $\frac{1}{2}$ c.; Valencia shelled almonds, 20 to 22c.; Tarragona almonds, 9 $\frac{1}{2}$ to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 $\frac{1}{2}$ c.; Marbot walnuts, 9 $\frac{1}{2}$ to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10 $\frac{1}{2}$ to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12 $\frac{1}{2}$ c.

RICE, TAPIOCA, ETC.

Advices from primary markets show that tapioca and sago have advanced from 6d. to 9d, according to quality. Business has improved slightly. We quote: Standard "B," broken lots, 3 $\frac{7}{8}$ c.; 1 to 5 sacks, 3 $\frac{3}{4}$ c., and 5 sacks and over, 3 $\frac{5}{8}$ c. per lb.; Japan, 5c.; Patna, 4 $\frac{3}{4}$ to 5 $\frac{3}{4}$ c.; tapioca, 3 $\frac{1}{4}$ to 4 $\frac{1}{2}$ c.; sago, 3 $\frac{1}{2}$ to 4 $\frac{1}{2}$ c.

TEAS.

Rumors on the street are to the effect that prices in Colombo have advanced the equivalent of 4c. a lb. on Ceylon teas. Indian teas are also higher. Congous are arriving freely. Japan teas are considerably higher this week, but it is doubtful if the advance will hold, as the low-priced India and Ceylon teas are gradually driving them out of the market. Young Hysons are also coming on now, and they will also have a similar effect. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

There is not much new to report in regard

to the new crop of currants. In about a week intelligence re shipments to Patras will be received; meanwhile we await the doings of the weather. New currants for shipment are this week quoted 1s. 6d. higher. This may be on account of a foreboding of some spoiling of new fruit. Old currants continue very scarce. We quote: Provincials, 5 $\frac{3}{4}$ to 6c. in bbls.; ditto, half-bbls., 5 $\frac{3}{4}$ to 6c.; fine Filiatras, in bbls., 5 $\frac{7}{8}$ to 6c.; do., half-bbls., 5 $\frac{7}{8}$ to 6 $\frac{1}{8}$ c.; Patras, 6 $\frac{3}{4}$ c. in cases; Vostizzas, cases, 7 to 8c.

The supplies of Valencia raisins have been coming into Denia very slowly since the early shipments were effected and cables are to the effect that the market is temporarily bare. It is expected, however, that before long supplies will be coming in. New Valencias have advanced 2s. One large shipper has withdrawn all offers on account of the uncertainty of saving the crops in good condition. We quote: Off-stalk, 4 to 5c.; fine off-stalk, 5 to 6c.; selected, 6 $\frac{1}{2}$ to 7c.; layers, 5 $\frac{1}{2}$ to 6 $\frac{1}{2}$ c.

Advices from California state that prices there are rapidly advancing and that all futures that were made in raisins have shown a loss on present quotations. The crop has suffered considerably in many districts, and will likely be about the same size as it was last year. Wholesalers quote from 7 to 8c. as the ruling figures.

BUTTER AND EGGS

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

J. A. McLEAN,

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

As Gold is to Silver

SO ARE

GOLDEN HADDIES

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

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

Every Can Guaranteed

Packers' Agents **NORTHRUP & CO.**

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

The Following Brands
Manufactured by

The American Tobacco Co.
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Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE,

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**TO CANADIAN MANUFACTURERS
AND IMPORTERS**

If not represented in WINNIPEG

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

E. NICHOLSON

124 Princess Street, Winnipeg, Man.

Successor to

W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

14 years' experience.

Established 1882

Eat Fruit in Summer

Your customers will if you

SHOW A NICE DISPLAY

You can get it from

CLEMES BROS. - TORONTO

No further advices in regard to figs have been received this week. Trade is quiet. We quote spot goods nominally: 10 oz., 7½c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 6 to 6½c. in boxes.

Since our last issue a great boom has set in in California and in many varieties of dried goods prices are advancing, so that it is doubtful if the expected low prices will be realized. We quote California evaporated fruits as follows: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

Cables received this week giving opening quotations on Sultana raisins indicate a high range of prices. It is difficult at present to say whether these will be maintained, but there is no doubt but that much higher prices will rule this year than last.

Prunes are quiet, with no further advices re new crop this week. We quote as follows: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

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

GREEN FRUITS.

The new Messina lemons are showing extra good quality. Oranges are dull. Bananas are selling exceedingly freely; in fact the way trade in this line has been sustained all summer is a revelation. Watermelons are moving freely and are not dragging to any extent. The last shipments of California fruit are arriving, and prices are now ranging considerably lower. This fruit has arrived in good shape this year and dealers are well satisfied. Canadian tomatoes are not so plentiful this year, but still the Niagara district is furnishing a considerable quantity. The huckleberry market is difficult to gauge; whether the last of the supply is coming forward now cannot be ascertained. Some shipments came in this week and brought good figures. Peaches and plums are now about to be the main features on the market, and the crop of both appears to be plentiful. Good qualities are now coming in of both fruits. We quote: Oranges—Sorrento

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.



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

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 9½ 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

BLUE RIBBON TEAS
CELEBRATED

tos, 300's, \$3.50 to \$4 per box; 180's, \$2.25 to \$2.50 per three-quarter box. Lemons, 300's, 360's, repacked, \$4; choice, \$4.25 to \$4.50; new \$4 to \$5. Cocoanuts, \$4.50 a sack and 60c. per doz. Onions, 2 to 2½c. per lb. for Egyptians. Bananas, \$1 to \$1.75. New cabbage, 90c. to \$1 per bbl. Watermelons, 20 to 25c. California peaches, \$1.40 to \$1.50 per box; California plums, \$1.40 to \$1.60 per box; California pears, \$2.65 to \$3 per box; muskmelons, \$1.75 to \$2 per large crate; cucumbers, 15 to 20c. per 12-quart basket; Canadian tomatoes, 30 to 40c. per basket. Latton berries, 5 to 6c. per quart; huckleberries, 90 to \$1 per basket; Canadian peaches, 30 to 40c. per 10 and 12-quart basket; Canadian apples, \$2.50 to \$3 per barrel and 25 to 30c. per basket; Canadian muskmelons, 40 to 50c. per basket; pickling onions, 75c. per basket; Canadian plums, 60 to 85c.

BUTTER AND CHEESE.

BUTTER—Dairy; any good quality of butter that is coming in brings outside prices and sells readily. The poorer qualities are slow sale and still continue to accumulate. Best quality sells at 12 to 13½c.; low-grade brings 8 to 10c. Creamery is active, and the export demand is brisk. Although there is a good trade for pound prints locally, yet recently the market has been overdone. Sales are consequently a little more difficult to effect at former prices. Tubs are worth 18c. and prints 19 to 19½c.

CHEESE—The local market is much firmer in sympathy with higher export prices. Very few local houses seem to be holding any stocks, and not many are able to speculate in the advance; 9¾ to 10c. is the ruling price, while jobbers pay from 9½ to 9¾c.

SALT.

The rise in the price of salt in Toronto does not seem to have affected the trade materially. It is still moving freely although not briskly. Quoted at Toronto, carload lots go at \$1 per bbl. and 65c. per sack; less than carload lots, \$1.05 per bbl. and 70c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

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

**J. McLAUCLAN & SONS,***Biscuit Manufacturers.***Owen Sound, Ont.****FISH.**

The demand for fish is improving and now exceeds the supply. As a consequence prices are firm. We quote as follows: Pickerel, 6c. per lb.; pike, 5½c. per lb.; whitefish, 7c.; trout, 6½c.; perch, 3c. per lb., fresh herring, 3½c. per lb.; haddies, 7½c. per lb.; Labrador herring, \$3 to \$4 per bbl. and \$2.25 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg.

PROVISIONS.

A very active demand still characterizes this trade. There is no cessation in the numerous orders that arrive. No matter what the price is people will take the goods. Long clear has taken a sharp advance, 9c. being now asked and obtained. The demand in this line for lumbermen's requirements is particularly active this season. Pure lard is firmer this week. Although there is no quotable advance, yet dealers are looking for higher prices.

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

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

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

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

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—We quote: Wheat, No. 1 hard, \$1.10; winter wheat, 93c.; oats, 21 to 22c.; peas, 44c. The market in wheat continues to have an excited advance.

FLOUR—With the price of wheat, flour, in all lines, has had sharp advances. Several export transactions are noted also. We quote in carloads on track, Toronto: Manitoba patents, \$5.90; Manitoba strong bakers', \$5.50; Ontario patents, \$5 to \$5.25; straight roller, \$4.60 to \$4.70, Toronto freights.

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

COUNTRY PRODUCE.

EGGS—Continue firm for best qualities, 11 to 12c. being obtainable. No. 2 brings about 8 to 9c., and checks 7c. Receipts are large and stock is unusually good.

POTATOES—Dealers are paying 50c. for new potatoes and are selling at 60c. a bushel. There are this week enough potatoes marketed to supply the demand, but prices are firm and they are not plentiful.

HONEY—There are not many enquiries for new honey yet, but a demand is expected to arise soon. We quote light at: 60-lb. tins, 6 to 6½c.; 5 and 10-lb. tins, 6½ to 7c.; comb, \$1.50 to \$1.75 per dozen.

DRIED APPLES—Enquiries are not numerous, but prices are very firm. Local price runs from 3 to 3½c. f.o.b., and jobbing price ranges about 3½c.

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

HIDES, SKINS AND WOOL.

HIDES—There has been no noticeable improvement during the week. Business continues dull. Cowhides: Dealers pay 8½c. for No. 1, 7½c. for No. 2 and 6½c. for No. 3. Steerhides: 60 lbs. and up, 8½c. for No. 1, 7½c. for No. 2 and 6½c. for No. 3.

CALFSKINS—Trade is fair and shows no change. We quote; No. 1 veal, 8 lbs.

**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**



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

46 FRONT ST. E. Toronto

Coming to the Fair?

If so, we shall be glad to welcome you at our Sample Room, which we place at your disposal during your visit, and where our travellers and staff will show you every attention.

Our Exhibit of

"KOLONA" PURE Ceylon Tea

will be at the Eastern Entrance, Main Exhibition Building, and will be well worth inspection.

THE EBY, BLAIN CO. LIMITED

Wholesale Importing and Manufacturing Grocers.

Toronto

and up, 10c. lb.; No. 2, 8c.; Dekins, from 30 to 35c.; culls, 15 to 20c. each.

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

WOOL— Prices are unexpectedly firming up, but there is no quotable alteration. Dealers are paying from 19 to 20c.

PETROLEUM, ETC.

Trade is only moderate. 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.

Wool is slightly firmer.

Currants are advancing.

The rice market abroad is firm.

Smoked meats have advanced again.

The new pack of salmon arrives in a week.

Tarragona almonds have advanced a shilling abroad.

Young Hysons are the latest arrival on the tea market.

Canners have withdrawn quotations on all canned vegetables.

D. Gunn, Brothers & Co. are making extensive changes in their office.

China green teas are opening up about 25 per cent. dearer this year. Blacks are

about 40 per cent. short of last year's production.

Grenoble walnuts are this year quoted at ½c. a pound advance on last year's quotations.

QUEBEC MARKETS.

MONTREAL, Aug. 26, 1897.

GROCERIES.

BUSINESS in the grocery market has not been particularly active during the past week. Trading has been mostly confined to small lots for actual wants, and there is no general disposition manifested either by jobbers or retailers to operate for future wants just now despite the fact that values in many staple lines point to a higher level. Sugar remains much as it was, though refiners are asking a fraction more for round lots. Molasses continue very firm in tone. Rice, spices and coffee remain as last reported, while there has been rather more enquiry for low-grade teas, which continue very scarce. Cannery agents have in several instances withdrawn quotations on tomatoes, and there is a generally unsettled feeling regarding values on staple lines of these at present. But though values point higher buyers are not very urgent. They also exhibit the same disposition in regard to dried fruit, though

offers made both on Valencia and California hint at an advance in the near future.

SUGAR.

There has been little change in the sugar market, business continuing quiet on the whole. Refiners are asking 1-16c. more for granulated and yellows, but there has been no change in jobbing prices, as the demand is not quite as brisk as it was, retailers having supplied their wants pretty well for the time being. Foreign advices on the raw material exhibit very little change, and we quote prices locally unchanged as follows: Granulated, 4½c. for 1 to 9 barrels and 4 1-16c. for 10 barrels and over, with yellows 3¾ to 3¼c., as to grade.

SYRUPS.

Entirely without motion, and prices nominal at 1¾ to 2c. as to grade.

MOLASSES.

Molasses is assuming a stronger position each week as stocks in first and second hands are being rapidly reduced. Values as a result are very firm, and no round lots of Barbadoes are now available under 23c., while Porto Rico is held firm at 25 to 26c. in round lots. In a jobbing way we quote choice Barbadoes 25c. and Porto Rico 26 to 28c.

RICE.

There has been no change in the rice market, which rules quiet and steady. 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.

Trade is moderately brisk in spices and there is no change to report. We quote as follows: Black pepper, 9 to 10c.; pure white, 11 to 16c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 12 to 14c.; nutmegs, 50 to 90c.

COFFEES.

Business in coffee continues quiet and the market generally steady. We quote: Maracaibo, 16 to 19c.; Santos, 12 to 15c.; Rio, 12 to 16c.; Mocha, 24c., and Java, 25c.

TEAS.

There has been more enquiry for teas during the past eight days and buyers are exhibiting more disposition to operate, though the volume of business is still small. Enquiry is chiefly for low-grade Japan Pingsueys and blacks, the latter being very scarce. Advices from primary points on all descriptions also continue steady in their character. We quote: Young Hysons, 14 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 1/2 to 21c. for mediums, and 28 to 40c. for high grades; Indians and Ceylons, 17 to 20c. for mediums, and 35 to 65c. for higher grades.

CANNED GOODS.

Business in canned goods has been of decreased volume for the reason that canners' agents are withdrawing offers for forward delivery, having been instructed to do so. This applies especially to tomatoes and corn, in which it now seems pretty certain that the Ontario crops will be short. Prices are very firmly held in consequence and may go higher before the week is out. We quote as follows: Tomatoes, 80c.; corn, 60 to 80c.; peas, 80c.; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.40 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, 3's, 95c.; gallons, \$1.65 to \$1.75; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37 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.

Currants have not furnished anything special during the week. Advices regarding new crop continue of a conflicting character, and neither buyers nor sales agents of reliable brands appear in a hurry to operate ahead. Cable advices from Patras this week quoted market 6d. easier.

In Valencia raisins offers are on the basis of 14s. to 14s. 6d. for fine off-stalk, cost and freight Montreal. This is rather lower than last year, but it may be remarked that

sellers will not contract ahead at these prices, but only for prompt shipment.

California raisins are very strong in tone on the Coast, and some shippers there have entirely withdrawn quotations. In one case we know where bids of 4c. f.o.b. Coast for 3-crown were turned down because the seller was not sure of the market for October shipment. For 4-crown 5c. is asked and 2-crown, 3 1/4 c. f.o.b. Coast.

There has been nothing new to report in regard to French or Austrian prunes this week, and as regards California no prices are obtainable as yet on the Coast.



Cause and Effect

Cause. We have placed "MINUTE TAPIOCA" on the market claiming that we had the best, purest, most convenient and fastest-selling tapioca ever shown, and by judicious advertising and guaranteeing the high quality of our goods got the people to try it.

Effect. The rapidly increasing sales of the "MINUTE TAPIOCA" prove that the people know a good thing when they see it, and appreciate our efforts to help them place a delicious and nourishing menu upon their tables.

You can't afford not to handle it.

WHITMAN GROCERY COMPANY
ORANGE, MASS.



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.

Department of Aviculture

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

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Special Prices
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LOTS.

F. W. FEARMAN - HAMILTON

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

California evaporated peaches are offered at the equivalent of 10 to 10½c. laid down here in car lots, and a few contracts have been put through at this cost. Jobbing prices on them are not yet quotable.

NUTS.

There has been no change in nuts, business ruling quiet. We quote as follows: Grenoble walnuts, 11 to 12c.; do. shelled, 20c; Brazils, 11c.; almonds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; pecans, 9 to 10c.; and cocoanuts, \$3.50 to \$3.75 per 100.

DRIED APPLES.

Evaporated apples continue firm at 4 to 5c., while dried are dull and nominal at 2 to 2½c.

GREEN FRUIT.

The green fruit market has been fairly active and prices generally are steady. We quote as follows: Valencia oranges, \$6 per case; bloods, \$2.50 to \$3 per box; Messinas, do., \$3 to \$3.50; lemons, \$3.50 to \$4 per box for choice, and \$2 to \$3 for common; Naples lemons, \$6 to \$7 per chest; bananas, \$1.25 to \$1.65 per bunch; California peaches, \$1 to \$1.50, and pears, \$2.75 to \$3, and plums, \$2 per box; pine-apples, 10c. each; blueberries, \$1.50 to \$1.75 per box. Egyptian onions, 3c. per lb., and watermelons 20 to 25c. for choice and 15 to 20c. for common.

COUNTRY PRODUCE.

EGGS—The demand for eggs continues good, and the market rules active and ½c. higher. We quote: Selected near-by stock, 11 to 11½c.; ordinary No. 1, 9½ to 10c., and No. 2, 8½ to 9c. per dozen.

MAPLE PRODUCT—The market for maple products is dull and without change. We quote: Maple syrup, 4¼ to 5c. per lb., and 45 to 55c. per tin; sugar, 5c. per lb.

HONEY—There is no change in honey, sales being slow. White clover comb is offering at 10c., and dark at 7c.; bright extracted at 6½ to 7c., and dark at 4 to 5c. per lb.

BEANS—The demand for beans is almost nil at 55 to 60c. in car lots, and at 65 to 70c. in a small way.

HOPS—Rule steady to firm at 7 to 8c. for 1896 crop.

TALLOW—Quiet and firm at 1½ to 2c. for rough, and 3½ to 4c. for rendered.

PROVISIONS.

The tone of the provision market is firm, and under a good demand for the season a fairly active trade is doing. We quote: Canadian pork, \$15 to \$15.50 per bbl.; pure

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.



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

EGGS AND BUTTER

Strictly fresh eggs are selling at 11 to 11½c. Held stock 10 to 10½c. Choice butter scarce and good prices can be realized. Correspond with

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

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Smoked Backs

Special Prices for two weeks. Write for sample order. Full lines of all Smoked Meats and Lard. Quality and prices always right.

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Pork Packers and Commission Merchants,
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CANADIAN Peaches, Pears, Plums, Apples, Tomatoes, Huckleberries, etc.

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

Canadian lard, in pails, at $6\frac{3}{4}$ 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.

The advancing tendency in flour noted last week continues and prices are firm at 25 to 75c. higher than they were a week ago, while demand continues active at the rise. We quote: Winter wheat patents, \$5 to \$5.25; straight rollers, \$4.85 to \$5, and in bags, \$2.25 to \$2.35; best Manitoba strong bakers', \$5.50; second do., \$5, and low grades, \$3.15; Hungarian patents, \$5.90.

There was no change in feed, business being quiet at steady prices. We quote: Manitoba bran at \$12.50 to \$13, and shorts at \$13.50 to \$14 per ton, including bags. Ontario bran, in bulk, is offering at \$11 per ton.

The feature of the meal market was the decline in prices of 10c. per barrel in spite of the advance in oats. We quote: Rolled oats, \$3.30 per barrel, \$1.60 per bag; standard meal, \$3.20 per barrel and \$1.55 per bag.

BALED HAY.

A fair trade continues to be done in hay, and prices are unchanged at \$11.50 to \$12 for No. 1, and at \$10 to \$10.50 for No. 2 per ton in car lots on track.

CHEESE AND BUTTER.

The boom in cheese continues, high prices again being paid at country points today. On spot also $9\frac{1}{2}$ c. was freely made, and some holders refused that price, asking $9\frac{3}{4}$ c. for finest western cheese. We quote: Finest Ontario cheese, $9\frac{3}{4}$ to $9\frac{7}{8}$ c.; finest Townships cheese, $9\frac{3}{8}$ to $9\frac{3}{4}$ c.; finest Quebec cheese, $9\frac{1}{4}$ to $9\frac{3}{8}$ c.; under grades, $8\frac{1}{2}$ c.

The activity in butter continues, and reports to-day indicated still higher prices, as very fancy figures were reported. In fact it is claimed that more than $19\frac{1}{2}$ to 20c. has been paid for August creamery at country points and that one or two exporters are scooping in all the butter they can lay their hands on. Stocks of butter, it may be remarked also, are not heavy. We quote: Finest creamery, $19\frac{1}{2}$ to 20c.; seconds, $18\frac{1}{2}$ c.; dairy butter, 12 to $12\frac{1}{2}$ c.

MONTREAL NOTES.

Jobbers have marked up the price of flour 25 to 50c. per bbl. on the prices ruling a week ago.

Finest grocery butter has been advanced $1\frac{1}{2}$ c. per lb. in this market and it now costs 20c. in car lots.

Brokers here report that they find it impossible to get a quotation on California prunes for forward shipment.

Canners' agents here in several instances have withdrawn their prices on tomatoes.

Their principals state that the pack is going to be a severe disappointment this season.

Cables from Patras quote the currant market 6d. easier than it was a week ago, but no business is being transacted.

First quotations on California evaporated peaches were made this week and the fruit costs 10 to $10\frac{1}{2}$ c. in car lots laid down in Montreal.

Advices from the Coast on California raisins are very firm and shippers are refusing to accept ruling prices, demanding an advance.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Aug. 26, 1897.

MARKETS are still moving up, and the outlook, from the standpoint of the wholesale grocer, for a good fall business is particularly good. Dealers are not speculating to any great extent. Perhaps the reason is they have been disappointed so many times in the near past. Buying on the part of dealers has not been as free this week, as prices are moving up rather too quickly. Our market is not a large one, and only so many goods can be turned over where the profit is large enough to allow the paying of freight to outside points. This is a principal reason why our people do not buy more freely on an advancing market. Reports from the country are not as good as could be wished for in regard to money matters. The chief interest during the week has been in regard to flour, though canned goods, sugars, etc., have had considerable attention. A marked feature is the advance in evaporated apples, which are in light stock and not replaceable except at much higher prices.

OIL—In linseed oil the price is quoted rather higher. Turpentine, which has ruled low, is held firmer. In cod oil receipts here are rather larger and prices low, there being no American demand. The price there is too low to allow for the high duty now charged. In lubricating oil the demand is but fair. At best it is inclined to be a hand-to-mouth business. Burning oil, while there is no change in price and no particular firmness, is, owing to season, much improved in demand, and many orders for later shipment have been taken. We quote: Best American burning oil, $17\frac{1}{2}$ to $18\frac{1}{2}$ c.; Canadian water white, 16 to 17c.; Canadian, prime, 14 to 15c.

SALT—There is but a fair demand and present stock is fully ample. A cargo from Liverpool is expected shortly. Landing prices should be rather easier. Of cheese salt the supply is very light, but other Canadian grades are in good supply. We quote: Coarse, 45 to 48c.; Liverpool factory-

filled, 90c. to \$1; Canadian fine, 90c. to \$1 per bag.; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.; rock salt, \$5 to \$6 per ton.

CANNED GOODS—There is still a good deal of interest in this line. Prices are moving upward; in fact, one large packer has withdrawn prices for the present. Stocks are not large, but there is enough for present needs. At present prices of corn the market is higher than at this time last season. In new goods, peas still have considerable enquiry. At present, the stock of tomatoes is very light, and full prices are asked. In corned beef we advance prices about 20c. In other lines there is little or no change, except in, perhaps, salmon, which tends easier. We quote as follows: Corn, 65 to 70c.; peas, 75 to 85c.; tomatoes, 80 to 90c.; gallon apples, \$1.80 to \$1.85; corned beef, Canadian, \$2.40 to \$2.50; American, 2-lb. tins, \$2.60 to \$2.70; 1-lb. tins, \$1.40 to \$1.50; oysters, 2's, \$2.10 to \$2.20; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.75 to \$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.50 to \$2.75; salmon, \$1.25 to \$1.40; lobsters, \$2.50 to \$2.60; haddies, \$1.15 to \$1.25; clams, \$5 for 4 doz.; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—Business continues very active. Apples are now having more attention paid to them. New Brunswick apples, which are the first native fruit to come to this market, are being quite freely received. A few Nova Scotia apples have been here, but the quality is poor. The chief berry business is the shipping to the States of wild raspberries and blueberries, of which quite large quantities have gone forward. California fruit is in active demand. The peaches this week are particularly fine. In pears rather higher prices are asked. Plums have good sale. Grapes are freely received. Lemons show wide range in quality. We quote as follows: Lemons, \$4.50 to \$5.50; oranges, \$4 to \$4.50; bananas, \$1.50 to \$2; Bartlett pears, per bbl. \$4 to \$6; tomatoes, \$2 per crate; cucumbers, 18c. per doz.; apples, \$4 to \$4.50 per bbl.; California peaches, \$1.60 to \$1.95; California plums, \$1.75 to \$2; California pears, \$3.25 to \$3.50; melons, 40 to 45c.; grapes, \$2.50 to \$3 per crate.

DRIED FRUIT—Valencias are daily expected. The stock will be light and the new variety will come on a bare market; so high prices will rule. Reports from Denia show an advance there. In California raisins shipments are earlier this year than



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Extra Choice Hams Bacon Pure Lard Mess Pork

PARK, BLACKWELL & CO., Limited
Pork and Beef Packers,
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New Season...

VALENCIA RAISINS

SELECTED FINE OFF-STALK

A shipment just arriving.

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There's a something that fascinates about that

"Most Excellent" COFFEE



It's a Pure, High-Grade Berry, at a popular price

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THE BEST MADE

last, but for September shipment prices are too high for this market. It is expected that October prices will rule lower. If these can be bought at fair prices they will affect the import of Valencias this season more than ever. In evaporated apples the supply is light and prices must go higher; new will rule high compared with the spring price. In peels, orange and lemon are offered at about last year's prices. Citron is rather higher. We quote as follows: Raisins, Valencias, old, $5\frac{1}{4}$ to 6c.; California L. M. 3-crown, 7 to $7\frac{1}{4}$ c.; London layers, \$1.75 to \$2; currants, cases, $5\frac{3}{4}$ to 6c.; bbls., $5\frac{1}{4}$ to $5\frac{1}{2}$ c.; cartoons, cleaned, $7\frac{3}{4}$ to 8c.; bulk, cleaned, $6\frac{1}{2}$ to 7c.; prunes, boxes, 5 to 10c.; dates, $4\frac{1}{2}$ to 5c.; dried apples $3\frac{1}{2}$ to 4c.; evaporated apples, $5\frac{1}{2}$ to 6c.; onions, $2\frac{3}{4}$ to 3c. per lb.; cocoanuts, \$2.50 to \$3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, $7\frac{1}{2}$ to 9c.; Valencias, layers, old, 6 to 7c.; Malaga loose muscatels, 6 to $6\frac{1}{2}$ c.; 4-crown L. M. Californias, $7\frac{3}{4}$ to 8c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.; new Valencias, about 7 to $7\frac{1}{2}$ c.; do. layers, 8 to $8\frac{1}{2}$ c.

SUGAR—This line is not having so much attention paid to it. The market, however, tends higher and improves from week to week as the stocks are getting worked off. We quote: Granulated, $4\frac{1}{4}$ to $4\frac{3}{8}$ c.; yellows, $3\frac{3}{8}$ to $3\frac{3}{4}$ c.; Paris lump, $5\frac{1}{4}$ to $5\frac{1}{2}$ c.; powdered, 5 to $5\frac{1}{4}$ c.

MOLASSES—The market is stronger, though prices show little change. Barbadoes can still be bought low. There is a shortage of upward of 6,000 packages in the imports this year as compared with last in St. John and Halifax. All signs point to higher prices—certainly in regard to better grades. We quote: Barbadoes, 22 to 24c.; Porto Rico, 27 to 30c.; New Orleans, bbls., 25 to 27c.; Antigua, 22 to 23c.; syrup, 36 to 38c.; St. Croix, 20 to 22c.

DAIRY PRODUCE—There has been an increased interest in cheese during the week. Merchants are on the lookout for little lots and are more inclined to meet holders' prices. No feature of the upward market means so much to these provinces in general as this. In butter the supply keeps large and the old cry of poor quality is heard. Prices are still low. Eggs are firmer, with receipts not large. Care needs to be taken in regard to quality. We quote: Dairy butter, 12 to 15c.; creamery, 17 to 18c.; prints, 18 to 20c.; cheese, 9 to $9\frac{1}{2}$ c.; eggs, $9\frac{1}{2}$ to 10c.

FISH—In dry fish the feeling is rather easier, chiefly owing to the arrival of some bank fish from Yarmouth, which, while not equal in quality to our own, tend to ease the market. Shad have been a very poor catch, and in pickled the price is firmly held. Pickled herring, particularly

the best qualities, are firm but dull. Smoked show no change. We quote as follows: Large cod, \$3.25 to \$3.50; medium, \$3.15 to \$3.25; pollock, \$1.25 to \$1.30; bay herring, \$1.25 to \$1.30 per half-bbl.; smoked, new, 6 to 7c.; shad, half-bbl., \$4.50 to \$5; boneless, $2\frac{1}{2}$ to 8c.; Barrington, \$3 per bbl.; Shelburne, \$3.25 per bbl.; boneless, $3\frac{1}{2}$ to 4c.; cod, 6 to $6\frac{1}{2}$ c.; shad, 12c. each.

PROVISIONS—The whole market is firmer. We mark barrelled meats up half a dollar. Hams, which did seem easier, have again advanced. While lard is still quoted low, prices are firm. We quote: Clear pork, \$14.50 to \$15; mess, \$12.50 to \$13; plate beef, \$13 to \$13.50; hams, 13 to $13\frac{1}{2}$ c.; rolls, $9\frac{1}{2}$ to 10c.; pure lard, $6\frac{1}{2}$ to 7c.; compound, $6\frac{1}{4}$ to $6\frac{1}{2}$ c.

FLOUR, FEED AND MEAL—The market in flour is excited. Prices have advanced quickly and much more than was expected. Outlook is firm. Some landing shows a profit since bought and it was shipped promptly. Dealers are backward about buying at present prices, they having bought quite freely during the advance. Beans are arousing more interest than for some time. Prices are higher and a further advance is looked for. Good stocks are still held. Cornmeal has also moved upward a little, though it is still low. Split and blue peas tend higher. Feed is given but little attention. We quote: Manitoba flour, \$5.75 to \$5.90; best Ontario, \$5 to \$5.10; medium, \$4.75 to \$4.85; oatmeal, \$3.60 to \$3.65; cornmeal, \$2.10 to \$2.15; middlings, car lots, in bulk, \$15 to \$16; bran, do, \$13.50 to \$14.50; hand-picked beans, \$1 to \$1.10; prime, 85 to 90c.; oats, 33 to 34c.; hay, \$12.50 to \$13; barley, \$2.75 to \$3; round peas, \$1.15; split peas, \$2.95 to \$3.10; 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.

Exports of canned lobsters continue. A late steamer took 13,000 cases from Halifax.

Bank of New Brunswick stock sold this week as high as $168\frac{1}{2}$ per cent. premium.

New teas are arriving quite freely. Upward of 4,000 packages arrived one day during the past week.

Mr. Frank O. Allison has been appointed secretary of the St. John Board of Trade in the place of the late Mr. Ira Cornwall.

Messrs. C. & E. Macmichael and Thos. Gorman received this week shipments of Sutton's Worcestershire sauce. No better value has ever been offered here.

The Sussex Dairying Co. are shipping large quantities of cheese. Within the past two weeks three carloads have been forwarded to the English market.

Quite large quantities of flour are being received by water, some 1,700 barrels arriving by schooner via Boston, and over 2,000 barrels by the steamer from Montreal.

Besides flour, the steamer Tiber brought two cars canned goods and a lot of general cargo.

The Quoddy Fish Co., of White Head, Grand Manan, intend to store in their cold-storage warehouse from a million to a million-and-a-half herring during the fall. This will ensure an ample supply of bait during the winter and spring.

The particular attention of the collectors of Customs has been drawn by the Department to the fact that no lobsters can be exported without the Government label being attached to the cases. Any without are liable to be seized and the owner fined forty dollars.

The grocers' picnic proved a great success. In matter of arrangement it was much ahead of the first one, which was held last year. The retail grocers were very largely represented, they closing their stores for a half day. The wholesale grocers in most cases closed up for the full day.

MANITOBA MARKETS

WINNIPEG, Aug. 25, 1897.

TRADE is very brisk in almost all lines, and stocks have been so closely cleaned up in some lines that there is a shortage. The brightening of trade is due to a variety of causes. The harvest is now well on with every indication that it will be a large one, harvested in first-class condition; the Crow's Nest Pass Railway construction is being pushed forward rapidly and this has created a great demand for supplies; and parties are going to the Klondyke by the Edmonton route, and considerable quantities of goods are being shipped up to that point; so that altogether there is a good deal of business going. Prices are higher in a number of lines, with indications of still further advances.

BUTTER—In dairy there is not much movement. The market is nominal; 10 and 11c. are being paid for round lots of dairy, but all purchases are going into storage. In creamery the market has made a further advance. Buyers are making purchases at from 15 to $16\frac{1}{2}$ c. f.o.b. at factories, and 17c. is known to have been paid for some choice lots, where the balance of the season's make is bargained for.

CHEESE—This product has also advanced a little, the price now being 7 and $7\frac{1}{4}$ c. for choice new made. The indications are that the market will be short in this line. The very low price in the early part of the season no doubt accounts for this.

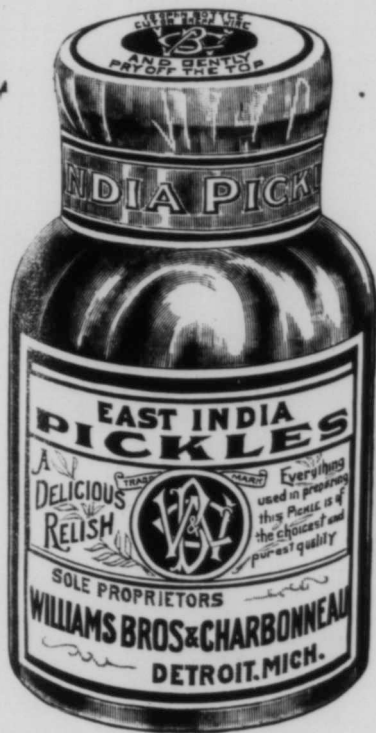
EGGS—This product is bringing 12 to $12\frac{1}{2}$ c. per dozen, and selling from 14 to $14\frac{1}{2}$ c. after candling. The supply is not equal to the demand.

FRESH FRUIT—This market is lively and is well supplied. Prices are fair. Peaches



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EAST INDIA PICKLES

There are none other so nice. . .

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

Your wholesaler keeps them.

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



Pickles.

A TIME SAVER.

Heinz's Baked Beans save many an hour over a hot stove.

GROCERS SHOULD PUSH THEM.

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INDIA RELISH**

**TOMATO CHUTNEY
TOMATO KETCHUP**

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For sale by—

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



are arriving more freely and bring from \$1.25 to \$1.50 for the 20-lb. crate of California Freestones. In plums the Washington and Oregon stocks are arriving in excellent condition, and are ruling at \$1.25 to \$1.50 per crate of 20 lbs. Very fine pears are now on the market. These generally arrive in 40-lb. crates, and sell at from \$1.50 to \$2 per crate. Oranges, late Valencias, are quite scarce. The price is \$6 to \$6.50 per crate. California lemons, very choice stock, bring \$5.50 to \$6. The first Tokay and Muscat grapes are now in and are selling at \$4 per crate of 20 lbs. South Ives bring 55c. for the 8-lb. basket. The South Concord are in transit and will arrive here next week. The market is very bare of tomatoes, but a fresh supply will probably arrive in the early part of the week. The price is \$1.50 per 25-lb. crate. Bananas have been scarce for a few days, but a shipment will arrive next week. The price is higher, \$2.25 to \$3 per bunch, according to size and quality, being asked. Blueberries are very scarce; not half enough will be received to fill orders. The price is correspondingly high, being from 8 to 10c. per lb.

APPLES—Are arriving in large quantities, and the quality is exceptionally good. Prices range from \$3.25 to \$4.25 per bbl., according to variety.

CURED MEATS—This market has again stiffened and advanced, and it looks as if next week might see a still further increase of price. Shoulders are particularly hard to obtain. Some large shipments of these products are being brought in from the American markets. Prices rule ½c. higher all round and now stand: Hams, assorted, 12 to 12½c. per lb.; bellies, 12 to 12½c.; do, backs, 10 to 10½c.; short spiced rolls, 8 to 8½c.; shoulders, 7 to 7½c.; smoked, long clear, 8½ to 9c.; fancy clear, 9 to 9½c.; canvassed meats, ½c. advance.

CANNED GOODS—Tomatoes are extremely firm, prices from the east being stiff at 80c. per doz., and until the new pack comes in, which is being quoted at 65 to 70c., there is no likelihood of the price being any less, in fact it will in all probability touch \$2.50 per case. At present the prices are \$2.30 to \$2.35. Corn commands a good figure. A good deal of the pack is of indifferent quality, still good prices are being obtained. We quote \$1.60 per case. Peas do not appear to be a heavy pack, and the indications point to good prices being maintained, although it is difficult in this market to get accurate and reliable information as to the actual amount of the pack. Present prices are \$1.75 to \$1.85. In peaches and pears and plums the market is unsteady. The new pack of beans, stringless and wax, will arrive this week, and the price will be about \$1.60.

EVAPORATED FRUITS—In all lines show a sharp advance from the Coast. Apricots and peaches are 1c. higher; plums and prunes are not yet quoted, but from present indications supply will be fully up to the demand.

DRIED FRUITS—Currants are now selling at 18s. 4d. f.o.b. New York or Montreal. This is slightly higher than the quotations at which the market opened last year. The market is almost bare of this article and higher prices have been, and will be, paid until the new pack comes in.

RAISINS—New Valencia will arrive here earlier this season than ever before. A few shipments are expected within the next two weeks; the price will run about \$1.85 per box.

TOBACCOS—Fours are selling almost altogether now, though a small stock of 3's remains, and dealers are trying to get rid of it. Enough of Macdonald's "Prince of Wales" has arrived to meet the demands of the market.

SUGAR—Prices are unchanged and market about the same. Advices have reached here, however, that the Vancouver refineries are now quoting for delivery east of Regina and this may make some slight change. We quote: Granulated, 4 to 4¾c.; yellows, 4 to 4¾c.

CEREALS—This product has advanced sharply. This, no doubt, is due to the rumored shortage of the oat crop. We quote: Rolled oats, \$1.60 to \$1.75; granulated, \$1.85 to \$2.05; standard, ditto.; pot barley, \$1.75; pearl barley, \$3.50; cornmeal, \$1.40.

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.

WH. GILLARD & CO. have in stock some exceptional values in Japan teas to retail at 25c. The market in Japan is rapidly stiffening, and teas of this description are short crop and hard to get.

Burnham's Hasty Jellycon is selling rapidly with the Eby, Blain Co., Limited.

The Davidson & Hay, Limited, report good demand for Buffalo corn starch.

Pure codfish in 1-lb. blocks are in stock with T. Kinnear & Co.

New codfish and scaled herring are in stock with the Davidson & Hay, Limited.

T. Kinnear & Co. have boneless fish, quail-on-toast and scale herrings now in stock.

The Davidson & Hay, Limited, are showing good values in Nagasaki, Japan, teas.

T. Kinnear & Co. say that they will have new pack of "Horseshoe" salmon in stock in a few days.

A shipment of "La Vierge" and "Grapes" castile soap arrived this week for the Eby, Blain Co., Limited.

D. Gunn, Bros. & Co. report that butter rules about 1c. lower this week, and eggs about 1c. higher.

"New Valencia raisins are having a large sale with us," so said one of the firm of the Eby, Blain Co., Limited.

Rogers' and Trenor's raisins, which Lucas, Steele & Bristol made delivery of last week, have proven very satisfactory.

Jams, jellies and marmalade have kept selling in greater quantities than usual during the summer season. So say T. A. Lytle & Co.

The counter spice bottles which Lucas, Steele & Bristol are giving away are very attractive and much appreciated by their friends.

D. Gunn, Bros. & Co. report that their shipments of long clear bacon, barrel pork and lard have been larger than for years past.

The Davidson & Hay, Limited, are receiving this week a large consignment of Congou teas, which they offer at very low figures.

Chas. Southwell & Co., London, England, write their agents, Frank Magor & Co., Montreal: "There has already been an advance in strawberry and raspberry

jam, owing to scarcity of fruit, and prices have advanced. We are holding a reserve stock for export and hope our friends will order without delay."

"We are keeping the wires busy with car orders for 'Windsor' salt, for which we make special delivery arrangements," say the Eby, Blain Co., Limited.

The Eby, Blain Co., Limited, are in receipt of a large number of orders for starch as the result of the drive advertised by them in last week's GROCER.

A large shipment of molasses in barrels and half-barrels has just been received by W. H. Gillard & Co. Being purchased at a low figure they are enabled to sell at a bargain price.

The Eby, Blain Co., Limited, report big sales of Batger's drained lemon peel in casks. They claim that this is the most economical peel on the market, as there is no loss on account of excessive sugar.

W. H. Gillard & Co. have some good Valencia raisins which are being sold at a snap price, as their stock is too heavy. The retailer requiring Valencias will do well to communicate with this firm.

"A gratifying proof to us of the estimation in which 'Kolona' Ceylon tea is held by the trade is the number of complimentary references accompanying re-orders which reach us unsolicited," say the Eby, Blain Co., Limited.

A shipment of new season's Southwell's strawberry, raspberry, greengage and apricot jams, just in per ss. Ormiston from London for Frank Magor & Co., Montreal, the Canadian agents. The reports from England say that all fruits for jam were scarce this season, especially strawberry and raspberry.

OPENED WITH PRAYER.

At the dinner recently given by the Authors' Club to the poet, Richard Henry Stoddard, ex-Judge Henry E. Howland, president of the Century Club, who spoke for that club, set the diners howling by telling this story at Mr. Stoddard's expense:

"Stoddard," said Judge Howland, "was opening a can of tomatoes one night. Sounds that came from the kitchen convinced Mrs. Stoddard that her husband was not accomplishing his task without a struggle. Finally she called to him:

"What are you doing, dear?"

"Opening this can of tomatoes," came the rather gruff answer.

"What are you opening it with?"

"With a knife. Did you think I was using my teeth?"

"Not at all, dear," came the answer. "I thought from your language you were opening it with prayer."

RETAIL ADVERTISING.

IT IS due to the enterprise of the advertising packer and the retail grocer, more especially that of the grocer, that the mass of the population of this country is not still feeding upon cornmeal, salt pork, dried codfish, molasses and a few other staples, as they were feeding several generations ago in many parts. How long would it have taken if the course of events had been governed by the average grocer, whose ads., if he advertises at all, merely enumerate in stereotyped terms certain staples which everybody knows that he keeps in stock? Or how long if some of the more enterprising dealers had been given the helm—those dealers who advertise with more judgment and use the bait of modern prices, but who also fight shy of the novelties? Such dealers as advertise a list like that which follows, and which is clipped from a bona fide ad.:

Coal oil, per gallon.....	8c.
Three-pound bucket lard.....	20c.
Coffee, per pound.....	12c.
Corn starch, per pound.....	4c.
Buttermilk soap, three boxes.....	5c.
Granulated sugar, per pound.....	5c.
Cornmeal, per pound.....	1c.
Rival condensed milk, two cans.....	15c.
Oatmeal, two-pound package.....	6c.
Mustard sardines.....	6c.
Hires' root beer.....	15c.
Best broom in town.....	8c.
Pure pepper, per pound.....	15c.
Cincinnati Oleine soap.....	4c.
Lenox soap (3 bars).....	10c.
Good corn, per can.....	5c.
Still have some fine tea, a pound.....	20c.
Soapine, only.....	3½c.
Sugar-cured shoulders, per pound.....	8c.
Rumford's yeast powder (large size).....	10c.

We have seen much worse selections than the foregoing—on the other hand, we have seen much better ones, selections which do not include sugar, coal oil, cornmeal and soap, but which appeal with more force to the public for the simple reason that these staples are missing.

The mention of mustard sardines shows a regard for the proprieties, that is to say, the article is seasonable and so is the root beer, and smoked shoulders, too, perhaps, and the tea and coffee, but why waste time and paper and ink on sugar, soap and cornmeal, when olives, olive oil, salad dressing, jams, pates de foie gras, potted meats, etc., are in season.

The public don't use them in our vicinity, we hear the grocer say. Of course not, the average consumer never will use them if you don't give him a chance to read about them and see the labels and packages.

Keep harping on sugar, soap and cornmeal in your ads., and you will always have a sugar, soap and cornmeal patronage, and you know that sugar, soap and cornmeal do



“SEAL BRAND”

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

MONTREAL
BOSTON
CHICAGO

CHASE & SANBORN

not pay the profits that the fancy goods do. Why not frame your ad. in this way :

QUALITY HIGH! PRICES LOW!

Don't take our word, but examine our goods. Money always returned if you are not satisfied.

NEW CAIRNS' PAISLEY JAMS,
20c. per Jar.

The very finest canned vegetables packed :

L. A. PRICE BRAND, BORDEAUX.

All Kinds. Various Sizes.

HIRES' ROOT BEER. ROSS'S GINGER ALE.

All groceries suitable for hot weather. Picnic and camping supplies furnished promptly and estimates given.

SMITH & BROWN.

No need to follow it slavishly, but the goods mentioned will surely pay better for advertising than coal oil. Here is another sample :

WE OFFER OUR BEST!

No one can do more, especially if lowest prices accompany the offer as in our own case. A hot-weather necessity :

DURKEE'S FAMOUS SALAD DRESSING
20c. per Bottle.

Here are a few articles that we can recommend for best family trade :

Ardent's Mustard, per ¼ lb. 10c.
Barker's Hasty Lunch Chocolate, per lb. 45c.
Marshall's Potato Chips, per lb. 25c.
West of England Sauce, per bottle 10c.
Sherwood's Pickles, delicious, per bottle 20c.

TAZA CHAR CEYLON TEA.

This tea is a delicious blend which is rapidly winning its way into popular favor. Try a sample package—25c.

JONES & ROBINSON.

The foregoing prices are added for the purpose of making the ads look shipshape, but we do not vouch for their accuracy. Prices always help advertisers to make the desired impression, provided they are not exorbitant.

Tea ads. are common enough, yet are preferable to the stereotyped "Choice Family Groceries" and similar announcements. Here is a model that could be followed more or less closely with some advantage to the more conservative dealers :

SUITS 'EM TO A T.

Great hopes of improvement of the demand for tea are based upon the enforcement of the new tea inspection Act, which keeps out adulterated and grossly inferior leaf, but our customers will probably notice no difference, because we have always taken pains to procure the best blend for the money. Our

GARDEN PICKED FORMOSA AT 60c.

suits the public, because it is a careful blend of really choice tea which is properly stored and packed. Have you tried the American Food Co.'s

ENGLISH SOUPS?

They are selling well and giving complete satisfaction.

CASH GROCERY CO.

Mention such articles as the following when you advertise at this season: Beverages, raspberry and other fruit juices, lemons and lemon sugar, jams and jellies, potted and sandwich meats and game, salad oil and dressing, olives, sardines, canned lob-

ter, salmon and mackerel, clam bouillon, Florida water, fancy crackers, gelatine, fine ham and breakfast bacon, French vegetables, etc., and leave the ordinary staples for cooler weather ads., if you must mention them at all.—The Merchants' Review.

LITTLE THINGS.

In business it is the little things that count. The loss of a small discount on a bill is in itself a little thing, but the sums total of these little losses reach large sums.

The giving of a fraction overweight is a small loss in itself, but the daily transactions of the store are numerous and the little overweight soon makes a big loss.

The loss of a single customer is, perhaps, viewed as a single loss, unimportant, but the influence of the lost customer exerted against the store will cause the loss of other customers.

The failure to deliver an order at the time specified is a little thing, but the customer's plans may have been upset by the delay, and a seed of dissatisfaction sown that may result in the loss of a customer.

The failure to fill an order correctly or the omission of a single article may be a little thing, but the unused article may have been the most needed and an angry customer is the result.

Little losses and little errors should be avoided—Grocers' Review.

THE COFFEE SITUATION.

IT perhaps has been fortunate for the warring coffee roasters that the Brazilian supply of the berry has been very large of late and the price of the article very low, but it has also been unfortunate for the grocers. It has been easy to cut the price of roasted package coffee when the price of the green article has been steadily sinking, but the fall of the values of East India kinds and the better grades of South and Central America having been much less than the decline in Brazils, has helped to give the proprietary brands a wider sale and restricted the output of the private blends of the retail and wholesale grocers. A year ago the price of No. 7 Rio was almost double what it is to-day, but Java coffee has hardly changed a fraction. Consider what this means in view of the fact that the brands of the "cutting" roasters are largely composed of coffee of about the grade of No. 7 Rio.

This advantage of the big roasters comes at a time when it is desirable that retail grocers push their own blends of coffee in self-defence, yet it will not do for them to attempt to take advantage of the low prices of Brazil grades, as the big roasters have done, because no permanent family trade of much value can be built that way, for it is plain that no retail grocer can compete with big corporations. The only hope of the latter is to offer a better article than the established proprietary brands. This is what many of them have done, but their task is rendered harder by the big discrepancy between the values of Javas and Brazils.—Merchants' Review.

NO PRIZES WITH TOBACCO.

The New Tariff Act of the United States, as applied to tobacco, cigars and cigarettes, makes a new definition of cigars and cigarettes. The latter, which have been called "all tobacco cigarettes," are now designated as cigars. The tax on cigarettes weighing not more than three pounds per 1,000 is

double the old rate. Manufacturers will not be allowed to remove from the factory cigarettes which are not properly stamped under the new law. The new law says:

None of the packages of smoking tobacco and fine cut chewing tobacco and cigarettes prescribed by law shall be permitted to have packed in, or attached to, or connected with them, any article or thing whatsoever, other than the manufacturers' wrappers and labels, the internal revenue stamp and the tobacco or cigarettes, respectively, put up therein, on which tax is required to be paid under the internal revenue laws; nor shall there be affixed to, or branded, stamped, marked, written, or printed upon, said packages, or their contents, any promise or offer of, or any order or certificate for, any gift, prize, premium, payment, or reward.

The Department gives warning that they will seize tobacco or cigars found on the market contrary to the provisions of this clause.

OTHERS ARE HAVING TROUBLE.

It will be seen by the following from The Retail Grocers' Advocate, that unpleasant results are following the introduction of schemes in other cities besides Toronto:

"The fight between the Brooklyn grocers and the trading stamp concern has already begun and one grocer has been sued for damages. The wording of the contract will have a good deal to do with the outcome. If the contract is too tight, the only defence will be that unlawful methods, such as misrepresentations, were used in getting the signatures, and, if that fails, that amount of damages may be disputed. It will be difficult enough to find out the proper damages and the real amount will be very small; in fact, it will be in proportion to the loss of profits sustained by the trading stamp concern from not giving out the stamps, and the grocer's books would show what amount of stamps he might have given out with his sales. On the other hand, cannot the grocer, in some cases, prove damages sustained by the use of the system, and if the contract was the result of misrepresentation would not the grocer be entitled to the damages sustained?"

"A contract containing the clause that verbal agreements shall not be recognized,

may hold good against verbal misrepresentation, but if the contract was the result of verbal misrepresentation, which can be proven by witnesses, would not the grocer be entitled to damages for any loss arising from entering into such a contract?"

"Vinegar which one gets for nothing is sweeter than honey."—Nothing in a trade way pleases a woman more than to think that she is getting a bargain—something desirable at less than its full value.

SITUATION WANTED.

THOROUGH RELIABLE GROCER GONE OUT of retail business is desirous of securing a position on the road; age 35; good address; temperate habits; not afraid of work. Address, Box 8, THE CANADIAN GROCER.

BUSINESS WANTED.

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

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

WATER WHITE AMERICAN OIL

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

W. H. Seyler & Co.

Brokers and Commission Merchants

Room 100, Board of Trade,

Toronto

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

English, German and French Goods a specialty.
Representing

J. Lewenz & Hauser Bros., London, Eng.—Teas.
Tellier, Rothwell & Co., Montreal—"Royal"
Black Lead and Blues.

Hecker-Jones-Jewell Milling Co., New York.
Germau Gelatine Works, Hoechst am Main,
Germany.

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

LAPORTE, MARTIN & CIE.

Agents for

IMPORTERS AND WHOLESALE GROCERS

P. Richard's Brandy Mitchell's Scotch and Irish Whiskeys
Vve Amiot Champagnes

72 to 78 St. Peter Street, MONTREAL

From \$15 to \$375.

The idea is prevalent that we do not sell low-priced cash registers. On the contrary, our line embraces registers as low as \$15, ranging from that figure up to \$375.

We study the needs of each individual purchaser and recommend that register which will best suit his business, whether it be the \$15 or the \$375 register.



No. 17 Register—Price \$15.

Registers amounts up to \$1,000.



No. 99 National Cash Register—Price \$375.

Our new total-adding, check and detail-strip printing registers will now:

1. Register and indicate, at one operation, any amount from 1 cent to \$999.99.
2. Add into one total all the sales made during the day.
3. Automatically issue at the same time a paper check, on which is printed the date, consecutive number of the sale, amount of the sale, initial of the clerk who made it, and the proprietor's business card. On the back of the checks the register prints any advertisement desired.
4. Tell how many sales have been made each day.
5. Tell what time your store was opened in the morning.
6. Keep each clerk's sales or the sales in each department separate.
7. Take care in the same way of credit sales, money paid out and money received on account.
8. Print on a strip of paper inside the register, under lock, a complete detailed record of each transaction as it occurs.

With more than 90 kinds and sizes of registers, at as many different prices, we feel sure we can suit the needs of any merchant.

Send a postal card to any of the addresses named below, and one of our salesmen will call and talk the matter over with you. The National Cash Register Company, Dayton, Ohio, U. S. A. Offices in Canada: 6 Rossin Block, King Street, W., Toronto; 1685 Notre Dame Street, Montreal, and Vancouver, British Columbia.

**FOUND
AT
LAST**

THE ...
"PRAESERVO"
CASE

A
Perfect Cabinet
for

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

No shrinkage
No drying up
No loss in weight

Fruit kept
Moist and Fresh
always.



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

Write us for Descriptive Catalogue.

ARTHUR P. TIPPET & CO., MONTREAL

ST. JOHN GROCERS' PICNIC.

THE grocers had a gala day at Watters' Landing on Aug. 17. Last year under most auspicious circumstances they inaugurated their outing, and on that day the anniversary of that most pleasant event they duplicated. Early in the morning the weather was not of the most inviting kind for a day in the country, and consequently it was not until the afternoon that the big crowd went to the scene of the festivities. The steamer Aberdeen was crowded and the Hampstead was called to carry the goodly number who could not board the regular steamer. The David Weston, after her arrival from Fredericton, took a good crowd up to the picnic grounds, and between the two steamers the return was made in good time.

At the grounds everything was well arranged and well looked after. The weather was all that could be asked for and the sports provided well contested.

The ladies' archery was won by Mrs. Davis, with Mrs. W. S. Power second. Gents' archery, S. M. Sewell, 1st; S. McCormick, 2nd. Air gun, O. E. Hughes, 1st; James Galey, 2nd. 100 yards dash (12 entries), J. O'Neill, 1st; Fred Shannon, 2nd.

220 yards dash, J. O'Neill, 1st; J. Sullivan, 2nd. Three-legged race, O'Neill and Shannon, 1st; Irvine and Rutter, 2nd. Fat man's race, D. Speight, 1st; D. Connolly, 2nd. Sack race, Fred Shannon, 1st; J. O'Neill, 2nd. Excelsior game, J. Galey, 1st; Sandy Martin, 2nd. Putting shot, W. S. Potts, 1st; C. H. Elliott, 2nd.

The baseball match between the Roses and St. Johns was the star attraction of the day, and was witnessed by nearly everybody present, and was an excellent game, considering the grounds. The score by innings was as follows:

Roses	1	0	2	0	0	2	—5
St. Johns	0	1	1	0	1	1	—4

JAPAN TEAS.

Lucas, Steele and Bristol are believers in high-priced Japan tea this year, and this is their reason: The first crop of Japan tea was of fairly good quality, but, owing to duty agitation, prices advanced very much. Later on, when the market eased off a little, growers became careless and did not give the amount of attention to the second crop they should have given. Prices for the low grades are thus abnormally high. The

balance of the crop to be picked in Japan this month will be considerably less than was anticipated, as high cost labor makes tea-growing unprofitable. Orders for desirable teas for this country cannot be duplicated either in same quality or in same price.

CANADA'S GREAT FAIR.

As the time approaches for the opening of the Victorian-Era Exposition and Industrial Fair at Toronto next week, interest in its success throughout the country increases and it is safe to say that the attendance will be greater than ever. The great Diamond Jubilee Procession, and the numerous other incidents connected therewith, will prove a great attraction. All the paintings, uniforms, costumes and state paraphernalia have arrived from England, and every preparation has been made even to the cream-colored horses which are to draw Her Majesty's carriage. Such a grand spectacle and opportunity to see the soldiers of the British Empire has never before been placed before the people of Canada, and should not be missed. Cheap excursions will be run the first week as well as the second, and everything will be complete both weeks of the Fair.



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

the next two weeks

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

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

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING of the creditors of Wm. Harley, baker, Cornwall, Ont., is to be held on the 28th inst.

Vancouver (B.C.) Biscuit Co. are in liquidation.

— Valentine, general merchant, Quebec, has assigned.

Maggie A. Spurr, general merchant, Torbrook, N.S., has assigned.

J. A. Plamodon & Co., crockery merchants, Quebec, have assigned.

Edmund Ruelland, grocer, Quebec, has called a meeting of his creditors.

C. S. Thomson & Co., general merchants, Ymir, B.C., are reported assigned.

Kearney & McCracken, grocers, Brussels, Ont., have assigned to Alex. Hunter.

W. R. Hipwell, general merchant, Cambridge, Ont., has assigned to David Haig.

James H. Buckley & Co., general merchants, Guysboro, N.S., have suspended.

Edmund Ruelland, grocer, Quebec, is offering to compromise at 25c. on the dollar.

H. Girard, general merchant, Lacolle, Que., has assigned to Lamarche & Benoit.

J. O. Clermont, grocer, Montreal, is offering to compromise at 20c. on the dollar, cash.

Timmins Bros. & Co., general merchants, Baie des Peres, Que., have assigned.

P. G. Miller, general merchant, St. Felix de Valois, Que., has assigned to Bilodeau & Renaud.

Didace Bouchard, general merchant, St. Anne des Monts, has compromised at 50c. on the dollar.

The chattel mortgagee is in possession of the grocery business of J. R. Martin & Co., Rossland, B.C.

Joseph Lapierre, general merchant, St. Antoine, Que., is offering to compromise at 40c. on the dollar.

J. E. Edwards, grocer, Ottawa, has assigned. A meeting of creditors was called for the 26th inst.

H. F. McQuire & Co., general merchants, Webbwood, Ont., have compromised at 25c. on the dollar, cash.

PARTNERSHIPS FORMED AND DISSOLVED.

Amors Bros., general merchants, Pubnico, N.S., have dissolved.

Shields Bros., general merchant, Lyndhurst, Ont., have dissolved.

Wilson & Paterson, general merchants, Salmon River, B.C., have dissolved. Theo. Paterson continues.

John A. Manley is reported retiring from the firm of Manley, Averill & Co., general merchants, Grand Forks, B.C.

Urgen Beaucage as general partner and George Snelling as special partner for

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

They are The Best in the Market.
Good Goods are an Advertisement.
They will win you trade.
Consumers want them.
You can sell them and make money.

\$1,000 till Oct. 1, 1898, have formed a partnership in Montreal to deal in hides under the style U. Beaucage.

Ingersoll, Hunt & Co., apple dealers, Thornbury, Ont., have dissolved.

A co-partnership has been registered in Yarmouth, N.S., for Allan D. Jost to trade under the style the Whole Wheat Meal Co.

Francois Vezina and Moise Vezina have formed a partnership in Montreal to deal in hay and grain under the style Vezina & Frere.

Lefebvre, Michel & Co., manufacturers of vinegar, Montreal, have dissolved. Michel Lefebvre is now registered proprietor.

SALES MADE AND PENDING.

E. R. Ingram, miller, Aylmer, Ont., has sold his mills.

J. T. Bolles, fruiter, Rossland, B.C., is offering to sell out.

H. M. Wilson, fruiter, etc., St. Thomas, Ont., is offering business for sale.

The assets of J. A. Racette, general merchant, Lake Megantic, Que., are to be sold.

W. Laughton, general merchant, Bothwell, Ont., is advertising his business for sale.

The stock of E. A. Loney, grocer, Maxville, Ont., is advertised to be sold by auction on the 31st inst.

The immovables of the general store of J. R. Andrews, Marbleton, Que., are advertised for sale by tender.

The stock of George Glass, grocer, etc., Port Hope, Ont., is advertised for sale by auction on the 27th inst.

The assets of Joseph Lapierre, general merchant, St. Antoine (Vercheres county), were sold on the 20th inst.

CHANGES.

Wm. Taylor, baker, Orangeville, Ont., has sold out to Alex. Hall.

Louis Komiensky has opened out in general business in Annapolis, N.S.

E. Chrysler, grocer, Brantford, Ont., has been succeeded by A. Carman.

D. W. McNaughton, grocer, Westville, N.S., has sold out to Daniel Johnston.

James R. Orman, grocer, Dartmouth, N.S., has sold out to George A. Orman.

Olivine Theriault, widow of Louis A. Papineau, is registered proprietress of the

grocery and butcher business of L. A. Papineau, St. Henri de Montreal, Que.

C. S. Bridgeman & Co., bakers, etc., Aylmer, Ont., have sold out to —. Freemantle.

R. D. Martin, general merchant, McGregor, Man., has been succeeded by Peter W. Martin.

Frank Layman, general merchant, Kingsville, Ont., is giving up business and going to Merlin.

Skinner Bros., general merchants, West Lorne, Ont., have been succeeded by Duncan McPherson.

Pierre Marc Larose has been registered proprietor of the grocery business of Larose Freres, Montreal.

Joseph Lefebvre is now registered proprietor of the hay and grain business of Lefebvre & Co., St. Constant, Que.

FIRES.

D. R. Purdy, confectioner, London, Ont., has sustained damage by fire.

John Clement, general merchant, Respebiac, Que., has been burnt out.

P. Grace & Co., wholesale grocers, Montreal, have had their stock slightly damaged by fire; insured.

DEATHS.

Isidore Papillon, grocer, Quebec, is dead.

John T. Brown, general merchant, Cotnam, Ont., is dead.

Ferdinand Des Marchais, grocer, Notre Dame des Neiges, Que., is dead.

Charles Taggart, of the firm of Charles Taggart & Co., confectioneries, Vancouver, B.C., is dead.

FOR SELLING KNOX'S GELATINE.

The grocers or grocers' clerks who intend sending in the coupons or labels in the contest in connection with Knox's gelatine should attend to the matter at once. There are to be 301 cameras and 5 high-grade grocers' wagons given away to those who push this gelatine. Besides this inducement the manufacturers are willing to refund any money paid for unsatisfactory gelatine of their manufacture. In the last contest nearly all the contestants were prize-winners. It's no humbug. Enquire from C. B. Knox, Johnstown, N. Y. Contest closes June 1, 1898.

CANADIAN CHEESE IN ENGLAND.

THIS paragraph from The Grocers' Journal under the title "The Branding of Cheese" shows why our cheese trade with Britain is increasing so rapidly.

One of our daily contemporaries remarks that while considering the claims of meat to be marked, the House of Commons Committee have not forgotten cheese, which ought to be marked in order to demonstrate the superiority of the home product and save the immense profits now going into the pocket of the retailer. This is of a piece with all the information on trade subjects which the ill-informed daily press occasionally inflicts on its unfortunate readers. It may be true that many besides the consumer would like to see all produce marked; but the assumption that great profits are made by retailers through selling as English cheese made in the colonies and abroad is entirely unwarranted by the facts, and indeed is quite contrary to the truth. The trade here, both wholesale and retail, are not unfavorable to the marking of whole cheeses or of whole sides of bacon. What they object to is the idiotic demand that every chunk of cheese and rasher of bacon should bear a certificate of origin. As a matter of fact, most foreign and colonial cheese does bear a brand, either on the box or on the cheese itself, and the trade here have been active in an endeavor to get senders to brand their produce on the cheese itself. As Canada is the chief country sending this necessity to us, Canada it must be which is chiefly aimed at in the endeavor to get branding, and she must be meant when allusions are made to "foreign" cheese being sold as English. Nothing could be more contrary to fact, or against the evidence which anyone's eyes can daily afford them, if they care to open them in a market thoroughfare. As to the substitution for English, Canadian has got such a name amongst both trade and public that the former have found a genuine demand for it from the latter, and while none would attempt to substitute, many announce the fact that they sell Canadian cheese, and ticket it so, and it is a fact that once a customer has bought Canadian cheese by name he comes back for that particular cheese again. The truth is there is no real call in any quarter for the marking about which we hear so much. A little party can make a great noise. And in the event of that little party—as so often happens—gaining their way, would those whose interests they profess to desire to serve be benefited? Probably they would reap no benefit at all. On the contrary, loss would most likely be their portion. Australian butter proves this. With no Act to enforce it, grocers sold Australian by name. Consumers bought it because it was

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

SALT We are always fully stocked with Salt for Butter, Cheese, Table and general use. Send a card for prices or samples.
VERRET, STEWART & CO., Montreal - Quebec.



A HANDSOME

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

GLOBE AUTOMATIC SELLING CO.

13 Jarvis Street, - TORONTO, ONT.

cheap. They found it was good and bought again, and so the great Australasian trade was built up. It would be the same with cheese. Indeed, it promises to be the case ere long without any special way.

A WINNIPEG OUTING.

Winnipeg can justly claim to be the banner city of the Dominion in regard to successfully managing and attending picnics. Last Thursday the caterers of that city held their annual picnic this year at Portage la Prairie. The four trains that left Winnipeg that day carried 3,500 people to the ideal picnic town. Needless to say it was the largest excursion that ever left the city.

It was an ideal trip in an ideal season, the principal feature being the sight of the broad fields of grain which are being rapidly garnered. Nature seemed to have assumed her most gracious aspect for the occasion.

It is reported that the caterers of the Portage managed to feed the thousands of excursionists, but how they did so is a mystery. They deserve credit for their accomplishment.

In the afternoon Island Park was the sporting ground. Here the people were entertained, not only by the various athletic and speeding contests, but music was supplied by several bands, and dancing was also indulged in.

The principal sport of the afternoon was the lacrosse match between the two city clubs, Winnipeggs and Victorias, and, after an extended struggle, was won by the former by 4 goals to 3.

The committee who made this the most successful picnic yet held by the caterers was: B. H. Holman, president; H. G. Spurgeon, vice-president; E. Tugwell, secretary; K. J. Johnston, treasurer; and J. W. Horne, marshal. They were all the right men for the several positions.

THOSE STORES VS. SCHEMES.

An ingenious Chicago salesman, says The Grocery World, has suggested that the best way to deal with department stores would be to have local ordinances passed prohibiting the transaction of retail business above the ground floor. The ostensible reason for this regulation would be the protection of life from accidents such as would occur in case of a fire in one of these many-floored warehouses while crowded with clerks and purchasers; but incidentally it is anticipated that on account of the high value of ground rents in central positions the retail business would naturally spread itself over a much-increased area and the combination now found in these central establishments would then be no longer possible.

Our New Line . . .

“GOOD LUCK”
BROOMS

Freight paid on lots of 6 dozen.

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

We Sell the Best.



SOUTHWELL'S ORANGE MARMALADE

New Season's 1897.

Write for Quotations....

FRANK MAGOR & CO. 16 St. John Street Montreal

CURRENT MARKET QUOTATIONS

Toronto, Aug. 26, 1897.

This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities 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
1/2 " 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
1/4 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
oz. tins, 4 " " " " " " " " " " " "	1 10
lb. tins, 1/2 " " " " " " " " " " " "	14 00

Diamond—	
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
1/2 lb. Crown sealers.....	2 25

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

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

BERRY'S ENGLISH BLACKING.	
No. 1 Bronze Tins, per gross.....	\$ 2 60

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

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

Shoe Blacking— in 1/4 gross cases.....	9 00
Reliable French Blacking, No. 5.....	4 50
" No. 2.....	8 00
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
Waterproof Dubbin No. 4.....	9 00
Alpha Metal.....	9 00

Patent Stove Polish—	
Sunlight Lead Bar.....	4 25
Packed in 1/2 gross cases.....	10 80
Sunlight Liquid, 1/4 gross cases.....	4 25
Moody's Black Lead.....	15 00
1/2 gross cases.....	15 00
Reliable Stove Pipe Varnish.....	15 00
1/4 gross cases.....	15 00
6-oz. bottles.....	12 00

Quickshine Pipe Varnish.....	12 00
1/4 gross cases, pressed top tins.....	12 00

Stove Polish—	per gross
---------------	-----------

Quickshine Polish.....	60
Reliable Paste.....	6 00
Electric Crown Paste.....	8 00
Electric Crown Lead Bar.....	7 50

BLACK LEAD.

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



STOVE POLISH.

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

7
Cottams, Warbler, v. Belgian, w. Internatio German X German, w. London B. Bird Grav. Dalley's B. Dalley's B. Brook's B. Norwich I. Maple L. Bird sea. Carpet. Victori. Stand. F. H. pac. Reckitt's Reckitt's Apples. RE

There's Lots of Money Thrown Away



these days on stuff that is easy to buy but hard to sell. Discriminating starch buyers prefer "Edwardsburg" to all others, because of its purity and excellent quality. Uniformity is one of its noticeable features. It always turns out just the same as the last, and is constantly in demand. Sold by all wholesalers.

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 06
Maple 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.
Carpet Brooms— net.
"Imperial," extra fine, 8, 4 strings. \$3 65
" " 7, 4 strings. 3 45
" " 6, 3 strings. 3 25
" " 5, 3 strings. 3 05
"Victoria," fine, No. 8, 4 strings. 3 30
" " 7, 4 strings. 3 10
" " 6, 3 strings. 2 90
" " 5, 3 strings. 2 90
"Standard," select, 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
" " 0 17
Reckitt's Square Blue, 12-lb. box. 0 17
Reckitt's Square Blue, 5 box lots. 0 16

CANNED GOODS. per doz.

Apples, 3's \$0 70 \$0 95
gallons 1 50 1 80

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 55	0 75
Cherries, red pitted, 2's	1 75	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 50	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 50	3 00
Plums, Green Gages, 2's	1 55	1 80
" Lombard	1 50	1 70
" Damsion Blue	1 10	1 40
Pumpkins, 3's	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	0 80	0 85
Tomatoes, 3's	2 40	2 50
Lobster, tails	2 70	2 85
Mackerel	1 20	1 30
Salmon, Sockeye, tails	1 35	1 50
" Horseshoe	1 15	1 30
" to arrive	0 95	1 00
" Cohoes	0 95	1 00
Sardines, Albert, 1/4's tins	0 20	0 21
" 1/2's tins	0 20	0 21
" Sportsmen, 1/4's genu- inc French high grade, key opener	0 12 1/2	0 21
Sardines, Sportsmen, 1/2's	0 16	0 18 1/2
Sardines, key opener, 1/2's	0 10 1/2	0 11
" " " " 1/2's	0 18 1/2	0 19
Sardines, other brands 9 1/2's	0 16	0 17
" P. & O., 1/4's tins	0 23	0 25
" 1/2's " "	0 33	0 35
Sardines, Amer., 1/4's	0 04 1/2	0 19
" 1/2's " "	0 09	0 11
Mustard, 3/4 size, cases		
50 tins, per 100	10 00	11 00

CANNED MEATS.

(CANADIAN.)
Comp Corn Beef, 1-lb. cans. \$1 25 \$1 35

Comp Corn Beef 4-lb. can	2	2 30	2 50
" " " "	14	15 00	16 00
Minced Callops	2	2 60	2 60
" " "	2	2 60	2 65
Lunch Tongue	1	3 40	3 50
" " "	2	2 50	2 50
English Brawn	1	2 75	2 80
Camb Sausage	2	2 50	2 50
" " "	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, per doz. \$2.75.



Beardsley's Boneless Herring. doz 2 doz. 1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80
" 6 lb.	8 50	8 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
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.	6 00	70
Potted Meats, Tongue or Ham 1/2 lb.	1 20	1 25
Potted Deviled Ham or Tongue, 1/4 lb.	70	75
Potted Deviled Ham or Tongue, 1/2 lb.	1 20	1 25

WHITE LABEL.

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

Codfish.

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

CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c. bars.	\$1 20
" (in cream pitcher) 36 5c. bars	1 20
" (in sugar bowl) 36 5c. bars	1 25
" (in glass jar) 115 5c. pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c. packages.	3 75
Pepsin Tutti Frutti, 23 5c. packages.	0 75
Round Pepsin, 30 5c. packages.	1 00
Cash Register, 300 5c. bars and pkgs.	15 00
Cash Box, 160 5c. bars.	6 00
Tutti Frutti Show Case, 150 5c. bars and packages.	6 50
Variety Gum (with book in each box) 150 1c. pieces.	1 00
Banner Gum (English or French wrappers) 115 1c. pieces.	0 75
Flirtation 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—EPPS. 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 Icings
Pink White Lemon Color

Cocoas

Chocolates

Icings

A child can ice a cake in three minutes.

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

THE COWAN CO. LIMITED TORONTO

THE MOST NUTRITIOUS COCOA.

EPPS'S
GRATEFUL-COMFORTING
COCOA

In labelled Tins. 14 lb. Boxes.

Special Agent, C. E. COLSON, MONTREAL

STONEWARE

QUALITY THE BEST.
PRICES RIGHT.
TRY US.



HART BROS. & LAZIER

Belleville, Ont.

Send for price list. Mention GROCER.



ASK FOR

MOTT'S



Always the Same.
The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL

McLAREN'S



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

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

CADBURY'S.

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

TODHUNTER, MITCHELL & CO.'S.

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

Cocoa—	per doz
Homeopathic, 1/4's, 8 and 14 lbs..	0 30
Pearl, " " " " " "	0 25
London Pearl, 12 and 18 " " "	0 22
Rock, " " " " " "	0 30
Bulk, in boxes.....	0 18
	per doz
Royal Cocoa Essence, packages.....	1 40

CHOCOLAT MENIER.

	In Cases of	In 12
	5 case	10x12 lb
Vanilla—per lb.	lot.	lb bxs
Yellow wrapper,	\$ 0 32	\$ 0 34
Unsweetened—		\$ 0 36
Blue Premium	C 35	0 37
	Per case.	Less than case
Pastilles—		
Yellow wrapper, 168 bxs.		
to the case.....	\$20 00	0 20
Croquettes—		
Yellow wrapper, 9 bxs. of		
12 packages.....	\$20 00	0 20
	FRY'S.	
(A. P. Tippet & Co., Agents.)		
Chocolate—	per lb.	
Caracas, 1/4's, 6-lb. boxes.....	0 42	
Vanilla, 1/4's.....	0 42	
" Gold Medal" Sweet, 1/4's, 6 lb. bxs	0 29	
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42	
Fry's "Diamond", 1/4's, 14 lb. bxs.	0 24	
Fry's "Monogram", 1/4's, 14 lb. bxs.	0 24	
Cocoa—	per doz	
Concentrated, 1/4's, 1 doz. in box..	2 40	
" " " " " "	4 50	
" " " " " "	8 25	
Homeopathic, 1/4's, 14 lb. boxes ..		
" " " " " "		
1/2 lbs. 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
Mott's Sweet Chocolate Liquors.....	0 19

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, 1/2 lb. tins, per doz..	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz..	2 25
Soluble Cocoa, No. 1 bulk, per lb....	0 20
Diamond Chocolate, 12 lb. boxes,	
1/4 lb. cake, per lb.....	0 22 1/2
Royal Navy Chocolate, 12 lb. boxes,	
1/2 lb. cake, per lb.....	0 30
Mexican Vanilla Chocolate, 12 lb.	
boxes, 1/4 lb. cake, per lb.....	0 35

WALTER BAKER & CO.'S.

Chocolate—	
Premium No. 1, boxes, 12 lbs. each..	

Baker's Vanilla in boxes, 12 lbs. each.	50
Caracas Sweet, in boxes, 6 lbs. each.	38
Vanilla Tablets, 416 in box, 24 boxes	
in case, per box, net.....	4 20

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

Soluble Chocolate	
In canisters, 1 lb., 4 lb. and 10 lb.....	0
Breakfast Cocoa—	
In bxs, 6 and 12 lbs. each, 1/2 lb., tins.	0

COCOANUT.

CANADIAN COCOANUT CO.

White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.....	0 27
" " " " " "	0 28
" " " " " "	0 25
" " " " " "	0 30

Bulk—	
White Moss, 10, 15 or 20 lb. Pails.....	
Feather Strip, " " " " " "	
Special Shred, " " " " " "	
Macaroon, " " " " " "	
Crown Desic, 12, 20 or 25 lb. " " " "	
Special, " " " " " "	
Barrels, 2c. per lb. less.	
Terms, 3 p.c. off 30 days.	

To Our Grocery Friends.

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

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

For puddings, custards, etc.

ONTARIO } 38-lb. to 45-lb. boxes, STARCH } 6 bundles	0 06
STARCH IN } Silver Gloss	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 1/4
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs.	0 05
Bbls., 175 lbs.	0 04 1/2
Kegs, 100 lbs.	0 04 1/2

Lily White Gloss—

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

Brantford Gloss—

1 lb. fancy boxes, cases 36 lbs.	0 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
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06

SUGAR. per lb.

Granulated—

Redpath and St. Lawrence, single barrels	0 04 7-16
Redpath and St. Lawrence, 5-barrels	0 04 3/4
Acadia, single barrels	0 04 3/4
5	0 04 5-16

Paris Lump, bbls. and 100-lb. boxes

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 1/4
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
Omerara	0 03 1/4	0 03 1/4
Raw, in bags	0 03 1/4	

SYRUPS AND MOLASSES.

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

MOLASSES.

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

SOAP.

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



Box Lot	4 20
Box Lot	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



Ivory Bar" is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box: 10 and 12 oz. cakes, 120 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-lb.	0 35
" " 60 1/2-lb.	0 35
" " 30 1-lb.	0 35
" " 120 1/2-lb.	0 36

BLACK. per lb. per lb.

Congou—		
Half Chests Kaisow, Moun-	0 12	0 60
ing, Paking		
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 SUEYS.

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

JAPAN.

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

LIPTON'S TEAS.

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

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

"SALADA" CEYLON.

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



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

Terms, 30 days net.

"KOLONA"

Ceylon Tea, in 1-lb. and 1/2-lb. lead packets, black or mixed.		
Blue Label, retail at 30c	0 22	
Green Label " 40c	0 28	
Red Label " 50c	0 35	

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

Terms, 3 per cent. off 30 days.

TOBACCO AND CIGARS.

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

WASHING POWDER.

"SILVER DUST"

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

WOODENWARE.

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

THE E. B. EDDY CO.

Washboards, Planet	1 60
" " XX	1 40
" " X	1 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.

For
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We will mail you a valuable little book on

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ADVERTISING DEPARTMENT
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Toronto, St. John, N.B., and Montreal

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



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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 GOULDS MADE.**

Represented by...
Chas. Boeckh & Sons, Toronto.
The H. A. Nelson & Sons Co., Montreal.

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Oakville Basket Co.**

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

OAKVILLE, ONT.

Established 1780.
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 manufactures.

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 BEAVER, COLUMBIA and TIGER, all guaranteed prime RED fish.

ALL LIVE GROCERS KEEP THEM.

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Victoria, B.C., Owners.

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" W. S. Goodhugh & Co., Montreal.
" Tees & Perse, Winnipeg.

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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.



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Who Wants a Handsome

DELIVERY WAGON FREE

And every Grocer's Clerk who wants a

CAMERA FREE

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"GILT EDGE"

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

"NOBBY" BROWN COMBINATION

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

"JEWEL" BROWN COMBINATION

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

BOSTON LIQUID WATERPROOF BLACKING

For men's and boys' shoes, produces a brilliant jet black polish without brushing, thus saving time, labor and money. Retail at 2c.



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.

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ESTABLISHED 1849.

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