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THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, JULY 2, 1897.

No. 27

COLMAN'S MUSTARD



BEST ON EARTH

Good



News.

The quality of
Tillson's Pan Dried Rolled Oats has always been kept at the highest point, yet there is constant aim to improve even on that. Out of a thousand and one buyers of our Rolled Oats, one here—one there chanced to find some black specks, or a hull or a little dirt. We have lessened the chances of even this occurring in the future. We are not infallible but we have improved on what was already "best." Clean—bright—free from dirt, hulls, and black specks. And with that rich, nutty flavor that consumers like so well.

The Tillson Company, Limited

From Manufacturer to Retailer—direct

Tilsonburg, Ont.

VERY OLD
HIGHLAND WHISKY.



Cockburn & Co.

ESTABLISHED 1796.

Leith & London.

Try—

**COCKBURN'S
SCOTCH
WHISKY**

Nothing Finer in the Market

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

J. & R. McLEA, Montreal

AGENTS FOR
THE DOMINION



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

TANGLEFOOT

ends her misery



Tanglefoot

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STICKY FLY PAPER

The only kind that fulfills all requirements and expectations

Is sold by the following Wholesale Grocers in Canada :—

Edward Adams & Co. - London, Ont.
Balfour & Co. - Hamilton, Ont.
H. N. Bate & Sons - Ottawa, Ont.
Black & Co. - Truro, N.S.
Caverhill, Hughes & Co., Montreal, Que.
L. Chaput, Fils & Cie., Montreal, Que.
Dearborn & Co. - St. John, N.B.
The Eby, Blain Co., Limited,
Toronto, Ont.
H. P. Eckardt & Co. - Toronto, Ont.
Elliott, Marr & Co. - London, Ont.
W. H. Gillard & Co. - Hamilton, Ont.
Gilmour & Co. - Brockville, Ont.
Gorman, Eckert & Co. - London, Ont.
James Hodge - Fredericton, N.B.
Howe, McIntyre Co., Montreal, Que.

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

EVERY WHOLESALE DRUGGIST IN CANADA SELLS IT.



When in Doubt—Trump!

Take no chances—play your strongest card, the card you have faith in—the one you have learned to know, is a probable winner.

It's the same way in buying—the highest quality wins trade. The name and reputation of an article—its *known* quality will sell it. As goods of inferior quality become unsalable and gradually accumulate on your hands, please remember this—"when in doubt"—play your strongest card, buy highest quality. It pays to do it.

Good Cards to Hold

For quick, seasonable sellers, get those Jelly Tablets that save so much time in the household.

Over 150 years of highest quality in

Lazenby's Jelly Tablets.

12 different flavors.

For purity—strength—absolute evenness of grade, the United Alkali Coy.'s product of Great Britain

**Hand in Hand Brand
Bicarbonate Soda**

98 ⁵⁰/₁₀₀ Pure Bicarb. Soda.

is unequalled.

For freshness and cleanliness of the pack (new pack just in) and delicacy of flavor

**Thistle Brand
Finnan Haddies**

are unrivalled. They compete in quality—not in price.

For Sale by Wholesale Grocers Everywhere.

General Agents for Canada

A. P. Tippet & Co.
Montreal and Toronto

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

The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

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

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

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

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

FAC SIMILE OF CASK LABEL.



PURNELL'S

PURE
PLAIN and SPICED

MALT VINEGARS

FOR PICKLING and TABLE USE.

Brewery, Bristol, England.

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

AGENTS

St. John, N. B.—W. S. CLAWSON & CO.

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

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

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

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

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

MADE ON
SCIENTIFIC
PRINCIPLES

MADE TO
STAND MUCH
HANDLING

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

Compact
Strong
Good-Appearance



The E. B. EDDY CO. Limited
HULL, QUE.

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

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



Religious Lobsters

Noble's Celebrated Brand . . .

**XX and XXX Talls and Flats,
Lbs. and 1-2 Lbs.**

The pack of lobsters this year is short and really first-class fish scarce. Noble's brand stands for the highest quality. The price we quote is low.



We have a Snap

for wide-awake grocers. It is

SELECTED VALENCIAS

Our stock is large—we must sell—and the price will enable you to make a handsome margin, in view of the high price of currants.

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



JOHN MOUAT, Northwest Rep., Winnipeg.

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

THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, JULY 2, 1897

(\$2.00 per Year) No. 27

INDIVIDUAL CREDITS.*

By James G. Cannon.

CREDIT is created by the desire to do business, and thereby secure a profit. For example: A is well and favorably known to B as a man of strict honor and integrity. He may be a producer, but without ready money. He may be desirous of buying goods. B has the commodities and wishes to sell them; therefore B finds it agreeable to supply A's wants for a consideration of profit, upon his promise of future payment. In this way credit is brought into play, and its continuance is justified by the prompt fulfilment and faithful performance of all the duties and obligations imposed by the contract, but if too easily obtained it promotes extravagance.

The question naturally arises: Upon what basis should individual credit be granted? No inflexible rule can be laid down, but the underlying principles of this form of credit that suggest themselves to me are character, ability, capital and producing power.

Individual credits properly dispensed call for the exercise of diplomacy, mature judgment and eternal vigilance, and one should be especially conservative in extending liberal credits on the luxuries of life. For instance, where a customer might, without criticism, buy a five hundred dollar house-furnishing goods bill, he might very properly be refused a credit of three hundred dollars for purchases made in the dress goods department.

The good customer, though unreasonable and unjust in his demands, must be retained. It is the man who pretends to be good and is not, who must be refused and avoided. Tact in this, as in other departments of business activity, is indispensable.

Many merchants trust out their goods indiscriminately and sustain losses that handicap them in the payment of their obligations

* An address delivered on June 9 before the Credit Men's Association, St. Louis.

to the wholesale dealer, and the resultant ill effects are communicated all along the line of credit, reaching finally the manufacturer and his creditor. Therefore, if we can build a better basis for individual credits, the whole commercial edifice will be strengthened with benefit to all concerned.

Notwithstanding the fact that the granting of individual credit is one of the most delicate and important questions upon which the merchant has to pass, I believe that very few retail merchants, if called upon for an opinion as to the basis of their credits, could give a specific or intelligent answer.

EDUCATION NECESSARY.

The average retailer throughout the country needs education in this and kindred lines, and he should be brought to realize that it is to his interest to follow some well-defined system of granting credits. He will often "size up" a man on the spot and sell him a bill of goods without even knowing the party's full name, or, relying, perhaps, on his supposed ability to judge something of his means or affairs because he is an acquaintance, he will trust him without any investigation as to his financial worth.

Some retailers, I find, have not taken stock for years, believing it to be unnecessary, because, as they say, all they have on their shelves belongs to them. Others do not even keep books. Careful attention to details, and a thorough system of book-keeping, are prime factors in determining a merchant's success. If he is careless in his methods he is likely to find his customers tardy in meeting their bills.

If the retail merchant would only change his method, ascertain the cost of conducting his business and the profit on his sales, keep his books in such a shape as to enable him to know at all times whether he was making headway or losing ground, he would

be in a position to adopt corrective measures when necessary, and avoid the shoals and rocks that would otherwise bring disaster upon him.

Some good wholesome educational work seems to be in order, and where the jobber or wholesaler finds that a retailer to whom he is selling his goods has extended credit beyond prudent limits, compared with his own resources, although it be to persons of large means, he should confine him to the shortest possible terms, and force him into a system of making quick collections, for the nearer a retailer reaches a cash basis the better will be his position. If he pays cash for his goods he is not likely to sell them on any other terms, and when he does give credit, he will exercise more care in its extension.

If the wholesale houses will give their retail customers the benefit of their wide experience, knowledge and counsel, as to the best business methods to be adopted, it will be of mutual profit and advantage. So long as retailers pay their bills with ordinary promptness the wholesaler has no occasion to interfere, but when they become slow he is compelled to look over the situation, and in nine cases out of ten retailers will plead in extenuation of their tardiness that some of their own customers owe them large bills which they are unable to collect. How needful it is, therefore, that all unknown quantities should be eliminated, and that a painstaking investigation should determine the character, financial strength and integrity of every credit risk.

Considerable strategy must be used at times to secure information touching individuals supposed to be possessed of large means, and who are so reticent about their affairs that it is not deemed prudent to ask questions. You would be surprised to learn that some of the richest and most substantial houses in the large cities will seek for data through the instrumentality of janitors of apartments, butchers and

RICE

Our stock of Rice is complete and includes all grades of Fancy Imported *Japan*, *Java* and *Patna* Rice. In cheaper grades we are offering a splendid value to retail at 5c. Drop us a card.

THE DAVIDSON & HAY, LIMITED.

Wholesale Grocers

TORONTO.

TELEPHONES 399 AND 1399.

tradespeople generally. Perhaps information thus gleaned is not always of value, but at the same time such people hear and see things of which it is important that the dispenser of individual credits should have knowledge. The question may be asked why are such methods resorted to, and the only answer that can be given is that retailers are fearful of making too many inquiries direct and driving away trade that is a source of profit to them. These practices should not be necessary, and prejudice against giving information on the part of individuals will be overcome by proper educational work, just as reluctance to give information on the part of borrowers is being removed by the requirement of signed statements.

A CAUSE OF SUFFERING.

During the past few years we have been suffering not alone from the failure of business firms and corporations, but from the straining of individual credit which in my opinion has been responsible in a large degree for the prevalent unsatisfactory condition of business affairs. Many people have been living beyond their means, and since the panic of 1890 especially, individual credit has been extended far beyond its normal limits; as a result the whole line of credit has been disturbed, and the slow undermining of the foundation has gradually weakened and finally destroyed many of our noble institutions of trade and commerce. We have been passing through an era of extravagance that has been more pronounced than at perhaps any other period in our history. The credit structure has been reared upon faith and supposition, rather than upon tangible property and financial strength.

The Reverend Charles H. Spurgeon testified:

Something should be known regarding the financial resources and character of each debtor. Information respecting business men can be secured with respective ease, but in the case of professional men, and those living on incomes, the problem is not so simple. Therefore references should be required in all cases, and they

should be looked up with great care for the reason that while the first purchase may be small, the account, once opened, may increase in importance without attracting attention. If the customer is buying goods on credit from other sources, enquiry should be made as to whether his payments are satisfactory. Where real estate is owned, some specific data as to its value should be gathered. After the investigation is completed, and all the available information is at hand, a credit limit should be carefully fixed, and beyond this point the account should not be permitted to pass until it is ascertained by further research that the increased line can be safely extended.

A retail credit man should know when to say no, and should have the force of character necessary to say it; moreover, he should make the refusal in a way that will give no offence.

Many people, especially those who are wealthy, are very negligent about paying their personal bills, and tradesmen and professional men are obliged to carry them longer than should be necessary, thus entailing upon them heavy losses of interest and profit.

It is a conceded fact that frequent settlements between debtor and creditor contribute to better profits in all lines of trade; whereas laxity in making credits and collections is the direct cause of a large proportion of the failures of retail merchants throughout the country.

RICH MAN'S PANIC.

It has been truly said that the period covered by the last three years has been the "rich man's panic," and many of the wealthy people have allowed their accounts to run past due. The flagrant abuse of credit and confidence at their hands should be corrected. They think nothing of taking a trip to Europe or out of town, leaving unsettled their accounts with their butcher, grocer and tradespeople generally, who fear to bring the least pressure to bear upon them, as they usually take the greatest offence when asked to meet an obligation that may, perhaps, have been long past due.

I would lay special emphasis upon the importance of retailers rendering their bills promptly, as such a practice will undoubtedly ensure better collections, and will also have the effect of educating their customers as to proper business methods.

I have in my mind a prominent mercantile house in one of the large cities of the United States, which a few years ago became embarrassed, simply because they trusted people from whom they were not able to force collections. Their credits were loosely managed generally. They

were also dilatory about sending bills for goods charged, which promoted extravagance among their customers and led the concern into a position from which they were unable to extricate themselves. Their trade was with a class of people supposed to be wealthy and fully able to meet their engagements, but it transpired that they were mistaken in their estimate of their responsibility. Systematic investigation would have revealed this weakness and saved them from ruin.

The drift in the retail line at present seems to be in the direction of closer terms, and it is now generally considered that an account that is not settled in thirty days is not desirable, whereas, years ago, retail merchants carried on their books a great many credits that ranged from six months to a year. In some quarters there is an apparent tendency to do away with the credit system entirely and reduce trade to a cash basis.

COMPETITION IN BUSINESS.

The question of competition in business is one that all departments of trade must meet, and the retailer who grants credit must recognize existing conditions and regulate his prices to meet those offered by dealers who sell for cash. Under these circumstances, unless his credits are made under a safe and well-defined system and his business is conducted on an economical basis, his success will be problematical.

To show the advantages to be derived from conducting business on a cash basis, especially in large transactions, a little article—a silverback hair-brush—owing to competition has been reduced in price to \$4; from this price there is a discount of 10 per cent. for cash. The small retailer is generally unable to avail himself of this cash discount, so the brush costs him \$4. An order for three thousand of these brushes was recently filled for a large department store at a net cash price of \$3. The manufacturer, to be sure, did not make much, but he was able to keep his plant in opera-

Summer Drinks

CHALLOND & JENKS'

GINGER ALE
CLUB SODA
BIRCH BEER
CREAM SODA
CHERRY PHOSPHATE

LEMON SOUR
KELMA WATER
ORANGE CIDER
SARSAPARILLA
JUBILEE

LUCAS, STEELE & BRISTOL - - Hamilton

SALMON



Before buying salmon get our prices; we have a large stock of spot goods.

SOCKEYE---Flagship, flat tins
O-Wee-Kay-No, tall tins

COHOE---Star Brand, flat tins
Diamond Brand, flat tins
Southern Cross, tall tins

AT EXCEPTIONALLY LOW FIGURES.

JAMES TURNER & CO. - - HAMILTON, ONT.

Freshness

is necessary---in Milk.

"REINDEER BRAND"

CONDENSED MILK

is manufactured from rich new milk, fresh every day.

**PICNIC
GOODS
ARE NOW
IN DEMAND**

We have them

Laing's Cooked Corned Beef (1's, 2's, 6's
and 14's.)
Armour's Cooked Corned Beef and
Potted Meats.
Clark's Cooked Corned Beef and
Potted Meats.

NO DELAY if you order from us. We ship promptly.

THOS. KINNEAR & CO.

WHOLESALE GROCERS
49 FRONT STREET EAST

TORONTO

tion during the dull times, with the certainty of receiving his money, which came to him all at once. The department store could retail these brushes for cash at \$3.90 each and make 30 per cent. profit, and yet, you see, the brushes would be sold for less than the cost to the small retailer. They were only able to do this by handling their business on the cash basis.

This system also saves a great deal of time and annoyance to the customer in waiting for change, by making it possible to pay in one sum the bills for a considerable period of time.

SAFETY OF THE CASH MERCHANT.

The merchant who gives credit may do a very extensive business and appear to be enjoying the fruits of prosperity in good times, and he will doubtless succeed in handling a larger volume of trade than the one selling for cash, but when a panic comes and depression sets in, and the incomes of his debtors are depleted or entirely suspended, he will in many instances be forced to the wall, while the cash merchant who did not owe anything and had no one owing him, will continue his business as usual, and will probably make more money twice over than he lost by not selling on credit when times were favorable; but even if the credit merchant succeeds in weathering the storm, his books will bear unmistakable evidence of financial wrecks left in its wake, which will be painfully apparent when he requires money to meet his maturing obligations and replenish his stock.

Judicious credits are of incalculable benefit; but I think that in retail lines they should be carefully restricted. It seems to me that the merchant who brings his business nearest a cash basis will eventually find he is the most prosperous.

EGGS IN COOLERS.

An exact statement of the eggs stored in Chicago so far this season cannot be made, for no official figures are given out at the coolers; but from estimates based upon

opinions of buyers and others who put eggs away it can be safely said that stocks are less than they were a year ago at this time. The difference is about 20,000 cases, and the total of eggs now in the coolers here is close to 215,000 cases.

Arrivals this week were liberal. At one of the storage houses a record-breaking day was noted, more eggs having been received than during any other day of the present season.—Chicago Produce.

SUGAR AS A PROMOTER OF MUSCULAR EXERTION.

It is a fact well known to Alpine tourists, says Deutsche Zuckerindustrie, that on difficult climbing excursions an increased desire is felt for the consumption of sweets and sweetened food, and many who never touch bon-bons at home, devour large quantities of them on these tours. It is also frequently remarked how eagerly the guides appropriate any sugar that has been left over, and consume it en route. This use of saccharine substances is often purely instinctive, for even to-day many individuals are still unacquainted with the physiological fact, that the source of our muscular force is not to be sought in the albuminous substances (meat) taken into the system, but in the hydrocarbons (starch, sugar, fat), consumed. At the instigation of the Prussian war office, Schumburg and Zuntz undertook to investigate, by means of an apparatus constructed by Mosse, the question whether the consumption of small quantities of sugar rendered the tired muscles capable of renewed exertion. In order to obtain a practical result, the person who was made the subject of experiment was kept totally ignorant of the object of the experimenters. On one day a sweet liquid was administered containing 30 gr. of sugar, on the next day a similar liquid containing a sufficient amount of saccharine to render it indistinguishable from the other as regarded taste. When a very large amount of muscular work had been performed before the

employment of the Mosse apparatus for further labor, it was found that on the days when sugar was administered a distinctly greater quantity of work could be got through than on the days when saccharine was given. The blood had become very poor in sugar in consequence of the severe muscular effort which had previously been gone through, and hence the administration of a comparatively small quantity of sugar had the effect of producing an increased capability of work. The result of the experiments confirms the opinion entertained by a large number of Alpine tourists that in long continued and fatiguing climbs the use of sugar and substances containing sugar is advantageous.

In No. 24 of our 1895 issue, apropos of the pamphlets written by Henri Hirschberg, we advocated the supply of sugar rations to the army, and it appears that the War Office has interested itself in the matter. It would be very advisable that the logical consequences of the favorable results, in increasing the capability of bodily exertion obtained from the use of sugar, should be drawn, and that a regular supply of sugar food should be issued to the soldiers. The introduction of sugar into the army, accustoming the young men to its regular use, would be the means of increasing the demand for sugar among the people generally, and producing a considerable and permanent advance in the consumption.

BALTIMORE TOMATOES.

A Baltimore, Md., broker writes: "It is said that history repeats itself and on that theory 3 lb. standard tomatoes may again sell at 50c. before you and we leave this terrestrial sphere, but there are no signs of it at present. In fact, this remarkable weather is not doing the crops of tomatoes and corn any good, and everybody is complaining about the condition of the tomato crop particularly. The very best that we can do on spot 3-lb. full standard tomatoes is 57½c."

There is only
ONE
FLY PAD

AND
Archdale Wilson & Co.

Wholesale Druggists
HAMILTON

Are its Manufacturers.

BEWARE of illegal imitations, the sale of which will render you liable to heavy fines and costs.

PERPETUAL INJUNCTION

(COPY)

IN THE HIGH COURT OF JUSTICE

Before COLIN G. SNIDER, ESQ., Local Judge of this Court at Hamilton

THURSDAY, THE 30th DAY OF MAY, A.D. 1897

Between ARCHDALE WILSON & CO., Plaintiffs

And FRANK W. MERRILL, Defendant.

Upon the application of the plaintiffs for an order to continue the Interim Injunction granted herein by Colin G. Snider, Esq., Local Judge in Chambers, on Monday, the 17th day of May, A.D. 1897, upon reading the Notice of Motion to continue the said Injunction and upon hearing what was alleged by Counsel for the Plaintiffs, and Defendant and Counsel agreeing that the said Motion should be turned into a Motion for Judgment.

THIS COURT DOETH ORDER and adjudge that the Defendant be forever restrained from manufacturing, selling or dealing in fly poison prepared in felt, pulp or paper in the shape of a square, circular, pad, octagon, mat, welt or shield, or any form whatever where the felt, pulp or paper is smaller than twelve inches square and weighs more than an eighth of a pound to the square yard, and from using boxes, labels or envelopes such as those heretofore and now used by the said Defendant, or similar in any manner to those used by the Plaintiffs.

And this Court doth further order and adjudge that the Defendant do pay to the Plaintiffs the costs of and incidental to this action forthwith after taxation thereof.

Upon motion of Mr. Thomas Hobson, of Counsel for the Plaintiffs.

By the Court.

S. H. GHENT, Deputy Clerk.

CURRANTS FROM RUSSIA.

ALTHOUGH it has been thought, and apparently with good reason, that the stocks of currants in the consuming countries other than the United Kingdom were only very moderate, it has been proved that holders in some of them could not withstand the temptation to realise which the advance in prices held out to them. Shipments of a more or less important nature have been received of fruit in bags and in barrels from Russia and from Amsterdam, and although the former package is one which has seldom been seen here and the latter is one which has gone entirely out of fashion, the fact that the fruit has been offered at prices considerably below what was demanded for similar quality imported direct from Greece, and in the smaller bulk to which the trade has lately become accustomed, has secured for it a

tolerably ready sale. The theory held by some that fruit of very common quality is usually sent to the continental ports is somewhat upset by these arrivals, and although it is true that some of it is more or less inferior, it is also true that other parcels are of exceedingly good quality, and quite equal to the average of the season's shipments to our ports, and distinctly superior to the more recent arrivals. That these shipments have exercised a useful influence there can be but little doubt. There was unquestionably the fear in the minds of those who take at all a broad view of the position that, with the small landed stocks, it was more than possible holders might have driven matters too hard, and, by establishing a higher level of prices than was expedient, have thereby jeopardised the prospects of the new season. Such a course of events would have done infinitely more harm in the

future than the good to be obtained by the realization of an extra shilling or two per cwt. upon landed stocks. Under the influence of these arrivals prices of all descriptions are in favor of the buyer.—Produce Markets' Review.

USEFUL RECIPES.

CURE FOR BELLIES IN TIERCES.

Twenty lbs. of salt, coarse; 6 lbs. sugar, coarse, but good (it pays in every respect to use good sugar on all meats), and 1 lb. saltpetre. If packed in other receptacle, the same formula is used, according to the weight packed. The tierces are rolled the first ten days, and overhauled, if in tubs, in the same time. We scarcely need add, fill the tierces with water when packed. When bellies are packed in tubs, of course, make a pickle and pour over the meats. Bellies or backs thus packed will cure in twenty-five to thirty-five days, according to weight.—National Provisioner.



2 Good Things

They are good sellers

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

Every grocer should have them

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

PURE GOLD MFG. CO.
TORONTO



AMONG THE RETAILERS.

A Common Error. I was told of an error this week that grocers often make, and perhaps someone will take warning if it is spoken of here. Every little while some new fancy article is put on the grocery market. Some lady will buy this and serve it up at her five o'clock tea, it will tickle the palates of some of her guests, and immediately the grocer with whom one of these guests deals is asked for this article. Well, he hasn't it in yet, but he can order it. He does order it, but, if a foolish man, he orders a case of it, thinking that because it is new there will soon be a heavy demand for it. But I have heard that nine times out of ten the rest of the case lies on his shelf, and that frequently, if his first customer has bought more than one tin, package, or whatever it may be, he is asked in a week's time to take the unused tins back, for the brand is not the same as Mrs. Smith's was. I hear that it pays far better to go and buy what you want in a large store, and risk the unlikelihood of having a chance to made a heavy sale of it.

Prefers the Credit System. Most papers advocate the cash system for doing business. For that reason I think it is interesting to hear what arguments the men who still stick to the credit system have to advance in support of their action. In conversation with a grocer, who is in favor of the old system, this week he gave me his reasons for not being up-to-date in this particular instance. "In adopting a cash system," he says, "first of all, some valuable trade is cut off. The merchant must then attempt to gain trade to make up for this loss. He immediately looks for bargains. As soon as a merchant introduces the bargain scheme into his business he gives his business a new reputation. He is soon reported selling cheap goods and his trade vanishes." "Where," he says, "is the man who has succeeded in the cash business who has had as his competitor a man using the credit system? We have yearly big losses, but we are making money, which I don't think we would be doing if we abandoned our old system. We let good alone."

Signs. A distinguishing mark of a modern business, carried on by a shrewd, reliable and up-to-date merchant, from that managed by a man who is behind the times is the display of advertising cards outside of the store or on the delivery wagons. Some grocers take the bottoms of pasteboard boxes and write the prices of their goods on them. These signs have a very bad appearance. They remind a person of the signs of Italian peddlers in

the cities. It doesn't cost much to have the signs painted on good canvas or card-board, and these present a far more attractive appearance. Attention should also be given to signs of short sentences. I noticed a couple this week that struck me as being worth mention. On a wagon was the printed notice, "Our wagons go past your door," It is mild and not sentimental, but very expressive. In a window I saw the sign, "There has been a crash in prices, come in and see the ruins." I thought the metaphor was very striking. These two examples illustrate a couple of the best styles of signs.

Schemes. During the last year many schemes for increasing business have had their patronage among the retail grocers. These all, of course, have been inaugurated to make it appear that the merchant who takes hold of the scheme is giving a certain discount off the price of his goods which the competing merchant, who cannot obtain the use of the scheme, does not. But lately a noticeable reaction has set in, and this week I enquired for the opinions of the grocers regarding these schemes. All to whom I spoke, and I visited quite a few, were unanimous in their convictions that the schemes were entirely useless. They claim first of all that grocers cannot afford to give any discount, and that if they did so they would soon be bankrupt. If the scheme is used, therefore, it is necessary to raise the price of the goods and fool the people. Well, of course, there is nothing more noticeable to customers than the rise in price of an article, and not even the advantage of the scheme will hold them when they see the rise. The merchants say, too, that there is a certain class of customers who hold themselves aloof from such schemes and who, if they find out that their grocer is resorting to petty tactics, will immediately withdraw their custom. So it can be seen that, both theoretically and practically—for several merchants are now rueing the day that it was started in their store—the schemes now abroad will not accomplish their intended purpose. After all, isn't it a poor way to work up a business? Are such tactics liable to work a merchant's way into his customers' confidence? It appears, too, that the schemes tend to stir up a rivalry between neighboring merchants who are in the same trade. The originators offer as an inducement to the merchant to handle their schemes that he will be the only one in his line in that neighborhood who will enjoy its privileges. Now this will not arouse a friendly feeling between those merchants, and for mutual benefit in other lines this friendliness is necessary. To form associations to obtain fair prices or to close places of business early this rivalry must be prevented.

RAMBLER.

PARISIAN HAM SAUSAGE.

FOR 100 lbs. use one-third beef and two-thirds pork ham or shoulder moderately fat, and chop each separately coarsely, adding $3\frac{1}{2}$ lbs. fine salt, $5\frac{1}{4}$ oz. cane sugar, $2\frac{3}{8}$ oz. powdered potass. salt-petre. Mix one-third of the spicing with the beef, two-thirds with the pork, and keep each kind of meat separate; in summer for twelve hours in a cool room, in winter two or three days at about 72 deg. F. to give it a good red color. Then first chop the beef fine, add the pork and also the spicing before chopping both up together. Use 5 oz. white pepper, ground; 1 4-10 oz. fine ginger, ground; 1 4-10 oz. mace; $1\frac{1}{4}$ oz. finely ground allspice, sifted; 10 pieces of leek finely ground up with salt.

Mix the spice in a suitable dish, add to the whole mass, and now chop (continually mixing the mass) to the size of a pea, so that the whole assumes a marbled appearance. Now mix a little water to it, if required, and break open the mass several times from right to left. If the meat was not very firm and did not work well, add some 20 or 25 lbs. of meat. Fill the mass into veal bladders or in moderately wide beef guts or middle guts. Stuff airtight and firm. When stuffed allow to hang in the air in summer for six hours at about 70 degs. to give it a lasting color.

Now smoke in regular smoke at 77° F. until cherry red; boil immediately after smoking, using the water at seething point. The bladders take from three-quarters to one hour to scald, while the beef guts should boil gently for one and one-half to one and three-quarter hours, avoiding agitation as much as possible, as agitation would tear the sausage. This sausage should, therefore, never be boiled with others requiring a stronger scalding. Always boil it alone. When cold, this sausage usually shows wrinkles; to remove them dip the sausage for ten seconds in seething water; take out and wipe dry with a cloth. Finally it is rubbed with a little olive oil to make it glossy. This sausage is very much liked and can be manufactured even at summer heat.—National Provisioner.

CALIFORNIA PRUNES.

The California Fruit Grower says in its issue of June 19th, regarding prunes: "Crop of 1896 has gone out clean so far as this state is concerned, and our reports from the east indicate light stocks at all points. A visit to the large producing sections shows the growing crop to be in a very satisfactory condition. The fruit is well advanced, and there is no doubt but that the output will be in excess of last season. Quotations are nominal in the absence of transactions."



SEND FOR SAMPLES



Manufactured by **THE ALPHA CHEMICAL CO., BERLIN, CAN.**
For sale by all the leading Grocers.

"Grand Mogul" Tea

BICYCLES FREE TO GROCERS

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

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

Free upon the following terms:

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

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

T. B. ESCOTT & CO. - LONDON.



Our New Line . . .

"GOOD LUCK" BROOMS

Freight paid on lots of 6 dozen.

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

POOR BOYS IN BUSINESS.

“OUR experience is that poor boys do better than the sons of well-to-do men; they appreciate their situation and a slight raise in wages better.” Such, says American Grocer, was the remark of a well-known grocery jobber, one of the many who have worked their way from office boy to a partnership. It is often the case that boys trained in the public schools, accustomed to scanty fare and a home with the bare necessities of life, frequently distance those educated at a private school and who live luxuriously and enjoy the best social advantages. The latter lack that appreciation of the necessity of hard work and faithful service as a means of promotion that the poor boy entertains. This is not so much the fault of the well-to-do lad as it is to the wrong sort of training. Their parents seek to save their boys from hard labor or the menial work which they did when making a start in life, and therefore do not properly estimate the value of work nor pay that strict attention to details which is necessary to success in life.

Rich men's boys that have been well educated and correctly trained, we believe, stand a better chance in the race of life than the poor boy with ordinary advantages and well trained. We have an instance of this from the life of the late Theodore A. Havemeyer, whose father was many times a millionaire and whose family connections were with the oldest and best families in New York. Mr. Havemeyer often told, with pardonable pride, the story of his boyhood life. In alluding to the early training of himself and his brother Henry, he said:

“We were taught our business thoroughly. After leaving school I was sent to Europe to learn all I could concerning the business I was to follow for a livelihood. On my return, in 1859, I went into my uncle's refinery in Vandever street, and from there I went into the business in Williamsburg. I made up my mind from the start that whatever was worth doing at all was worth doing well. For twenty-five years I was at work at 7 a.m., and did not leave the refinery until 6 p.m. I never went to bed at night until I had gone through the whole establishment. Many times I worked all the night long. While I was a single man my expenses never exceeded \$50 a month. Pilot bread and cheese made for me many a meal. A canvas suit was my daily apparel, and there was no part of the business at which I and my brothers did not work; no part we considered too dirty or too arduous or beneath us. One prerequisite in any business is a thorough mastery of its principles and a knowledge of all its details. There was no part of the manufactory or of the refining business with which

we were not thoroughly familiar. I know how to fire up under the boilers; how to run the engines. I built an engine once myself. I knew how to refine sugar, and how to market it. I knew what was a fair day's work for a man, because I worked alongside of the men. Another requisite is application and alertness. We were always on the lookout for some better way to do a thing, and our success is largely owing to invention brought out by observation and experiment. Another need is integrity and promptness in business dealings. We always paid cash as we went along, but, if one has to give notes, they should be promptly met. We filled our orders always according to agreement. Another rule is to keep away from liquor, and we always followed it. The practice of these rules, combined with frugality and ordinary faculties of mind, will bring commercial success to any man.”

How much truth is contained in the above simple outline of a start in life? The boy that is afraid of continuous hard work, and who tires of detail, will never make much of a place for himself. One of the hardest-working men in one of the largest firms in this city won a partnership because he put his whole soul into the business. When he began with the firm he was told to be on hand at 8 a.m. Later, the senior partner asked if it would inconvenience him to be at the store at 7 a.m. and look after a particular branch of the business. Quickly and interestedly he replied, “Not at all.” And he was faithful to the new trust. Again, he was asked if he could just as well get down at 6 a.m., and once more with cheerful manner said that he would. And he did; and not only that—he did his level best at every point and demonstrated that he loved work, was not afraid of details, and could be relied upon at any place in the great business. Boys of that stamp are sure to win a partnership, whether the sons of poor or rich men. Successful business men owe it to their sons to give them the right sort of training; to teach them to honor toil and to know the value of details and dollars.

COMPETITION.

Competition is dreaded by some merchants. Twenty years ago, remarks Merchants' Review, a tumble-down, dingy and cramped grocery store stood on a certain corner in the suburbs of this city. There was not another store within half a mile. There was absolutely no competition in sight, and yet the grocer did not appear to be making money, for his place was such, in appearance, that many people would have walked more than half a mile rather than purchase there. Since then, competition has come to that lone grocery store, which, of course, is lone no longer, it being

surrounded by blocks of residences. The store itself has been remodelled, enlarged, cleaned and brightened, and to-day, with an up-to-date stock, invites the most fastidious trade. The proprietor is evidently making money, but he is anything but a victim of competition, although competition forced him to at last move with the times.

MR. GRAHAM TAKES A WIFE.

Last Saturday morning at 6 o'clock Mr. C. P. Graham, the jovial manager of the Toronto branch of the Edwardsburg Starch Co., took unto himself a wife in the person of Miss Maggie Ross, daughter of Mr. S. Ross, 49 Howard street, Toronto. The ceremony was performed in Our Lady of Lourdes Church by Rev. Father Jeffcott, of Whitby, assisted by Rev. Father Walsh. It was a quiet affair, only the immediate relatives being present. The bridesmaid was Miss Jennie Ross, sister of the bride, while the groom had the aid of Mr. A. W. Cavanagh.

After partaking of a sumptuous breakfast at the home of the bride's parents, the happy couple left on the 9 o'clock train on a trip to the eastern provinces, and will probably travel for some weeks. When they do return we expect to see Mr. Graham's ever-present smile considerably broadened.

It pleases THE CANADIAN GROCER to extend its congratulations.

GROCERS' RESPONSIBILITY FOR TRASH.

There are, roughly speaking, two kinds of grocers—one, the kind who buy goods on their looks and try them first upon the public; and second, the kind that buy for intrinsic qualities and test the goods themselves. We suspect that it is owing to the supineness of the former class of dealers that the adulteration of food has gained so much headway, and that so much trash in tin cans is yearly put up.

There ought, of course, to be no such being as a grocer who buys goods because they look pretty and does not sample them. It is a fraud upon the public to inveigle them into a store that is conducted upon such principles. Consumers have at least the right to demand that the people who seek their patronage shall take pains to learn whether the apparently edible articles in their stock are fit to eat or not. The dealer who would object to the proposition is clearly unfitted for the business.

But how can one account for all the trash in grocery stores, except upon the assumption that a large number of dealers are—we will not say, unfitted—but not well equipped, for the management of a grocery store?—Merchants' Review.

TRADE CHAT.

THE local banks in Hamilton have decided to allow only 3 per cent. interest on deposits after July 15th.

Mr. Robert Heaman, a London dairyman, was struck and killed while driving across the Grand Trunk track.

About 80,000 pounds of tea brought to San Francisco since the first of May was not allowed to be imported, because it did not come up to the standard of quality established by the Secretary of the Treasury. The importers are protesting.

The following are the officers of the St. Thomas Board of Trade: President, John Campbell; vice-president, John Farley; secretary-treasurer, J. W. Stewart. Council, R. Potts, W. H. King, J. Mickleborough, A. E. Wallace, J. H. Still and F. M. Griffin. Auditors, S. H. Palmer, J. McAdam.

So great has been the trade in fruit from the St. Catharines and Niagara districts to Toronto, the Dominion Express Company have decided to establish a fruit market on the Milloy wharf. With that end in view work has been commenced on the east shed in making it suitable. The company also intend to have a siding laid from Esplanade street to the wharf so that cars can be loaded or unloaded without any difficulty or loss of time.

An agitation is starting throughout the county against hawkers and pedlars who sell their wares from house to house, working off shoddy goods at low prices undermining the trade of the old reliable business men. The matter was discussed at the County Council last week when the general opinion was that a high license should be charged hawkers and pedlars. The matter will be definitely dealt with shortly.—Lindsay Post.

FROM COUNTER TO BENCH.

It seems like a long step—from a grocery store to a magistrate's bench—but Judge Alfred C. Steers, of Brooklyn, took that same step a few years ago. Like his grandfather and his father, Judge Steers was bred to the grocery business, and he also had several brothers who received a grocer's training and later had stores of their own. While in the grocery business the judge joined the National Guard and held high rank therein. At about the same time he became a member of the Brooklyn United Retail Grocers' Association, and was soon elected first vice-president of the organization. His elevation to the bench of the police justices came as a natural consequence of the consolidation of Flatbush with Brooklyn, he having succeeded his uncle as a justice of the peace in the town a few months previously. We have watched the

career of Judge Steers with great interest for years, and believe that still higher honors are in store for him. At the same time we think he has already done pretty well for a dyed-in-the-wool grocer.—Merchants' Review.

NEW CROP VALENCIAS.

The grocery trade will in all probability be in receipt of the first shipment of Valencia raisins much earlier than usual, a cable received in Toronto this week intimating to this effect.

It is expected that the first shipments will be made from Denia about the last week in July, and that the fruit will be on this market early in September.

From present indications the quality of the fruit will be good, but these may be all upset by rain during the drying season.

PUSHING JAPAN TEA.

Among the passengers on the steamer Gaelic, which arrived at San Francisco on Monday, was a party of Japanese who have come to this continent in the interest of the Japanese Government and the Central Tea Association of Japan, to establish bureaus for the regulation of the tea business in Canada and the United States.

There is now a bureau in existence in New York and other bureaus will be established at Chicago, Toronto and Montreal. Mr. Mizutany, one of the party, will be installed in charge of the Chicago bureau for a period of seven years.

The increase in the consumption of Indian and Ceylon tea which has taken place in Canada and the United States is stirring up the people of Japan to look more closely after their own teas in these countries, and in addition to sending in envoys the Japanese Government has decided to spend the sum of \$750,000 in advertising its teas in Canada and the United States.

HAMILTON BOARD OF TRADE.

At a meeting of the Hamilton Board of Trade on Monday, the following officers were nominated: For president, James Turnbull, Wm. Vallance and George Rutherford; for vice-president, W. F. Findlay; for secretary-treasurer, C. R. Smith; for council (eight members), John Knox, W. H. Gillard, Geo. Roach, Alex. Turner, J. J. Mason, Senator Sanford, T. H. Macpherson, M.P., and W. A. Robinson; for Board of Arbitration (four members), B. E. Charlton, J. M. Lottridge, R. A. Lucas, W. C. Breckenridge and W. H. Lambe; for auditors, John Bell and F. H. Lamb. Mr. Robinson was renominated as president, but declined, and Mr. Findlay also declined that honor. Matthew Leggatt and Wm. Hendrie were also nominated, but declined. The elections will take place by ballot next Monday.

MOME AGAIN.

Mr. Henry C. Boomer, formerly of Warren Bros. & Boomer, wholesale grocers, Toronto, returned home on Friday last after spending about thirteen months in various parts of Europe. He was warmly greeted by his friends on "the street."

Mr. Boomer told THE CANADIAN GROCER that he noticed a marked change in the sentiment in England towards Canada since he first went over there. A short time ago it was only The Times that paid any attention to Canadian affairs, while now nearly all the daily papers were doing so to a more or less extent.

DRIED POTATOES.

The opening up of a demand for potatoes, peeled, sliced and dried, like apples, promises to give a fresh impetus to potato cultivation, as decay will be prevented and freight cost lessened, remarks a contemporary. The potatoes are peeled and sliced by machinery, soaked twenty minutes in strong brine, drained and dried at a temperature of about 194 degrees. Before using the slices are soaked from twelve to fifteen hours, and then have all the freshness and flavor of new potatoes.

PROFIT ON TEA IN ENGLAND.

But even twopence (4c.) or threepence (6c.) per lb. profit on the sale of tea by grocers at the present day is by no means common. The public obtain much better value from the trade than that would imply. It would be nearer the truth to say that grocers sell tons of tea at only one halfpenny (1c.) per lb. profit, and that when they get as high as twopence (4c.) per lb. they consider that they are doing good business.—Grocers' Gazette, London, Eng.

A WARM COMFORTER.

How rich in color is her cheek,
And I have made it so,
For when with mine her lips I seek
It takes an extra glow.
Her mouth is large; it is not zest
That when 'tis full I like it best.

With her alone, when we commune
I spend a lot of time;
'Tis she can keep my heart in tune
And oft inspire a rhyme
Of comforters she's the true type,
My warmest friend—my meerschchaum pipe.
—Tribune.

MR. MORROW ILL.

The friends of Mr. John Morrow, who is traveling in Europe, will regret to learn that he is ill and that at last reports grave doubts of his recovery were entertained.

The attention of our readers is directed to the fly pad advertisement in this issue. The manufacturers claim that each ten-cent package will kill more flies than three hundred sheets of sticky paper costing \$15. The genuine fly pads are made only by Archdale Wilson & Co., Hamilton.

We still have a few leading brands of

CANNED TOMATOES

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

H. P. ECKARDT & CO.

Wholesale Grocers

TORONTO



10 Gold Medals awarded

Gillard's New Pickle

At the great pure food expositions held in
England. These goods are most appreciated
where best known. Used daily in over 6000
of the principal hotels and restaurants in Great
Britain.

2 DOZ. IN CASE.

Single Case Lots, \$3.40. Five Case Lots, \$3.30.

Gillard's New Sauce

PIQUANT—
APPETISING—
The PRINCE OF SAUCES.

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

GILLARD & CO.

...Makers

LONDON, ENG.

THE CANADIAN GROCER

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

THE MacLEAN PUB. CO.
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Fine Magazine Printers
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Major A. G. Campbell, General Subscription Agent.

REMEDY FOR TARIFF BUNGLING.

BUSINESS men in Canada are with good reason dissatisfied with tariff revisions. It does not matter whether it be Conservative or Liberal Government, a more or less bungle is made of the job. The fault, however, is due more to the lack of qualification in the framers of tariffs than to the presence of ulterior motives or dishonesty.

Practical acquaintanceship with the articles covered by a Customs tariff supplemented by business commonsense are the essentials which those who frame tariffs should possess.

But these are essentials which the framers of the present tariff, like those who framed the tariff which preceded it, did not possess, or at least only to a small degree indeed. And because they were professors of law, medicine or of politics they could not be expected to possess the desideratum.

The man of law, of medicine or of ward politics can no more be expected to be an expert in purely business matters than can the man of business be expected to be an expert in law or medicine. Although we do not, however, go to the man of business for law or medicine, we have got into the absurd habit of relegating to lawyers, doctors and other types of professional men the transaction of matters purely within the sphere of business ethics.

While we in Canada have much cause for complaint in regard to tariff tinkering, the people in the United States have more. There, not only is incompetence exhibited, but positive malfeasance of office as well, on the part of those who have the framing of the tariff laws, while to these is added months

of unnecessary time spent in dilly-dallying with the tariff to the detriment of the trade of the country.

For a remedy for this state of affairs the business organizations of the United States have long been searching, and various schemes have been suggested. At this very moment there is a bill before the House of Representatives at Washington having this object in view.

This bill provides for the appointment of seven commissioners, who shall be invested with power, under certain conditions, to suspend, with the written approval of the President of the United States, any part or the whole of any tax upon imports or of any internal tax. The terms of office of the commissioners are to range from three to twenty-one years. The salary is to be \$7,500 per year except in the case of the chief commissioner, and his remuneration it is proposed to make \$8,000. These commissioners are to be appointed by the President subject to the approval of the Senate.

The bill has come in for a great deal of adverse criticism and it is not likely to be adopted by Congress. The New York Journal of Commerce heartily agrees with the promoter of the bill "that the people are tired of tariff legislation," but terms the scheme preposterous. Its objection is chiefly two-fold, namely, "that it is a usurpation of the legislative rights of Congress and is therefore unconstitutional, and that President McKinley could be depended upon to appoint only protectionists."

We can, however, afford to allow our cousins to the south to discuss the pros and cons for themselves. All we need to concern ourselves about is as to how a similar scheme would apply to Canada.

There are times when tariff revision is necessary. The tariff of 1894 stood in need of revision. But frequent revisions of the tariff should not be necessary. They unsettle trade. But just as often as a thing is badly done, just as often has it got to be done over again. And that is why the people of Canada, like those in the United States, are heartily tired of tariff legislation.

But while we are heartily tired of the manner in which our tariff has again and again been revised, yet there is a wrong as well as a right way in going about getting a remedy.

And were we to go about the matter after the similitude of the promoters of the bill now before the United States House of Representatives we would be wrong, simply in the first place because we would be spending our strength for naught: The duty of regulating the trade and commerce of the Dominion has been delegated to Parliament by the constitution.

What the business men of the country can do, however, is to insist that the duty of framing any and every tariff shall be delegated to a board of business men representing the various existing branches concerned.

Such a board would be guided by practical experience, not by theory. The members of the board could be nominated by the various boards of trade in the country, and appointed by the Governor-in-Council. This would reduce to a minimum the possibility of partisans being appointed thereto. The life of the board might extend from five to ten years if need be, and in addition to its duties as a tariff framer it might act as a sort of advisory board to the Controller of Customs. It need not be an expensive institution, for except when actually engaged in an extensive revision of the tariff, it would be necessary to hold but a very few meetings in a year. The remuneration might be so much per diem.

Of course, in the work of revising the tariff whatever the board did would have to be passed upon by Parliament, but the most ardent partisan would hesitate before daring to interfere with that which the board of experts had set up.

It is to be hoped that at the next session of Parliament the Government will give this matter its serious consideration.

CALIFORNIA APRICOTS LOWER.

The first offers of new crop California evaporated apricots this season were made at Montreal this week, choice "Royal" goods being quoted at a cost laid down of 9¼c. This is much lower than last season, when prices were from 2 to 2½c. higher.

The goods offered will be ready to ship the first week in July, and the low price is due to an exceptionally good crop. In fact, all lines of California fruit promise to be a large crop this year, and although no prices can yet be quoted on other lines the general expectation is for a lower price on this account.

SPELL OUT THE WORD "LIMITED."

THERE has been quite a stir among the limited liability companies operating under the Ontario "Act Respecting the Incorporation and Regulation of Joint Stock Companies" in consequence of the amendments made thereto at the last session of the Legislature. And it is chiefly due to the regulations governing the word "limited."

As is well known, the practice heretofore with most joint stock companies has been to abbreviate the word "limited" wherever it occurred.

Under the amended law this word must be spelt in full. Clause 22 of the Act which governs this matter reads as follows:

Every company shall have painted or affixed its name, with the unabbreviated word "limited" as the last word thereof, on the outside of every office, or place in which the business of the company is carried on, in a conspicuous position, in letters easily legible; and shall have its name with the said unabbreviated word in legible characters in all notices, advertisements and other official publications of the company, and in all bills of exchange promissory notes, endorsements, cheques and orders for money or goods purporting to be signed by or on behalf of such company, and in all bills of parcels, invoices and receipts of the company.

Violation of this clause entails a penalty of \$20 per day on the company while such word "limited" is abbreviated, and also a like penalty on every director and manager "who knowingly and wilfully authorizes or permits such default."

But the poor director, manager, or officer of the company who uses or authorizes on any document whatsoever the use of any seal of the company in which the word "limited" is abbreviated shall incur a penalty of \$200, and shall furthermore be personally liable to the holder of the bill of exchange, promissory note, cheque or order for money or goods for the amount thereof unless the same is duly paid by the company.

This is a pretty strict law, and it is not surprising that so many should be running to cover. The rubber stamp manufacturers in Toronto have been extremely busy during the last few weeks making stamps with the word "limited" upon them, and a good many documents do not present the neat appearance they formerly did, while joint stock companies with their names on signs or delivery wagons are either painting the word which is causing so much consternation out in full or having printed slips of paper pasted thereon.

It would be well for joint stock companies

to see that their position in regard to the word "limited" is secure, for already some companies have been brought into court.

Anything in business that will not stand the search light should be buried—or cremated.

SALMON CONTRACTS IN MONTREAL

EXTENSIVE contracts for the future delivery of new pack canned salmon have been put through at Montreal during the past eight or ten days.

Altogether fully 14,500 packages have been placed. Most of the sales were made on the basis of \$3.75 per case f.o.b. Coast, Horseshoe brand furnishing the bulk of the sales, but on Monday of this week another brand was offered for \$3.50 f.o.b., and some 500 cases were taken at that price.

It is claimed that a good proportion of the above quantity of stock has been bought on speculation by a commission man who believes that the goods are a purchase at the price.

A well-known wholesaler, discussing the transactions with THE CANADIAN GROCER, admitted that the price was exceptionally low, but at the same time expressed the opinion that the future would show that the goods had cost all they were worth.

"I myself," said he, "have bought quite a fair quantity, and, of course, am asking everything possible in the way of guarantees. At the same time I will not be disappointed if goods that have been bought low down do not grade very high. At any rate, whenever there has been such a difference between the ruling price of two seasons, as at present, on any line of canned goods, I have generally found that a cheap season means an increase in the number of grades compared with a season of higher cost."

Business should be a pleasure to every man engaged in it; but it should also be a pleasure for him to get out of it for a week or two every year.

THE CURRANT MARKET.

Currants in Canada are getting scarce, and they are likely to remain so until the new crop arrives. As, however, the regulation of the Greek Government forbidding the exportation of new crop fruit until Aug. 28 has been withdrawn, shipments will

probably take place fifteen or sixteen days earlier than last year.

The new crop, according to recent advices, promises to be larger than in 1896. There are signs of the peronosporos, but up to about the middle of the present month little damage had been done to the currant vines, although the wine vines had been severely injured.

Mail advices, under date of Patras, June 11, stated that stocks were then much reduced, and it was estimated that after the steamship Lesbrian had been loaded for Liverpool only about 1,500 tons of fruit would remain in Greece, while almost all that quantity was of poor quality.

An agreeable clerk is always agreeable even to a disagreeable customer.

THE LOW PRICE OF MOLASSES.

A COMPARISON of the position of Barbadoes molasses this year with last brings out forcibly the low price at which the goods are selling this year.

Last year the price at Islands, after opening at 13c. first cost, reacted from 2 to 3c., and the bulk of the early Canadian imports were made at a first cost of 10 to 11c.

This year the first cost has ruled around 6c. or 5c. below last year.

Last summer molasses cost 26½c. laid down on the wharf in Montreal. This summer it has been freely offered at 20 to 21c.

It is not surprising that these low prices have induced heavy buying by the Montreal sugar refiners, whose purchases so far run all the way from 7,000 to 8,000 puncheons, at a range of 20 to 21c. Montreal.

The quality of this season's imports also, as pointed out in a previous issue, has averaged much higher than usual. This has been another incentive to the refiners. Their molasses tests at 56 degrees and only costs 20c., which makes it a profitable raw product for yellow sugar into which the molasses will be manufactured.

This purchasing by the refiners has given the market a better tone, meaning, as it does, a considerable quantity of stock removed from the ordinary channels of consumption.

Late cable advices from the Islands also note a steadier feeling, and many holders believe the bottom has been touched. As a result they have stored their lots, believing that the present low prices cannot hold.

A VISITOR FROM CHILLIWACK.

MR. J. H. ASHWELL, of the firm of Ashwell & Sons, general merchants, Chilliwack, B.C., spent the latter part of last week in Toronto. Mr. Ashwell is a British Columbian born and bred. This is his first trip to Eastern Canada, and he proposes to make good use of it. Like a sensible man he is well covering the ground. On his way down he has taken in the Kootenay country, Winnipeg, Edmonton and other intervening points of interest. It took him about a month to do this. From Toronto he went to Montreal, and from there he goes to Quebec, St. John, Halifax, Prince Edward Island, Boston, New York. He will come back into Canada again via Niagara Falls.

"The trade outlook in our part of the country," he said in conversation, "is splendid. There is now no chance of a flood, and the outlook is good for a splendid crop of everything."

"Fruits as well as cereals?"

"Yes. We shall have fruit to ship, and one of my objects in stopping over at Winnipeg was to make arrangements for shipping fruit, principally plums, there."

Speaking of the character of the farming in the vicinity of Chilliwack he said it was largely mixed, while that part of the country itself was one of the best in the Dominion, and extended about twenty-two miles with a breadth of about six miles. "I have seen nothing to beat it down this way," he said, with some pride.

Chilliwack being on the Fraser River, I queried Mr. Ashwell regarding the prospects of the coming pack.

"The prospects," he replied, "are for a large pack, this being the big-run year."

Speaking of the lumber trade Mr. Ashwell said the local mills were busily employed, and were engaged in shipping a good deal of stuff to the mining regions.

In the immediate vicinity of Chilliwack there are no mining operations going on. The nearest is at Harrison Lake, some twenty-five miles distant. "As these mines become developed," explained Mr. Ashwell, "business men in Chilliwack expect to derive a great deal of benefit from them."

Mr. Ashwell is a strong advocate of the building of a railroad through Crow's Nest

Pass and on to the Coast. "It will be a good thing for our town," he declared, "for the railway must pass through it before it connects with the main line of the C.P.R."

Mr. Ashwell's father arrived in Toronto from England thirty-two years ago, and is now engaged in farming near Chilliwack. The business now known as Ashwell & Sons was started about twenty-two years ago.

Some of the sugar refiners in the United States have decided to roast coffee with a view to "roasting" the coffee men, with whom they are not on very good terms just now.

TORONTO COFFEE & SPICE CO.

A MEETING of the creditors of the Toronto Coffee & Spice Co., Limited, was held on Monday afternoon in the office of Mr. E. R. C. Clarkson. There was a large attendance of creditors, some thirty-five being present.

The statement presented showed direct liabilities of \$12,197.18, indirect of \$1,244.67, secured of \$187.44, and preferred \$940, a total of \$14,569.26. The assets were placed at \$12,478.52, leaving a nominal deficit of \$2,080.74. The following is a statement of the assets in detail:

Merchandise, as per stock sheets—		
Coffee, spices, extracts	\$4,466 22	
Labels, etc.....	1 324 53	
Pepper, " war-housed"	205 74	
Surplus over bank's claim	490 23	
Hypothecated plant—		
Machinery and utensils	2,628 64	89,119 32
Fittings—		
Office and warehouse furniture.....		79 50
Machinery—		
Not in present use		275 00
Book accounts—		
Good.....	2,278 81	
Doubtful, \$1,028.79 at 25 per cent.....	257 20	
Bad, \$1,589		
Bills receivable—		
Good.....	42 10	
Doubtful, \$741.40 at 25 per cent ..	185 35	2,763 36
Cash—		
In trust, Bank of Hamilton		241 34
		\$12,478 52

It is obvious that if the assets were placed under the hammer they would realize a great deal less than what they are computed at in the above statement. The \$1,328 worth of labels, for instance, would practically realize nothing.

The most interesting feature in the statement, as far as the liabilities are concerned, is the indebtedness of \$3,286.98 to bicycle and carriage firms for goods which the company had secured for its various gift enterprises. The firms thus interested were: Hyslop Bros., \$1,215.40; H. A. Lozier & Co., \$480; New Barnes Cycle Co., \$238.88; W. Gray & Sons, \$734; Canada Carriage

Co., \$518.70. It will thus be observed that 25 per cent. of the direct liabilities is to these firms.

During the discussion it transpired that all the stock of the company had been paid up except to the amount of \$956. This was held by Mr. Watson and his mother and sister, but none of the subscribers were financially able to pay for the stock for which they had subscribed.

It also transpired that writs had been issued against the company by the Cowan Co., Limited, the Macdonald Manufacturing Co. and the Canada Carriage Co. The indebtedness to these concerns is \$264.20, \$208.28 and \$518.70 respectively. And in consequence of these writs some of the creditors thought an immediate assignment should be made, but after some demurring those in whose interest the writs had been issued agreed to stay proceedings until a committee had examined the estate. These were appointed the committee: Mr. Cowan, of the Cowan Co., Limited; Mr. Urquhart, of Hyslop Bros.; Mr. J. Eby, of the Eby, Blain Co., Limited; Mr. Thomas, of H. A. Lozier & Co., and Mr. Lydiatt, of the Sydenham Glass Co. The committee will report at a meeting to be called by Mr. Clarkson probably on Monday next.

The three active members of the company, Messrs. Suydam, Roberts and Watson, were present, but none were prepared to make an offer. Mr. Suydam, however, stated that he was consulting his friends and would probably be in a position to make an offer at the next meeting of the creditors.

ALL CURRANTS ARE DUTIABLE.

Importers of currants into the United States who are endeavoring to obtain a ruling from their Customs officials to the effect that under the Wilson tariff all currants are free except those grown on the Island of Zante have had another set back. It seems that Zante currants are first being shipped to Patras, Greece, to escape the duty.

The term "Zante" is generally applied to currants coming from Greece, and the importers are attempting to have it applied only to the currants that come from the Island of Zante. The Board of General Appraisers first gave their ruling in favor of the importers, but have recently reversed it, and declared all currants dutiable. The decision will be appealed.

There is Only One Way

to make a
business successful.

That is :

To sell only such
goods as are known
to the public as be-
ing the best.

**SUCH
ARE THE KIND
WE MAKE.**

**SUCH IT WILL
PAY YOU
TO HANDLE**

For instance :

THE CROWN FLAVORING EXTRACTS

Their purity and strength com-
mend them to the housekeeper.

Their popularity commends
them to the dealer.

Never was the demand so
great as **NOW.**

IS YOUR STOCK RIGHT ?

Robert Greig & Co.

MONTREAL

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, June 30, 1897.

GROCERIES.

WHILE there is no great activity to be noted in any one line, business, generally speaking, is in a rather better condition than it was a week ago. The most interesting feature is sugar, and this is due to a decline of $\frac{1}{8}$ c. per lb., which took place shortly after we went to press last week. This has led to a little better business. Canned salmon is in rather an unsettled condition for future delivery. Canned tomatoes and peas continue strong, although even in regard to tomatoes there appears to be some cutting in price. Coffees are in much about the same condition as a week ago. Syrups and molasses are quiet. Teas are quiet, although a little more interest is being taken in Japans of new season's growth. A good business in pepper has been done during the last week or two, but the spice market generally is quiet. Currants on spot are scarce, with the demand good. There has been a little more doing in California muscatel raisins. The demand for chewing tobacco made from Canadian grown leaf exceeds the supply, and it is expected that prices will advance shortly. Some of the wholesale houses state that they are now selling seven plugs of chewing tobacco made from Canadian leaf to three plugs made from imported leaf.

CANNED GOODS.

The feeling in regard to canned salmon is somewhat unsettled in regard to futures and not much business appears to be doing. Orders seem, however, to have been pretty well placed for the leading standard brands. Sales of second-grade sockeye are reported at \$3.35 f.o.b. on the Coast for future delivery. A uniform price now exists among the jobbers on "Horseshoe" salmon, both in regard to spot goods and to goods for future delivery. Canned tomatoes are being firmly held by the packers, but some of the wholesalers appear to be selling below what it would cost them to replenish their stocks. A little more cheap corn has been passing from first to second hands at 45c. per dozen. We quote: ✓ Tomatoes, 70 to 80c.; corn, 50 to 75c.; peas, ✓ 75 to 85c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.25 to \$1.40; beans, ✓ 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," ✓ \$1.50; ditto, new season's, to arrive, \$1.25 in 5-case lots and \$1.30 in less quantities; cohoes, \$1.10 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.40 to \$2.50 for tall tins; 1-lb. flats, \$2.70; $\frac{1}{2}$ -lb. flats, \$1.60 to \$1.70; Canadian canned beef, 1's, \$1.20 to \$1.30; 2's, \$2.25 to \$2.40; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

Latest mail advices from London report that the East Indian crop of coffee is small this year owing to the drought, while the crop now growing promises to be still smaller. Locally the market is quiet and prices unchanged. Jobbers quote green in bags as follows: Rio, $13\frac{1}{2}$ to $15\frac{1}{2}$ c., 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.

This being between the seasons as far as syrups are concerned, there is naturally little or nothing doing. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to $3\frac{1}{4}$ c. per lb.

MOLASSES.

Molasses is in much about the same uninteresting condition as a week ago. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGAR.

Shortly after we went to press last week the Canadian refiners reduced prices $\frac{3}{8}$ c. per lb. on both granulated and yellows. Jobbers' prices, however, as far as the city trade is concerned, are unchanged, except on yellows. Prices in the country are of course open. Since the reduction there has been a slightly improved demand, although

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



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,

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

VANILLA . .
CHOCOLATES

ONE TENTH

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

"SALADA"

CEYLON TEA

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

AGENCIES . . .

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

P. C. LARKIN & CO.



SURPRISE SOAP

MAKES

CHILD'S PLAY ON WASH DAY

Easy, Quick Work . . .
Snowy White Clothes



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

The experience of thousands for years is the proof.

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.

the refiners are selling little else but yellow sugars, jobbers still drawing their supplies of granulated from stocks held in speculators' hands. Local wholesalers' quotations are: Granulated—St. Lawrence and Redpath's, 4 7-16c. for single barrel lots and 4 3/8c. for 5-barrel lots; Acadia, 4 3/8c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3 1/2 to 4 1/8c. per lb.; German granulated, in 100-lb. sacks, 4 1/8 to 4 1/4c. per lb.; Demerara crystals, 3 7/8c.

SPICES.

Advices from the primary markets report ginger low and prospects favor higher prices. A fairly good business has been done in pepper from first to second hands. Pepper is slightly easier in the outside markets. We quote as follows: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb. cans; ditto, whole, 10c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 17c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

NUTS.

Nothing new has transpired during

the week. We quote as follows: Brazil nuts, 11 to 12 1/2c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds, 9 1/2 to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 1/2c.; Marbot walnuts, 9 1/2 to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10 1/2 to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12 1/2c.

RICE, TAPIOCA, ETC.

The conditions are much as before both in regard to business and prices. We quote: Standard "B," broken lots, 3 7/8c.; 1 to 5 sacks, 3 3/4c., and 5 sacks and over, 3 3/8c. per lb.; Japan, 5c.; Patna, 4 3/4 to 5 1/4c.; tapioca, 3 1/4 to 4 1/2c.; sago, 3 1/2c.

TEAS.

The decline of prices in Japan tea is leading to a little more business on Canadian account. A cable received in Toronto this week from Japan stated that orders were being taken at last year's limit. This is particularly interesting in view of the fact that prices a few weeks ago were about 5c. per lb. above last year's figures. During the week there has been a little business doing in India, Ceylon and green teas, chiefly mediums, held in London, England, but, generally speaking, the market has ruled quiet. 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.

Currants are scarce on spot and prices are firm. We quote: Provincials, 5 1/4c. in bbls.; ditto, half-bbls., 5 3/8c.; fine Filiatras, in bbls., 5 1/2c.; do., half-bbls., 5 3/8c.; Patras, 5 3/4 to 6c. in bbls., 5 3/4 to 6c. in half-bbls., and 5 3/4 to 6c. in cases; Vostizzas, cases, 7 to 8c.

Cables received this week from W. Rogers & Co., Denia, Spain, report crop prospects for Valencia raisins good. The fruit will be ready for shipment early, namely about the last week in July. It will probably be on the Canadian market about September. We quote: Off-stalk, 4 1/2c.; fine off-stalk, 5 1/2 to 6c.; selected, 6 to 6 1/2c.; layers, 6 1/2 to 7c.

A better demand is being experienced for California loose muscatel raisins, and stocks in first hands are about cleaned up. We quote: 3-crown, 7 1/4c.; 4-crown, 8 to 8 1/4c.

Figs are dull and unchanged. We quote: 10 oz., 7 1/2c.; 10 lb., 9 to 10c.; 18 lb., 10 to

BUTTER AND EGGS

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

J. A. McLEAN,

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

They were awarded First Prize at the . . .

WORLD'S FAIR

Brown's "Lepreaux" Brand

CANNED CLAMS

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

Packers' Agents **NORTHRUP & CO.**

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

VINEGARS

Made under Government Supervision. Absolutely pure.

BADGEROW SCOTT & CO.

79 and 81 JARVIS ST. TORONTO.

TO CANADIAN MANUFACTURERS AND IMPORTERS

If not represented in WINNIPEG

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

E. NICHOLSON

124 Princess Street, Winnipeg, Man.

Successor to

W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

14 years' experience.

Established 1882

ORANGES AND LEMONS

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

CLEMES BROS., - Toronto

51 Front Street East.

12c.; 28 lb., 11 to 13c.; taps, 3¼ to 3½c. net; natural, 4½c. in bags, and 6 to 6½c. in boxes.

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

California evaporated fruits are experiencing a better demand in Canada than in the United States. Griffin & Skelly advise their Toronto agent that enquiries from the Eastern States for evaporated peaches are coming in faster than they can fill them. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

Stocks of California prunes held in Canada are about exhausted and it is said there will be no further shipments here this season. We quote as follows: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

GREEN FRUITS.

All kinds of fruit are moving lively. The Canadian fruits are now of special interest. Canadian strawberries are reaching their lowest prices, which, owing to the abundant crop, are less than they have been in previous years. Canadian cherries are just arriving, and have chased out the Californian variety. The season for pineapples is drawing to a close. Tomatoes are arriving freely. Gooseberries are becoming plentiful. Green peas have left the domain of the fruiter, and are to be had by the bushel. The season for Valencia oranges is about over. California apricots and peaches are plentiful this week. Dealers predict a rapid advance in lemons. We quote: Oranges—Valencias, ordinary, 420's, \$6 to \$6.25 per case; large 420's, \$7 to \$7.50; Messinas, \$3.25 to \$4 for 200's, \$3.50 to \$4 for 300's, \$2 for 80's, \$2 to \$2.25 for 100's, \$2 to \$2.25 for 120's, \$2.25 for 150's, \$2.25 to \$2.50 for 180's; blood oranges, \$2.50 to \$3.50 per half box. Lemons, \$2 to \$3.50. Coconuts, \$4.50 a sack and 60c. per doz. Onions, 3½c. per lb. for Egyptians. Bananas, \$1.35 to \$1.85. Pineapples, 12 to 20c. each. Strawberries, 4 to 5c. per quart. New cabbage, \$1.50 for small crate and \$3 for large crate. Mississippi tomatoes, \$1.10 to \$1.25 per case of 4 baskets. Green beans, \$1.50 per basket; wax beans, \$2 per basket. Watermelons, 35 to 40c. Cali-

ARTICLES FOR SALE.

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

IF YOU WANT TO

ADVERTISE anything, ANYWHERE

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MacLEAN PUBLISHING CO. Ltd.

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The Following Brands Manufactured by

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Are sold by all the Leading Wholesale Houses

CUT TOBACCOS

OLD CHUM.

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CANADIAN TOMATO CHUTNEE

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

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

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

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

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

BUTTER

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

EGGS STEADY AT 9 TO 9½c.

Rutherford, Marshall & Co.

62 Front St. East, TORONTO

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

We make the **Best Biscuits**

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

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

California apricots, \$1.75 to \$2.25; California peaches, \$1.75 to \$2 per box; Canadian gooseberries, 30 to 75c. per 12-quart basket; Canadian cherries, 75c. to \$1.25 per basket.

FISH.

The abundance and low price of fruit is credited as being the cause for a considerable dropping off in the consumption of fish. The receipts of fish continue liberal, and thus the market is too well supplied. There is no change in prices. We quote as follows: Pickerel, 6c. per lb.; pike, 5c. per lb.; whitefish, 6c.; trout, 6c.; perch, 3c. per lb., fresh herring, 3½c. per lb.; haddies, 7½c. per lb.; Labrador herring, \$3 to \$4 per bbl. and \$2.25 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg.

BUTTER AND CHEESE.

BUTTER—Although the receipts of butter are large, dealers are buying. Buyers are going through the country, and the demand is such that the country merchants will not consign their goods. Dealers are therefore forced to purchase. The real demand for butter is not expected for another month, or at least for three weeks. At present the quantity coming in is only of medium grade and there is a scarcity of choice tubs. We quote: Dairy—Tub, 12c. for best, and others, 7 to 9c.; pound prints, 11 to 13c. Creamery has assumed a better tone this week. Tubs, 16c.; prints, 16 to 17c.

CHEESE—If anything, the market is slightly weaker, in spite of the fact that exports have been exceedingly heavy. So far about 83,000 packages have left Canada this season, and if the demand continues as it has in the past, it will be a record year. We quote: Factory price, 8c., jobbing price, 8¾ to 9c.

PROVISIONS.

Demand continues good in all lines of smoked meats. A noticeable feature is the

scarcity, however, some stocks being exhausted. There is no quotable change in prices.

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

SMOKED MEATS—Breakfast bacon, 11 to 11½c.; rolls, 8½c.; hams, large, 10½ to 11c.; medium and small, 11½ to 12c.; shoulder hams, 8c.; backs, 11 to 11½c.; all meats out of pickle, 1c. less than above.

LARD—Pure Canadian, tierces, 6 to 6¼c.; tubs, 6½ to 6¾c.; pails, 6¾ to 7c.

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

COUNTRY PRODUCE.

BEANS—Are almost unsalable, particularly the mixed, and prices have dropped 15c. in this line. We quote: Mixed, 30c. and hand-picked 60 to 65c.

HONEY—The season is about over and there is not much doing. We quote: 80 to 90c. per dozen for dark, and \$1.50 to \$1.75 for light; strained, 6½ to 7½c. per lb.

DRIED APPLES—There is scarcely any either coming forward or wanted. The idea as to price is 2 to 2¼c. f.o.b. The local jobbing price ranges from 1½c. per lb. upward.

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

EGGS—The good quality of the receipts has been increasing the consumption of eggs, but the demand is expected to be lighter on account of the abundance of fruit. The receipts have been quite sufficient for the demand, which, especially locally, has been very large. We quote for No. 1, 9½ to 10c., and for No. 2, 6½ to 7c.

POTATOES—During the week there has been no change in prices, but if potatoes are as scarce in the country as some say, prices will certainly rise. Next week, however, there will likely be an abundance of new

stock arriving from the south. Price in carload lots is 30c., and out of store price is 40c. a bag. New potatoes bring from \$1.30 to \$1.50 per bushel.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Trade is still brisk. Oats and peas have risen since last week. We quote: Red wheat, 70 to 71c.; white, 71½c.; oats, 24 to 25c.; peas, 45½c.

FLOUR—Business has improved slightly, but prices are lower. We quote in carloads on track, Toronto: Manitoba patents, \$4.40; Manitoba strong bakers', \$3.85; Ontario patents, \$3.90 to \$4.30; straight roller, \$2.30 to \$2.35, Toronto freights.

BREAKFAST FOODS—Trade is fair. We quote as follows: Standard oatmeal and rolled oats, \$3.10 in bags and \$3.20 in bbls.; rolled wheat, \$2.60 in 100-lb. bbls.; cornmeal, \$2.15 to \$2.25; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

HIDES, SKINS AND WOOL.

HIDES—Cowhides: Dealers pay 8c. for No. 1, 7c. for No. 2 and 6c. for No. 3. Steerhides: 60 lbs. and up, 8½c. for No. 1, 7½c. for No. 2 and 6½c. for No. 3.

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

SHEEPSKINS—We quote: Lambskins, 40c.; pelts, 25c.

WOOL—Dealers are paying only 17c. for wool this week. In anticipation of the American duty, which goes into effect July 1, large quantities of wool were shipped to the States last week. Nearly 1,000,000 lbs. were shipped from Toronto alone.

SALT.

The pickling season makes salt very active. The demand is fully equal to that of previous seasons. Prices are unchanged. Quoted at Toronto, carload lots go at \$1 per bbl. and 60c. per sack; less than carload lots, \$1.05 per bbl.

**WE ARE
PAYING
CASH
FOR**

**DRIED
APPLES**



W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. **Toronto**

There is money in these goods for you

"Kolona" Ceylon Tea
"Anchor" brand Salmon
Cleaned Currants
Crushed Coffee
Stower's Lime Juice
Bensdorp's Cocoa
¼s., ½s., and 1-lbs.
Clark's Canned Meats

Write us or see
our travellers.

THE EBY, BLAIN CO. Limited

Wholesale Importing and Manufacturing Grocers

TORONTO

and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

PETROLEUM, ETC.

Both the state of trade and the prices are unchanged. Machine oil continues in good demand. 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 has dropped 2c.

Factory price of cheese is lower.

Beans (mixed) are much easier.

Oatmeal has advanced 20c. in price.

Sugar has declined ½c. per lb. all round.

Flour has taken a drop of from 10 to 15c. per barrel.

Pineapples are becoming scarce. Prices rose about 7c. this week.

The jobbers have decided upon a uniform price for "Horseshoe" salmon.

The City Travelers' Association of Toronto will hold a moonlight excursion about the middle of August next.

The pack of marrow peas in Baltimore is about done. The standard was finished several days since, and in a day or two the pack of seconds will be completed. There were very few good marrow peas offered to

packers this year. Many fields were ploughed under by the growers rather than accept the low prices offered by the canners. —N.Y. Journal of Commerce.

Advices received from Shanghai stated that the market for new crop Pingsuey tea opened quiet, with comparatively few good grades offered.

C. Ceroni, of Patras, advise W. G. A. Lambe & Co., Toronto, that stocks of currants in Greece on June 11 were only about 1,500 tons, almost all of which was poor fruit.

W. Rogers & Co., Denia, Spain, cable J. L. Watt & Scott, Toronto, to the effect that crop prospects for Valencia raisins are good and that shipments will be made early this season.

QUEBEC MARKETS.

MONTREAL, June 30, 1897.

GROCERIES.

THE week has exhibited more life in staple groceries, especially in relation to the movement of goods from first to second hands. Notable in this connection have been the purchases of new crop early Japan teas, large contracts for the future delivery of canned salmon and extensive purchases of Barbadoes molasses. The only change in values has been the de-

cline in granulated sugar necessitated by the lower price at the refineries. Otherwise prices are much the same, while the jobbing movement has been generally fair.

SUGAR.

The main fact in this market has been the decline in refiners' prices which went into effect Thursday evening last week. As a result refiners are offering granulated in large quantities at 4c. and yellows at 3¼ to 3¾c. at the factory. The jobbers have, of course, been compelled to follow and their price for granulated to-day, 1 to 9 barrels, is 4¼c. and 10 barrels and over 4 1-16c. Yellows are offered at but little advance on the refiners' price, viz., 3¾ to 3¼c., as to quantity and quality. The jobbing demand at the decline has been better, several of the wholesale houses reporting more enquiry and an increase in the size of the orders. This no doubt is due to the approach of the preserving season, retailers anticipating an increased demand on this account.

SYRUPS.

Demand for syrups has continued exceedingly slow and prices are unchanged at 1¾ to 1⅝c., as to quality.

MOLASSES.

There has been considerable business in Barbadoes molasses from first to second

hands during the past week, one of the sugar refineries being the largest purchaser in this connection at prices ranging from 20 to 21c. ex wharf for cargo lots. These figures are very low. Late cable advices from the Islands report the market unchanged but that sellers are refusing to close further contracts at current values there. In a jobbing way locally business is quiet, sellers asking 22 to 23c. for Barbadoes. Offers of Porto Rico have been made at 24c. ex wharf, but in a small way; the prime article cannot be had for less than 29c. for fancy and 25c. for choice.

RICE.

The rice market is unchanged, prices ruling steady under a fair jobbing enquiry. We quote: Crystal Japan, \$4.50 to \$5; standard B, \$3.50 to \$3.75; Patna, \$4.50 to \$5; Carolina, \$6.75 to \$7.75; choice Burmah, \$4 to \$4.25, and Java kinds, \$4.25 to \$4.50.

SPICES.

There is a fair jobbing trade in spices, but nothing is doing in a large way, owing to the unsettled feeling at New York. Black pepper is rather easier in tone, while white is steady. We quote: Black pepper, 9c.; pure white, 14 to 17c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 12 to 14c.; nutmegs, 50 to 90c.

COFFEES.

The coffee market is dull, and the tendency of values easy in sympathy with advices from primary points. We quote: Maracaibo, 16 to 19c.; Santos, 11 to 15c.; Rio, 11 to 14c.; Mocha, 24c., and Java, 25c.

TEAS.

There has been more activity in tea from first to second hands during the past week both in Japans and black. In new early Japan teas jobbers have been buyers of from 300 to 400 packages of early tea at 18 to 20c., while business aggregating 350 packages in blocks has been done all the way from 8 to 14c. Some 200 packages of old crop Japans have also changed hands at 14c. In a jobbing way trading has been fair and prices unchanged as follows: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, and 28 to 40c. for high grades; Indians and Ceylons, 16½ to 20c. for mediums, and 30 to 65c. for high grades.

CANNED GOODS.

The chief feature in canned goods has been the trading in canned salmon for future delivery, large contracts being put through at a range of \$3.50 to \$3.75 f.o.b. Coast. Otherwise there has been little

of interest in the market. We quote: Tomatoes, 80c.; corn, 50 to 80c.; peas, 80c.; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.40 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.30, in tall tins; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.30; lobsters, \$11 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

DRIED FRUIT.

There has been little or no demand for Valencia raisins during the week. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

California raisins are slow and unchanged this week. We quote 6¼ to 6½c. for 2-crown, and 7 to 7½c. for 3-crown.

Currants are quiet locally, and there is nothing new from abroad. We quote 3¾ to 4c. in bbls., 4 to 4¼c. in half bbls., and 4½ to 4¾c. in cases.

Dates range from 5 to 6c. per lb., with demand light.

Figs continue quiet as last quoted, at 8 to 12c.

Prunes are dull, and prices are nominal at 5½ to 6c. for Bosnia, 4 to 5c. for French, and 6½ to 7c. for California.

In evaporated fruit there have been offers of new crop California apricots at a very low price, but jobbers have not done any purchasing yet. We quote as before: Peaches, 10 to 11c., and prunes, 8 to 12c.

NUTS.

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

"Minute Tapioca"

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

"Minute Gelatine"

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

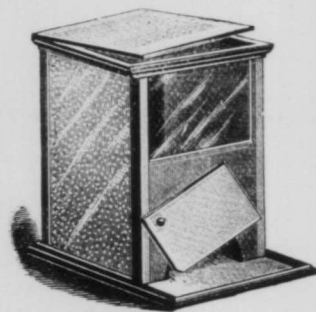
Manufactured and guaranteed by

WHITMAN GROCERY CO.

Samples Free.

Manufacturers Grocery
Specialties

Orange, Mass.



MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.
Manufactured by . . .
JOHN E. MARSHALL
118 Commercial St.,
Boston.
D. H. RENNOLDSÖN,
Agent in Montreal.



ENAMELLED MEASURES

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

GOVERNMENT STAMPED



Superior

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

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER.

WANTED Consignments of
BUTTER, EGGS & POULTRY

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

SOME say that grocers don't care what stuff they sell if they get good profits; but we believe that when the actual merits of Cottams Seed are fully known, not a grocer in Canada will choose to sell the other kind for a little more profit.

Six patents secure our formulae, methods, etc., so that no other packet dare be "Like Cottams," or, "As good as Cottams." The Bird Bread in each packet is by itself worth more to any bird keeper than a pound of the rubbish usually sold as bird food.

Then, Cottams is the only packet bird food prepared from the standpoint of the experienced fancier. Others are put up solely to get as great a profit as possible, regardless of the rubbish the birds have to eat. In Cottams, the birds' requirements are supplied first. Profit is a second consideration. Such a statement may not have the orthodox commercial ring. But it's truth. And truth is bound to win.

Cottams Seed is sold by all wholesalers.

DAWSON & CO.

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

GEORGE MCWILLIAM. FRANK EVERIST.
TELEPHONE 645.

MCWILLIAM & EVERIST
GENERAL . . . **FRUIT**
Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLI-
CITED. Ample Storage.
All orders will receive our best attention.

PURE
LARD

.. OF THE ..
Best Quality.

Special
Prices
This
Week
Get
Our
Figures.

IN
5 TUB
AND
15 PAIL
LOTS.

F. W. FEARMAN - HAMILTON

DRIED APPLES.

There is no change in these, which rule as last quoted, at 2 to 2 1/2 c., and evaporated at 3 3/4 to 4 1/4 c.

GREEN FRUIT.

Business in green fruit has been quite active lately on account of the warmer weather. Lemons are firmer in price under demand from New York buyers, and oranges are also stronger. Heavy receipts of bananas have led to easiness in them, while pineapples are not so plentiful. California cherries are also in lighter supply. Heavy receipts of Canadian strawberries have contributed to offset the lighter receipts of United States fruits. We quote: Valencia oranges, \$5 per case; bloods, \$2.50 to \$3 per half-box, and Messinas, \$3 to \$3.50 per box; lemons, \$2.50 to \$3.50 per box for choice, and \$1.50 to \$2.25 for common; bananas, 40c. to \$1.40 per bunch; California cherries, \$1.15 to \$1.40 per box; apricots, \$1.25 to \$1.50 per box; pineapples, 10 to 15c. each; Canadian strawberries, 6 1/2 to 9c. Egyptian onions, 2 1/2 c. per lb., and Bermuda ditto, 2 1/2 c. per lb., and \$3 per crate.

COUNTRY PRODUCE.

EGGS—A fairly active business continues in eggs, and prices show no material change. Selected near-by stock sold at 10 1/2 to 11c; ordinary No. 1 at 9 to 9 1/2 c., and No. 2 at 8 to 8 1/2 c. per dozen.

MAPLE PRODUCT—The supply of maple product is fair, for which the demand continues slow. We quote: Maple syrup, 4 1/4 to 5c. per lb., and 45 to 55c. pertin; sugar, 6 to 6 1/2 c. per lb.

HONEY—There is no change in honey. White clover comb is offering at 10c., and dark at 7c.; bright extracted at 6 1/2 to 7c. and dark at 4 to 5c. per lb.

BEANS—The market for beans is dull and about steady at 55 to 60c. in car lots, and at 65 to 70c. in a small way.

POTATOES—Receipts of potatoes are larger, and the tone of the market easier at 40 to 45c. per bag in car lots.

TALLOW—Continues quiet at 1 1/2 to 2c. for rough and 3 to 4c. for rendered.

ASHES—Quiet and unchanged. First pots, \$3 to \$3.10; seconds, \$2.80 to \$2.85, and pearls, \$4.40 per 100 lbs.

PROVISIONS.

Trade in provisions of all kinds was rather quiet, but the tone of the market is firm. We quote: Canadian pork, \$13.50 per bbl.; pure Canadian lard, in pails, 6 3/4 to 7 1/4 c., and compound refined at 5 1/4 to 5 1/2 c. per

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 1/2-lb. pkts. All wholesalers. See you get it.



NICHOLSON & BROCK - TORONTO

E. T. STURDEE
Mercantile Broker,
Manufacturers' Agent,
ST. JOHN, N.B. ETC., ETC.
Wholesale trade only.

BUTTER

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

THE WM. RYAN CO. LIMITED
70 and 72 Front St. East, TORONTO

S. K. MOYER,
COMMISSION MERCHANT

Wholesale Dealer in . . .
Oysters, Finnan Haddies, Fresh and
Frozen Fish, Oranges, Lemons, Al-
meria Grapes, Cranberries and Dates

76 COLBORNE ST.,
TORONTO, ONT.

PURE LARD

MAPLE LEAF BRAND

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

D. GUNN, BROS. & CO.

Pork Packers and Commission Merchants.
TORONTO, ONT.

FANCY ORANGES
All Varieties

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

HUGH WALKER & SON
GUELPH, ONT.

lb.; hams, 11 to 13c., and bacon, 11 to 12c. per lb.

FLOUR AND MEAL.

Business in flour has been of a fairly active character during the week, Manitoba grades, both for local and export account, moving well. Ontario grades are purely nominal. We quote: Winter wheat patents, \$4.25 to \$4.40; straight rollers, \$3.75 to \$3.90, and in bags, \$1.85 to \$1.90. Manitoba strong bakers', choice, \$4; outside brands, \$3.65 to \$3.75, and spring wheat patents, \$4.25 to \$4.40.

The demand for feed continues good and prices are firmly held at \$12 for Manitoba bran, and \$13 for shorts per ton, including bags.

The tone of the oatmeal market is steady at \$2.90 per barrel and at \$1.40 per bag for rolled oats.

BALED HAY.

Business in baled hay has ruled quiet, and values on No. 1 are rather easier than they were a week ago, at \$11.50 to \$12 for No. 1, while No. 2 is unchanged at \$10 per ton.

CHEESE AND BUTTER.

Cheese has shown a very unsettled feeling recently and the market at present is irregular with a lower tendency. Recent business in Quebec stock has been at a decline of $\frac{1}{4}$ c., compared with a week ago, some 3,500 boxes changing hands at $8\frac{1}{4}$ c. Ontario makes are purely nominal, but cost fully $8\frac{5}{8}$ c. laid down here in Montreal. We quote: Finest Ontario cheese, $8\frac{5}{8}$ to $8\frac{3}{4}$ c.; finest Townships cheese, $8\frac{3}{8}$ c.; finest Quebec cheese, $8\frac{1}{4}$ to $8\frac{3}{8}$ c.

Butter has ruled firm in tone and prices are higher for choice creamery than they were a week ago. No finest is obtainable this week under 17c., while seconds have sold up to 16c.

MONTREAL NOTES.

Local sugar refiners have been further heavy purchasers of Barbadoes molasses.

New crop Japan teas have left first hands to the extent of 400 packages since a week ago.

Offers of new crop evaporated California apricots have been made for the first time this week.

Canadian strawberries have now completely replaced the United States article in this market.

Contracts for new pack canned salmon on this market have been closed during the past eight days involving fully 14,500 cases.

The Wholesale Guild have fixed the jobbing price on granulated sugar for this province at 4 1-16 to $4\frac{1}{8}$ c., according to quantity.

The latest firm to get out the advertising blotting-card is The Robert Greig Co., 456

St. Paul street, Montreal. They are using it to advertise their "Crown Brand" flavoring extracts. Printed as it is in red and black, it has a nobby appearance.

Active buying of lemons on this market by New York buyers has put the price of this fruit considerably higher than it was a week ago.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., June 30, 1897.

TRADE continues dull. The Jubilee celebration last week brought a great crowd of visitors to town and made the trade of bakers and retail grocers pretty lively for a few days, but the wholesalers experienced a falling off in outside orders, everybody being absorbed in the task of holiday-making. A steamer arrived from Montreal last week with a large cargo of flour and other goods. Other sailings will follow every three weeks. The inauguration of this service has caused a notable reduction in rail rates from Montreal. The London steamer which arrived last week brought considerable quantities of rice from England for city merchants. There are some changes in quotations to be noted this week.

OILS—The market for illuminating oils shows no change except an easier feeling in Canadian. We quote: Best American burning oil, $18\frac{1}{2}$ to 19c.; Canadian water white, 16 to 18c.; prime, 14 to 16c.

SALT—Two vessels were landing salt last week, and it was all sold quickly. Two schooner cargoes went to Lubec, Maine, and one to St. Stephen. Stocks here are not, therefore, heavy. Another cargo is now on the way from Liverpool. The market is firm. We quote as follows: Coarse, 44 to 47c.; Liverpool factory-filled, 90c. to \$1; Canadian fine, \$1 to \$1.05 per bag.; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.

CANNED GOODS—Corn is easy. Peas have quite a wide range as to brand. Tomatoes are firm. Lobsters are in light supply, and firmly held, with a continued strong market in prospect. Canned haddies have a lower range. There is nothing of importance doing in salmon. We quote: Corn, 55 to 65c.; peas, 70 to 85c.; tomatoes, 85 to 90c.; gallon apples, \$1.75 to \$1.80; corned beef, Canadian, \$2.20 to \$2.30; American, 2-lb tins, \$2.40 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.35; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.75 to \$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.25 to \$2.75; salmon, \$1.25

to \$1.40; lobsters, \$2.25 to \$2.50; haddies, \$1.10 to \$1.25; clams, \$5 for 4 doz.; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—Trade in this line is active, and large quantities of fruit are received by rail and steamer. Dealers here are not pleased with the duty of 1c. per lb. on pears, which will increase the price and reduce the consumption. American pears are now on the market, and their season will be over by the time Canadian pears are ready for this market. It is contended that this fruit is most wanted in the hot weather, for immediate consumption, and that as American and Canadian do not come on the market together the duty is of no advantage to the Canadian growers. New apples are also on the market now. Lemons and oranges are very firm. The consumption of bananas is very large. American strawberries are less plentiful, and the native fruit is not yet on the market in any quantity. Rhubarb is very cheap. We quote: Messina lemons, \$2.50 to \$3; oranges, Valencia, \$5 to \$5.50; Messina oranges, \$2.75 to \$3; blood oranges, \$2 to \$2.25; bananas, \$1.00 to \$2.25; lettuce, 25 to 30c. per doz.; pine-apples, 10 to 12c.; strawberries, 12 to 15c.; rhubarb, 1c. per lb.; cucumbers, 80c. per doz.; pears, \$7 to \$8.50 per bbl.; new apples, \$5 to \$5.50 per bbl.

DRIED FRUIT—Trade in this line is quiet. About the only dried fruit coming on the market are occasional lots of currants by steamer from Boston. Dried and evaporated apples are easy. The Bermuda onions are out of the market, but Egyptians are arriving freely, chiefly via Quebec and the Liverpool steamers to that port. California 3-crown loose muscatel raisins are rather scarce and firmer. We quote: Lemons, \$3.50 to \$4; oranges, per case, \$7; raisins, Valencias, $5\frac{1}{4}$ to 6c.; California L. M. 3-crown, 7 to $7\frac{1}{4}$ c.; London layers, \$1.75 to \$2; currants, cases, $5\frac{1}{2}$ to $5\frac{3}{4}$ c.; bbls., 5 to $5\frac{1}{4}$ c.; cartoons, cleaned, $7\frac{3}{4}$ to 8c.; bulk, cleaned, $6\frac{1}{2}$ to 7c.;

FOR SALE

in a thriving Western Ontario town of 10,000 inhabitants

A Grocery Business doing \$35,000 a year; stock about \$4,000. Apply "at once" to

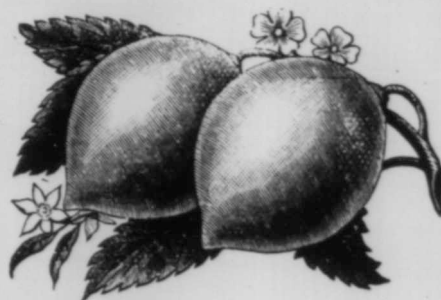
R. TASKER STEELE

c/o Lucas, Steele & Bristol
HAMILTON

ROSE'S

WEST INDIA LIME JUICE

Is **DELICIOUS, WHOLESOME** and **REFRESHING.**



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

Agents for Canada,

LAW, YOUNG & CO. - MONTREAL.



The Club Coffee

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

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ♦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

FOR STRENGTH AND PURITY

No Vinegar on the market excels our

WHITE WINE VINEGAR

Write for quotations.

T. A. LYTTLE & CO.

Vinegar Manufacturers

TORONTO

RICE

A shipment just to hand of the very finest

JAVAS AND JAPANS

WARREN BROS. & CO.
TORONTO.

Extra Choice Hams Bacon Pure Lard Mess Pork

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

PATERSON'S . . . WORCESTERSHIRE SAUCE

Pints and Half-Pints.

A shipment just to hand.

PERKINS, INCE & Co.
TORONTO.

The Coffee with a

PAST PRESENT FUTURE

Excelsior Blend

Satisfies the most Fastidious.

Todhunter, Mitchell & Co.
Coffee Importers and Roasters
TORONTO

BUY **Ivory Bar Soap**

THE BEST MADE

prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples 2½ to 3c.; evaporated apples, 4 to 4½c.; onions, 2¾ to 3c. per lb.; cocoanuts, \$3.50 to \$3.75 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6 to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 7¾ to 8c.; seeded muscatels, 1-lb. cartons, 12 to 13c.

SUGAR—The trade here has been selling below refinery prices ever since the budget was brought down in Parliament. Some large sales on western account reduced stocks, and it was expected the market would stiffen, but since the refineries have come down ¼c. the position is about as before, so far as this market is concerned. We quote: Granulated, 4 to 4½c.; yellows, 3¾ to 3⅝c.; Paris lump, 5½ to 5¾c.; powdered, 5½ to 5⅝c.

MOLASSES—Stocks of Porto Rico are light, and the market firm. Another cargo of this molasses will come on the market a little later. Barbadoes is cheap, and stocks are ample. The advance of 1c. on the Island and further sales for refinery and other purposes will have a tendency to help the market. We quote: Barbadoes, 20 to 22c.; Porto Rico, 26 to 32c.; New Orleans, bbls., 25 to 27c.; Antigua, 22 to 23c.; syrup, 36 to 38c.; St. Croix, 20 to 22c.

DAIRY PRODUCE—The supply of butter exceeds the demand, and dealers are advising farmers to turn more of their milk into cheese. Butter has declined in price, but is still above Boston prices, for the steamers get their supply of creamery there cheaper than it is offered them here. We quote: Dairy tubs, 14 to 16c.; creamery, 17 to 18c.; prints, 19 to 20c.; cheese, 9 to 9½c.; eggs, 10c. There is a lot of very cheap butter on the market.

FISH—The salmon catch all around the provincial coasts has been smaller than last year. Prices have ruled higher, and the annual Fourth of July demand from the States will have a further stiffening tendency. Fresh shad and alewives are out of the market. There have been quite large receipts of new dry fish lately and prices are easy. Pickled fish are dull and unchanged. We quote as follows: Large cod, \$2.85 to \$3; medium, \$2.50 to \$2.65; pollock, \$1.10 to \$1.15; bay herring, \$1.25 to \$1.30 per half-bbl.; smoked, new, 5 to 6c.; shad, half-bbl., \$4.50; boneless, 2½ to 8c.; Barrington, \$3 per bbl.; Shelburne, \$3.25 per bbl.; lobsters, 4 to 10c. each, small; lobsters, large, 12 to 15c.; halibut, 8 to 9c. per lb.; salmon, 12 to 13c.

PROVISIONS—There has been some cutting of prices in plate beef, causing a reduction in prices. The provision market generally is quiet. We quote: Clear pork, \$13.50 to \$14.50; mess, \$12 to

\$13; plate beef, \$11 to \$13; hams, 11½ to 12½c.; rolls, 8½ to 9c.; pure lard, 7¼ to 8c.; compound, 6½ to 7c.

FLOUR, MEAL AND FEED—The flour market is easy and lower. The advance in cornmeal reported from the west last week did not affect the market, as stocks were quite large and competition keen. One corn mill broke down last week and the other put prices up 10c., but had to get down again. Middlings and bran are dull at the decline. Hay is offering freely and is cheaper. Pot barley is firm. Seeds are nominal. We quote: Manitoba flour, \$4.65 to \$4.75; best Ontario, \$4.30 to \$4.40; medium, \$4.10 to \$4.15; oatmeal, \$3.20 to \$3.40; cornmeal, \$1.70 to \$1.75; middlings, car lots, in bulk, \$14 to \$15; bran, do, do, \$13 to \$13.50; hand-picked beans, 85 to 90c. prime, 75 to 80c.; oats, 32 to 33c.; hay, \$10 to \$12; barley, \$3.10 to \$3.20; round peas, \$1.15; split peas, \$2.85 to \$3; yellow eye beans, \$1.50; timothy seed, Canadian, \$2 to \$2.25; do. do., American, \$1.75 to \$2; clover, 8¾ to 9c.; alsike, 8½ to 9c.

ST. JOHN NOTES.

Some provincial potatoes, both from P.E. Island and this province, have been shipped to Boston lately.

Some tea shipped from St. John was recently refused entry to the United States market and was returned to the shipper.

The unparalleled wet weather of May was succeeded by a rainy June, and with the exception of hay, the provincial farmers do not look for good crops this year.

The volume of summer travel from the States must set in heavy within the next week or two, or we shall be disappointed. Thus far the tide has been, if anything, rather smaller than usual.

There has not been as great activity in the lumber trade in this province for years. Over \$1,000,000 worth of lumber has been shipped from this port alone in the last three months, the larger portion of it to the British Islands.

The Jubilee celebration on Tuesday was the most imposing demonstration in the history of St. John. The supply of small flags for decorative purposes was all bought up and dealers were unable to supply the demand during the last day of preparation.

The following are some of the products being brought here by steamer from Boston: Bananas, pineapples, watermelons, pears, apples, lemons, tomatoes, cherries, cabbage, apricots, green beans, cucumbers, strawberries, asparagus. In return the province sends fresh salmon, live and canned lobsters, mackerel and a few other fish, besides large quantities of dulse, a steamer sometimes taking thirty or forty barrels of

dulse, which is brought by the half ton or ton by schooners from points down the bay.

A case of interest to western shippers was decided in a Nova Scotia court recently. Martin Bros., through their St. John broker, sold a Truro firm a car of oatmeal for delivery during a certain month, which was named, shipment to be at buyer's option. The sales note was accepted by the firm, but when the month arrived Martin Bros. could not get instructions to ship. They finally shipped to Truro. The firm declined to accept, claiming they wanted it delivered at another place. Martin Bros. offered to take the car off their hands and ship one to any place required. The firm would give no instructions. Meantime the price had been going down. After some time Martin Bros. sold the car to another party at a loss. They sued for damages, and recovered a part of what they asked, with costs. The court sustained their contention, but remarked that they should not have held the goods on a falling market, but should have sold at once when the firm refused to take delivery. This may be regarded as a test case.

ROCK CANDY DEPOSIT IN MAPLE SYRUP.

A United States exchange says: "This formation in the bottom of syrup cans is a great annoyance and its avoidance is to many a puzzling question. Thorough enquiry among leading makers of New England, New York, Ohio, etc., brings out a consensus of opinion that rock candy forms because the syrup is a trifle too thick when sealed in the packages, and that as a rule it can be avoided by making the syrup exactly eleven pounds to the gallon. The syrup should be well settled at time of canning. Place in the cans, and most makers will advise to seal while quite hot. A York State manufacturer believes 10½ to 11 pounds to the gallon is heavy enough, and will avoid this crystallization. In Ohio, Vermont and New Hampshire the standard is 11 pounds. First runs are liable to form crystals at that thickness, and are avoided by making the syrup a little thinner, say 10½ to 10¾ pounds.

"Crystallization will most readily form at a density of about eleven and one-eighth pounds. Great and frequent changes in the atmosphere after being canned may have something to do in producing these undesirable crystals. For that reason it is well to store the canned syrup in a cool, dry and even temperature. Sometimes a small amount of cream of tartar is added to the syrup, but it is doubtful if such introduction is wise, particularly as any general use would, no doubt, hurt the sale of pure maple sweets."



EAST INDIA PICKLES

The most delicious Spiced Pickle ever prepared.

Handsome Glass-Stoppered Bottles.

A. E. Richards & Co.

Agents HAMILTON, ONT.



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

Other Popular Specialties

SWEET PICKLES
INDIA RELISH

TOMATO CHUTNEY
TOMATO KETCHUP
ETC.

For sale by

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

MEDALS--

PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE
always bear this
Keystone Trade-mark.



ADVERTISING AXIOMS.

WHEN you see a particular style of set-up that you would like to apply to your own ad, don't bother marking type. It is quicker for you and easier for the printer if you paste a bit of that style on your copy with the words, "Follow this style."

Be natural. Be honest. Be sincere. Be all these to yourself in writing your advertising. The public will recognize these qualities; they are human and touch all and will respond all the quicker.

When you set out to prepare your ad. have a mental picture of the space you are to fill. Fill this space right, with neither too many words nor too little. The organ of casualty (as phrenologists call it) is very necessary in an ad. writer.

The perceptive faculties must be well developed in an ad. writer. He ought to grasp ideas from every source, to see points that escape the average, all of which he can utilize in his profession

The advertising writer is like a sponge, he absorbs every idea within reach. If he does not use suggestions the moment they come to him, they are absorbed in his mental receptacle, to be fished out when occasion requires.

Get out around and among people. To be successful in advertising means not only

the use of your head, but also of your legs and mouth, to hear and see what is going on in the great outside world of advertising affairs. The man that goes in a hole and pulls the hole in after him is soon forgotten, and he, poor fellow, becomes a victim of that dreaded disease, the desk habit.

The advertising writer must use his imagination. Imagination is the sun that lightens up dark places; it lends a charm to prosaic subjects. Bare facts are pills that are more easily digested when covered with a coating of a good writer's imagination.

Clearness, brevity and point are the triple virtues that the advertising writer must remember. Originality in expression, beauty in typography, and all-around nicety are minor virtues, yet all are good, and should somehow be squeezed in the ad.

Make your sentences short; likewise your paragraphs. Remember the egg in this; it is a small affair, but very meaty, and easily digested.

It takes time to make impressions. The first appearance of your ad. may be scarcely noticed, the second noticed but not remembered, the third may make a slight impression, but the succeeding insertions impress by present and past appearances.

Take a thought and express it quickly and easily with one sentence. Treat the second the same way before you venture

upon the third. Let each idea stand by itself: never intermingle or jumble them up.

Hard horse-sense is the prime requisite of an advertising man. From the first preparation of copy till its final appearance in a newspaper, this qualification is demanded.

In the average body of the average ad. small pica lower case answers very well. It makes a clean appearance, is easily read, and is used by such good advertisers as Rogers, Peet & Co. and Brill Bros., of New York.

It is not a bad plan to once in a while go around and interview the compositor or head of the composing room where your ads are set up. An interchange of ideas is mutually advantageous and welcome, and if you happen to have an extra cigar in your pocket—so much the better.

Advertising is analysis. It is an analysis of the good points of what you have to offer. Analyze your offerings carefully, bring to light all the good points, and let the full glare of publicity shine upon them.

In preparing an ad be your reporter first and editor afterward. As reporter get all your best thoughts on the subject down on paper; as editor, trim, polish and elaborate until your ad is perfect.

To write a good ad. you must have a keen interest in the goods themselves. Handle them, fondle them, get acquainted with them—consider the richness, beauty, and many attractions—then, when you have imbibed the right sort of impressions, let them flow naturally from your pen.—By A. MacDonald, in Business.

GROCERIES, HISTORICALLY CONSIDERED.

WHO was the proprietor of the first grocery store? Where and when was it established? Is there a man anywhere who can answer these questions? Without doubt there is none, writes Clifton S. Hunsicker, in *The New England Grocer*. It seems a pity there are no records extant of the foundation and history of the trade—or a profession it might also be called—as important to the human kind as that of the grocer; if it were, they would certainly be fraught with vital interest for not only the almost innumerable followers of the trade to-day, but for a large majority of their patrons as well.

In the absence of any definite record, we can, therefore, only conjecture, and deduce from a few isolated facts. By this method, however, we arrive at one definite conclusion, and that is that the history of the trade extends back into the most remote past; and perhaps because it does extend back so far into the mists and shadows of antiquity is the reason its origin is so wrapped in obscurity.

But how do we know this fact? Because we know that all men must die, and in order to die they must live, and in order to live they must have food. Is it not reasonable, therefore, to assume that the first need felt by pre-historic peoples, after they first became numerous enough to form communities, was a place where they could procure articles of food in exchange for the currency of the time? And are not the grocery stores of this present event of the nineteenth century places where nearly every article of food consumed by man is kept for sale? This is dealing with abstractions, perhaps, but is not the reasoning logical and the deduction plausible?

In a somewhat similar manner we may come to the conclusion that the first grocer of whom we have definite record was Joseph, and he was a grocer by royal patent, too.

Those of you who are familiar with Biblical history will remember how after Joseph was sold to an Egyptian, and after being thrown into prison, charged with an unmentionable crime, of which he was guiltless, was afterwards released and placed high in royal favor by the skill he evinced in interpreting several curious dreams with which Pharaoh had been visited. In his sleep one night he had dreamed, "there came up out of the river seven well-fed kine, and fat-fleshed," which fed in a meadow. And then there came from the river even other cattle, "ill-favored and lean-fleshed," which stood with the other kine, and which fell upon them and ate them. Then he slept again and dreamed that "seven ears of

corn came up upon one stalk, rank and good," and that "seven thin ears and blasted with the east wind sprung up after them," which devoured the seven rank and full ears.

Pharaoh's mind was troubled by these dreams, so Joseph was called to interpret them, and in his interpretation prophesied of the seven years of plenty and the seven years of famine which were to follow; as a reward for his cleverness, Joseph was made a ruler over the land; and when the seven years of famine came he had storehouses filled with eatables of all kinds, which he sold to the people of Egypt and the surrounding countries. Were not Joseph's storehouses, therefore, practically the same in principle as our modern grocery stores, though, of course, his stock lacked the great variety now offered to purchasers?

The modern grocery store is, without much doubt, the result of the unceasing march of civilization, which started at the dawn of creation, and has engendered in men's minds in all ages and in all climes a restlessness, a desire to visit new and strange lands, to conquer and settle them. With each band of adventurers, from the time, perhaps, of the Tower of Babel, when the first companies of pioneers, of whom we have records, set out towards all points of the compass, there have been one or more men, possessed with the trading instinct, who have carried with them supplies of the various necessities and luxuries of the home life and sold them to their companions when, settled at last in a strange land, their own comparatively small stock of these articles were exhausted.

The word "groceries," which forms a portion of the head of this article, is the appellation of two distinct things. It is applied to the places where food products are sold and also to the food products themselves, considered collectively.

THE SUGAR TARIFF.

Willett & Gray say, in speaking of the tariff, that the present position is as follows: The House of Representatives passed the sugar schedule, as printed by us March 25th, 1897. The Senate passed the schedule in "committee of the whole," as far as printed by us the last two weeks. The Senate, in "committee of the whole," have still to act upon the reciprocity clause and the counter-vailing duty clauses in the House bill, and also on an anti-trust clause coming from the Judiciary Committee, which may in some way affect the differential duty. After all this the Senate must vote on the bill as a whole and pass it or reject it. After this the Senate bill goes back to the House of Representatives, which will call for a Committee of Conference, composed of several

members from each of the two Houses, who must reconcile the existing differences in the bills as they passed each branch, and report the bill back to each House for final acceptance and passable by both. After which the bill goes to the President for his signature, which will undoubtedly be attached, and the tariff bill become law. It should require until July 15th at the earliest to do all this, and many persons are now expecting August 1st as the day of taking effect of the new bill. They also state that in Cuba the receipts for the week were 3,094 tons, and the visible crop has now reached 214,500 tons, against 196,476 tons to same time last year. The exports were 11,700 tons, leaving a stock in the island of but 13,056 tons, barely sufficient, it would seem, for the home local consumption.

CORKS, AND WHERE THEY COME FROM.

THE number of persons who are able, in a practical and satisfactory if not scientific or picturesque manner, to draw a cork from a bottle without breaking either is not very large. But, small as it is, it is materially larger than the number of those who have any practical knowledge of where cork comes from or the extent of the trade in it.

The importations of cork, says *The New York Sun*, into the United States in a year amount, in value, to \$2,000,000. The cork of commerce, so called, is divided into three classes. First, there is what is called cork wood or bark, unmanufactured, which comes into the United States free of duty for manufacture here. The value of this cork is about \$1,250,000 a year, though in 1894, for the first time in recent years, it fell below the \$1,000,000 figure. The second subdivision is cork bark cut into squares or cubes—that is, in part manufactured, but not a finished product. Under the McKinley bill the tariff on such cork was 10 per cent. of the value; under the Wilson bill it was raised to 25 per cent. The third division is cork imported to the United States, manufactured and ready for use—in other words, corks. The tariff on corks under the McKinley bill was 15c. a pound; under the Wilson bill it was reduced to 10c. a pound.

The country from which the largest amount of cork comes is Portugal. The gross exportations of cork from Portugal to

Headquarters for

Stencil Brands

CORPORATE SEALS . . .
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS

Hamilton, Ont.

A BACK LOG

THAT KEEPS
BUSINESS
BRIGHT

SERVED EXCLUSIVELY TO

OVER
TWENTY-ONE MILLION
PEOPLE

AT THE WORLD'S FAIR

MONTREAL
BOSTON
CHICAGO

CHASE & SANBORN

THE . . .
IMPORTERS



all countries amount, in a year, to nearly \$3,000,000. A considerable but not the largest part of this cork comes to the United States. The total amount of the export from Portugal to the United States in a year is \$2,500,000, and the total amount of American export to Portugal in a year is about twice as much, or \$5,000,000. The other countries from which cork comes are Spain, Sicily, Algeria and France. The cork tree, after it attains its growth, has a soft, porous bark, which can be removed by the simple process of trimming it off in blocks or cubes once every nine or ten years. This barking, as it is called, instead of killing the tree or retarding its growth, actually prolongs its existence as a rival in longevity with the century plant. Pieces of cork, when detached, are soaked in water, then pressed and finally dried, and are then packed for exportation. The annual product of cork in all countries amounts to 6,000 tons, and the gross value of the product is \$6,000,000. It so happens—perhaps it is more than an accident—that the countries from which cork comes are all of them wine producing countries, and a large percentage—nearly half—of the cork is used at home.

The best corks used abroad are hand-made, and these are in special demand in France for champagne bottles. In con-

sequence of the effervescing quality of the wine, champagne corks must be of great strength and durability. Corks of the best quality are used also in Spain for the higher grades of Spanish wines, which are retained in cellars for many years before being drunk, and would be spoiled by the use of improper corks. In the United States few hand-made corks are in use, the greater majority being made by improved machinery. These, however, are mostly corks of inferior grade, and are sold at a price much lower than the hand-made cork. They are used for beer, whiskey, sarsaparilla, and medicine bottles, and the trade in them is extensive. Of late years, in fact since the big brewers went into the beer-bottling business on their own account, the use of corks for beer bottles has greatly diminished, being superseded by rubber and metallic stoppers. The latter, though more expensive than the ordinary corks, can be used repeatedly. Under a law passed by the Albany Legislature a few years ago, and known as the Bottlers' Law, the title to bottles is sedulously guarded. A beer bottle may be used as many as a hundred times, and the expense attending the purchase and use of 100 corks would be much greater than is the expense of a rubber and metal stopper which can be used continuously, and which is affixed to the bottle.

The trade in cork from Portugal has been increasing in recent years as the bottling business of the world increases, though there is no corresponding increase in the area of cork-producing countries which are on or near the western end of the Mediterranean Sea.

COUPON CASE IN COURT.

Judicial notice was given to Mr. W. A. Lawson's coupon system last week, when the originator of the scheme sued Mr. Taylor, butcher, Toronto, for \$25 for an alleged breach of contract. One of Lawson's agents left a book of coupons with Taylor, who, it was sworn, refused to give coupons to two customers. One of these said that Taylor's clerk told him that if he gave him a coupon, he would have to charge him a little more for his meat.

Taylor swore that he was first approached with a watch scheme, but he wouldn't go into that. He tried the coupon system, but claimed it hurt his trade, for people got the idea that he was charging more for his goods, but yet he didn't refuse to give them.

On the other hand, Mr. Crottie, a merchant in the west end of Toronto, swore that the coupons had increased his business 20 per cent.

As each party wanted another witness the case was adjourned a week. Meanwhile it is the subject of a good deal of talk around town.

HINTS TO BUYERS.

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

THE John Hillock Co., Queen street east, Toronto, manufacturers of the "Arctic" refrigerator, have this year started the manufacture of cheese safes, in which they have also placed their patent open bottom ice pan. They have also perfected their safe by a revolving table, by a sliding door, and by putting in double lights of glass on four sides.

"Silico" is in stock with the Eby, Blain Co., Ltd.

The Davidson & Hay, Ltd., are showing a fine sample of Demerara sugar in bags.

"Tanglefoot" fly paper is for sale by the Eby, Blain Co., Ltd.

T. A. Lytle & Co. are shipping large quantities of pickles, both in bottle and bulk.

McWilliam & Everist received another car of tomatoes and one of cabbage this week.

W. H. Gillard & Co. have still a few boxes choice family figs which will be sold cheap.

The Eby, Blain Co., Ltd., are offering "Horseshoe" salmon, flat, at special prices.

J. A. MacLean & Co. report that their brand of "C4th" smoked meats is meeting with great demand.

The Eby, Blain Co., Ltd. report the arrival of a shipment of Le Roysalt in barrels, boxes and quarter-sacks.

Clemes Bros. are selling a car of Mississippi tomatoes which arrived this week. Another car is on the way.

W. H. Gillard & Co. have a large stock of good selected raisins which they are this week advertising at a snap.

The Davidson & Hay, Ltd., report large sales of extra select Valencia layers, which they are offering at close prices.

The Davidson & Hay, Ltd., report the arrival of direct importations in polished and fancy Japan, Java and Patna rice.

Challond & Jenks' ginger ale, lemon sour, club soda, etc., are sold by Lucas, Steele & Bristol, delivered in 5 case lots.

Southwell's new season's orange marmalade has just been received by Frank Magor & Co., Montreal, the Canadian agents.

"Stower's lime juice is having a large sale with us. We consider it the best article on the market."—The Eby, Blain Co., Ltd.

Noble's "XX" and "XXX" lobsters are in store with Lucas, Steele & Bristol;

also some of the Portland Packing Co's. "Star" brand.

The Davidson & Hay, Ltd., who are wholesale agents in Toronto for Gillard's pickles, have a shipment of these goods to hand this week.

The Eby, Blain Co., Ltd. are offering special values in raw sugars in sack, about 224 lbs., and will be pleased to submit samples and quotations.

A shipment of Noble's religious lobsters, "XX" and "XXX," talls and flats, pounds and ½ lbs., have just been received by W. H. Gillard & Co. Lobsters of good quality will be scarce this year.

G. F. & J. Galt say that the "Blue Ribbon" teas are selling so rapidly that it is difficult to fill orders, and for that reason would like to notify the retailers to order early to obtain shipments in time.

Rutherford & Marshall report a lull after the storm in the egg trade. Last week they supplied the city with 11 to 12 thousand doz. eggs, which is an exceedingly large local output for this season of the year.

The John Hillock Co. have lately placed large "Arctic" refrigerators in the Welland House, St. Catharines, and in the Toronto Asylum. They report a large sale of the smaller refrigerators for grocers and dwellings.

Lucas, Steele & Bristol have canned and potted meats and fish from Crosse & Blackwell, J. T. Morton, W. Clark, Marshall, Armour & Co., Aylmer Canning Co., Simcoe Canning Co., West Lorne Canning Co., etc.

Robinson's patent barley and Robinson's patent groats are now being regularly carried by the best grocers and druggists throughout Canada. The sale of these foods has largely increased during the past few years.

DAIRY PRODUCTS OF ENGLISH COLONIES.

According to a United States consular report, under date of June 11, there were in Australasia, in 1891, 945,575 cows, producing 23,000 tons of butter and 6,700 tons of cheese; there were in Canada during the same year 1,857,112 cows, producing 51,700 tons of butter and 51,000 tons of cheese. In 1895 Australasia had 1,100,000 cows, giving 36,000 tons of butter and 11,500 tons of cheese; Canada had 1,195,000 cows, with 52,000 tons of butter and 68,000 tons of cheese. This production, remarks National Provisioner, although large, is yet not enough to supply the demand in the Mother Country, which imported, in 1896, 264,124 tons of butter and cheese, of which only 80,000 tons came from her colonies, the rest being furnished by the Continent.

WISH A DUTY ON TEA.

As stated in THE CANADIAN GROCER a few weeks ago, the United States Senate Finance Committee, in presenting its tariff bill to the Senate at Washington, proposed that an import duty of 10c. per lb. be placed on tea. No action on the proposition has as yet been taken by the Senate, but advices from Washington seem to indicate that the legislators are of the opinion that there is too much opposition to the proposal throughout the country to warrant its adoption. Japan is also stirring up opposition.

A meeting of the tea trade of New York city was held last Friday to take some action to counteract this opposition. After a thorough discussion of the conditions, the traders came to the conclusion that it was not good policy on the part of the United States to be the only country to allow tea to come in free. A petition was ordered to be sent to the Senate to make the duty a permanent measure, and the following resolution was passed:

"That this meeting of tea merchants heartily endorses the proposal to restore the duty on tea as being a benefit to the entire country. It will greatly benefit the tea trade, whose commercial importance is very large, and enable it to recover somewhat its former prominence and prosperity.

"It will equally benefit the consumer, who will be saved by the natural laws of trade from the importation of poor tea; and will pay no more than he does now, and get genuine tea. Free tea means poor tea."

The members present claimed that a duty on tea would be a means for obtaining a large revenue, that, as tea is produced in excess of requirements, the producers must pay the major part of the duty and that it will prevent the American trade from going into foreign control. They say that Japan has for many years obtained high prices for her teas and that she has not hesitated to increase her export duties, and thus, that the United States Government would be amply justified in adopting the measure.

MEXICAN ORANGES.

The temporary loss by Florida of her prominence as a producer of oranges has afforded a golden opportunity to Jamaica and Mexico to acquire prestige in the orange market. Mexico and Jamaica have a great advantage in immunity from frost, and in most of them there exist conditions favorable to the production of superior oranges at low cost. The Mexicans now have good facilities for shipping their products by rail to the United States. Lands and labor are cheap there, and, with our low tariff on oranges, they can afford to grow oranges for the American market for less than would pay the orange-growers of California and Florida any profit.—Grocery World.

NONSUCH JUBILEE STOVE ENAMEL

The most popular Stove Polish in the Market.

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

FOR SALE by the Wholesale Trade and...

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

The Nonsuch Mfg. Co., Limited, Toronto.

SECRET SOCIETIES FOR GROCERS.

BY the way, brother grocers, what do you think of making a secret society out of a grocers' association? Secret in the sense of the Masonic and kindred orders, having a password, grip, signs, etc. This suggestion was made to me as being a good one by a retailer some time ago. We were talking about the hardships that lie in the wake of the average association, and especially of the difficulty of holding the association together, the principal reason being the lack of interest taken by the members in the meetings. My friend thought that if an initiatory ceremony could be introduced, with all the attendant paraphernalia, a great deal more interest would be manifested. There is no doubt that if the various orders were divested of their secrecy and impressive ceremonies they would lose most of their attractiveness for the average man. For who of us don't feel a desire at times to peer into the mysterious?

At any rate, I think there is some meat in the idea.

But are grocers' associations appreciated, anyhow? I have been in towns where associations existed—please note that I say existed—and have talked with every grocer in the town about the good they were doing. Every man has found fault with the others,

in a general way. Each one would say, "Oh, the association is a good thing, but they won't stick to it"; "You can't get them to attend the meetings," and complaints of a similar nature. After having gathered a consensus of the opinions of the entire trade of that town, I have come to the conclusion that here were a body of men finding fault with each other for what every one of them were individually guilty of. Finding fault with the other fellow is very easy. While you are doing that just think that perhaps the other fellow is doing the same to you for the same offence.—"The Gleaner" in *Grocery World*.

PACKAGE SUGAR.

Rice, flour, oatmeal, dried fruits, codfish, tea, coffee and several other articles were formerly sold to retail grocers in bulk, whereas to-day many of the dealers purchase them only as packed in cartoons. We'd like to know why all these things are bought all ready packed and sugar is placed in a class by itself. The other night, between 8 and 9 o'clock, the writer found a grocery store still open and several weary-looking clerks still weighing out and packing granulated sugar. In answer to our inquiry why they were not closed at a reasonable hour, the clerks said they had a certain quantity of sugar to pack and could not

leave until the task was accomplished. The present custom of buying sugar in bulk not only entails great labor, but leaves room for waste and losses by errors in weighing out from the barrels. It has not a single merit to commend it to the most conservative grocer.—*Merchants' Review*.

CURIOSITIES OF FOOD.

Turks shudder at the thought of eating oysters (says E Bainbridge).

The French will eat frogs, snails, the diseased livers of geese, but draw the line at alligators. At the present time, the flesh of horses is much in vogue.

Buckland declares that the taste of boa constrictor is good, being much like that of veal.

Quaso, the fermented cabbage water of the Russians, is their popular tippie, which in taste is described as a mixture of stale fish and soap suds; yet, next to beer, it has more votaries than any other beverage. A tallow candle washed down with a draught of quaso forms a meal that it would be hard to be thankful for.

In Canton and other Chinese cities rats are sold at the rate of \$2 per dozen, and the hindquarters of dogs are hung up in butchers' shops alongside of mutton and lamb, but command a higher price.

Caterpillars and spiders are much esteemed by the African bushmen.—*Food and Sanitation*.

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

THE YOUNG MAN AND THE OPPORTUNITY.

WEAK men wait for opportunities, strong men make them.

"Oh, how I wish I were rich!" exclaimed a bright, industrious drayman in Philadelphia, who had many mouths to fill at home. "Well, why don't you get rich?" asked Stephen Girard, who had overheard the remark. "I don't know how, without money," replied the drayman. "You don't need money," replied Mr. Girard. "Well, if you will tell me how to get rich without money, I won't let the grass grow before trying it."

"A ship-load of confiscated tea is to be sold at auction to-morrow at the wharf," said the millionaire. "Go down and buy it and then come to me." "But I have no money to buy a whole ship-load of tea with," protested the drayman. "You don't need any money, I tell you," said Girard sharply; "go down and bid on the whole cargo and then come to me."

The next day the auctioneer said that purchasers would have the privilege of taking one case, or the whole ship-load, buying by the pound. A retail grocer started the bidding, and the drayman at once named a higher figure, to the surprise of the large crowd present. "I'll take the whole ship-load," said he coolly, when the sale was announced. The auctioneer was astonished, but when he learned that the young bidder was Mr. Girard's drayman, his manner changed, and he said it was probably all right.

The news spread that Girard was buying tea in large quantities, and the price rose several cents per pound. "Go and sell your tea," said the great merchant the next day. The young man secured quick sales by quoting a price a trifle below the market rate, and in a few hours he was worth fifty thousand dollars. The author does not endorse this method of doing business, but tells the story merely as an example of seizing an opportunity.

There may not be one chance in a million that you will ever receive aid of this kind; but opportunities are often presented which you can improve to good advantage, if you will only act.

"You are too young," said the advertiser for a factory manager in Manchester, England, after a single glance at an applicant. "They used to object to me on that score four or five years ago," replied Robert Owen, "but I did not expect to have it brought up now." "How often do you get drunk in a week?" "I never was drunk in my life," said Owen, blushing. "What salary do you ask?" "Three hundred (pounds) a year." "Three hundred a year! Why, I have had I don't

know how many after the place here this morning, and all their askings together would not come up to what you want."

"Whatever others may ask, I cannot take less. I am making three hundred a year by my own business."

The youth, who had never been in a large cotton mill, was put in charge of a factory employing 500 operatives. By studying machines, cloth, and processes at night, he mastered every detail of the business in a short time, and was soon without a superior in his line in Manchester.

"The best men," says E. H. Chapin, "are not those who have waited for chances but who have taken them; besieged the chance; conquered the chance; and made chance the servitor."

The lack of opportunity is ever the excuse of a weak, vicillating mind. Opportunities! Every life is full of them. Every lesson in school or college is an opportunity. Every examination is a chance in life. Every patient is an opportunity. Every newspaper article is an opportunity. Every client is an opportunity. Every sermon is an opportunity. Every business transaction is an opportunity—an opportunity to be polite—an opportunity to be manly—an opportunity to be honest—an opportunity to make friends. Every proof of confidence in you is a great opportunity. Every responsibility thrust upon your strength and honor is priceless. Existence is the privilege of effort, and when that privilege is met like a man, opportunities to succeed along the line of your aptitude will come faster than you can see them. If a slave like Fred Douglass can elevate himself into an orator, editor, statesman, what ought the poorest white boy to do, who is rich in opportunities compared with Douglass, who did not even own his body.—Pushing to the Front.

WHAT IS HOME ?

A prize was offered recently by London Tid-Bits for the best answer to the question, "What is Home?" Here are a few of the answers which were received :

Home is the blossom of which heaven is the fruit.

A world of strife shut out, a world of love shut in.

The golden setting in which the brightest jewel is mother.

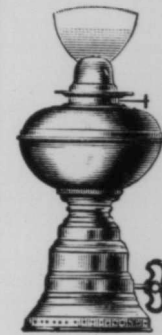
The only spot on earth where the faults and failings of humanity are hidden under a mantle of charity.

The place where the great are sometimes small and the small often great.

The father's kingdom, the children's paradise and the mother's world.

Where you are treated best and you grumble most.

A little hollow scooped out of the windy hill of the world, where we can be shielded from its cares and annoyances.



WANZER.

IMPROVED WANZER LAMP AND OVEN

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

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

WANZER LAMP & MFG CO.
HAMILTON.

WESTERN

Incorporated
1851.

ASSURANCE COMPANY

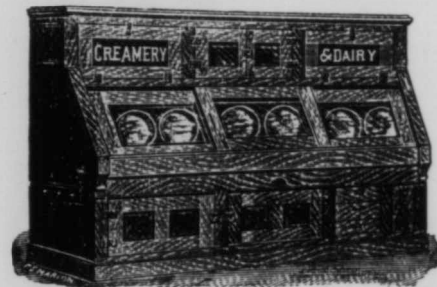
Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,320,000.00
Annual Income - 2,300,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

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.



"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD
an advertisement
in the
CONTRACT-
RECORD.

TORONTO
will bring you
tenders from the
best contractors

HE GOT AN ORDER.

A well-known Fourth street grocer, who has all along contended that he could not be induced to buy from any drummer unless he had previously set his mind on it, recently met his Waterloo. A very genial and talkative drummer stepped into the store and tried to effect a sale of goods. The grocer, of course, was obstinate and refused to have anything to do with the drummer.

A clerk in the store told the latter about the grocer, and the drummer said he would stay and effect a sale if it took him all night. Accordingly he set out talking at a rapid rate, and after a half hour of deliberation he got the grocer so mad that to satisfy the drummer he consented to sample some of his goods.

The drummer first started him on sweet goods, and then sour material, and then vice versa, and intermingled them so that it would take a cast iron stomach to successfully resist their action. The drummer continued to talk during the time the customer was sampling, and he had the grocer so thoroughly disgusted with himself that he readily gave a few orders. He continued to give orders as fast as he could talk, and was in a fair way to do away with a year's receipts when his wife came into the store and intervened. The drummer then withdrew with a book full of orders, after exchanging winks with the clerk. The grocer was confined to his bed for several days after the action of the dose which the drummer gave him had set in.—Exchange.

FIXED TIME FOR FRUIT SHIPMENTS.

Editor GROCER,—Can't you use your influence with the jobbers on the fruit market and get them to organize and bring the fruit all into the city at a certain hour in the morning. The grocers would each save about three hours and sometimes six hours that are now simply wasted loafing around the wharves for different boats.

Then there would not be such a vast difference in the price between morning and afternoon. The dealers would have lots of time to sort and display the fruit to the best advantage and could deliver promptly and early to all parts.

The average housekeeper does not care to start canning fruit at 4 or 5 p.m. The morning is the time for work with her. The boats, railway trains and growers would all have to make other arrangements; but it is only proper they should. The people that pay and consume are the people to please. Give it a push along, MR. GROCER, it is done in other cities.

Yours, etc.,

KICKER.

REMARKS: THE GROCER would like to receive the views of the trade in regard to this subject. Our columns are open to pointed and terse letters.—The Editor.

BOOKS WORTH READING

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

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

Pitfalls of the Dry Goods Trade

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

Buying, Selling and Handling of Teas

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

Causes of Failure in the Hardware Trade

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

Necessary Books for the Retail Grocer

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

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

Address

The MacLean Publishing Co.
Toron'o and Montreal



"GILT EDGE"

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

"NOBBY" BROWN COMBINATION

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

"JEWEL" BROWN COMBINATION

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

BOSTON LIQUID WATERPROOF BLACKING

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



PATENT LEATHER POLISHING PASTE

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

For sale by—

All Wholesale Grocers.

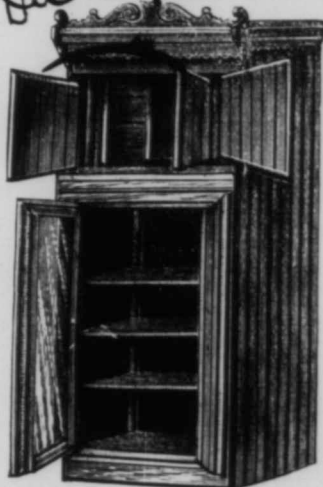
Several Hundred Dozens

ESTABLISHED 1856.

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

That's the daily record of the output of our Steam Brush and Broom Works. And that's just why we are able to make prices so satisfactory to you on our . . .

Household Brushes



Eureka Refrigerators

are unequalled for careful construction, perfect ventilation and variety of style. They are economical to use, because built on scientific principles, and never fail to give complete satisfaction.

We make a specialty of . . .

REFRIGERATORS FOR GROCERS' USE

. . . Write for Catalogue . . .

EUREKA REFRIGERATOR CO. Noble St. TORONTO

Dried Apples Wanted...

Highest cash prices paid.

Pure Fruit Vinegars

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

Jams and Jellies..

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

R. J. GRAHAM - BELLEVILLE, ONT.

NEW TEA METHOD IN CHINA.

THE following is an extract from The North China Herald, of Shanghai, February 12:

We have already referred to the attempt made by Fuchau tea men to prepare China tea with the method and machinery used in India, and we note with satisfaction that the Congou tea so made continues to attract attention at home. A prominent Edinburgh firm of tea dealers writes: "If China sends tea as strong as this she will soon be able to compete successfully with the overwhelming flood from India and Ceylon, because there is in this sample much more of what the public consider the style and taste of tea than in the woody tasting stuff that comes from the Indian estates especially. We think that now, against India and Ceylon, such tea will pay Chinamen better than the present style, which must go out of consumption in this country."

The export of China Congou to London is now a mere dribble, and it will certainly cease altogether unless the British public get what they want. We may mention, as an illustration that, while the export of black tea to Great Britain from Shanghai up to the first week in February, 1897, was over 65,000,000 pounds, it was obvious that if something were not done China, the original home of the tea plant, would see her trade wiped

out. The Customs would give no assistance, it being found impossible to convince Sir Robert Hart that a modification of the exactions to which tea is subject in China would put new life into the industry. It was reserved for people in Fuchau, threatened with extinction as a tea port, to take the bull by the horns and prepare to compete with India and Ceylon on their own ground.

If ordinary third crop Pakling leaf is susceptible of such improvement, what possibilities are in store for teas prepared according to the new method from first-crop Yangtze? It is to be hoped the Chamber of Commerce will use its influence to get the Tsungli Yamen to take up the question of making Chinese Congou by the method that has made Ceylon tea so popular.

QUICK WITTED.

A milkman was "shrieking" along one morning lately, when he saw the milk inspector in the distance evidently prowling for samples. As he came near him the milkman stumbled over a brick, "accidentally on purpose," and his can, rolling in the road, was emptied.

"Are you hurt?" said the inspector, kindly, as he helped him to rise.

"I am," he replied, "a little, but I am troubled more about the loss of my milk."

"I am sorry for you," said the inspector, for I was just going to ask for a sample, but it is no use now."

When the inspector had gone, the milkman muttered to himself that it had to be done, for the spilling of the milk had saved him from a fine of \$5 and costs!--Tid-Bits.

BALANCED THE ACCOUNT.

The driver of a grocer's delivery wagon collided with a vehicle driven by a tinsmith, and while the grocer's man was not to blame, he patiently bore a great deal of abuse from the other. Finally, when the tinner threw snow in his face, the other put down the lines and calmly said:

"Have you read what the different clergymen are saying about the non-existence of a place of punishment?"

"Yes, I have!"

"And do you believe there is a lake of fire and brimstone?"

"No, I don't; and I want five dollars from you as damages."

"If I believed there was such a place I'd drive on," slowly continued the grocer's man; "but as I'm purty sure there ain't, I'll give you your dose now, and keep the books balanced!"

He did just what he said he would do, in three minutes; and as he drove on he began whistling:

"There is a happy land,
Far, far away."

To the Merchant

You want to build up your Spice trade. It pays you. The using public want pure goods. You can furnish them with the very finest Spices by selling them **DALLEY'S PACKAGE SPICES.** These goods are warranted absolutely pure. Put up in the handsomest packages of any Spices ever offered to the trade in Canada, ranging from one ounce to one pound.

THE F. F. DALLEY CO., Limited

HAMILTON, CANADA

“It grows like an Exhalation”

Ceylon and Indian
Teas

Are growing
in popular favor
every day.

Every up-to-date grocer
knows the value of these
teas, and wherever Ceylon
and Indian Teas are sold they produce a
revolution.

The Best are Ceylon and India

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE stock of E. R. B. Hayward, general storekeeper, Whitby, Ont., is advertised to be sold by auction under chattel mortgage 6th inst.

Jas. Comfoltez, general storekeeper, St. Michel Bellechasse, has assigned.

Uriah Dodd, general merchant, Delta, Ont., has assigned to Omer Brown.

J. O. Gauvin, grocer, Quebec, has compromised at 15c. on the dollar, cash.

W. J. Pepper, general merchant, Shedden, Ont., has assigned to Wm. C. Coulter.

Wm. Schaaf, liquor merchant, New Hamburg, Ont., is endeavoring to compromise.

Wm. Braid & Co. are in possession of the grocery stock of H. Welsh, Nanaimo, B.C.

F. B. Latour, grocer, St. Polycarpe, is offering to compromise at 30c. on the dollar.

Thomas Pinfold, liquor merchant, St. Thomas, Ont., has assigned to Albert Reeks.

Wellington Kimball, general merchant, Wilkesport, Ont., has assigned to Thomas J. Gordon.

Kent & Turcotte have been appointed curators of the general store of R. Stafford, Joliette, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Martin & Co., grocers, Montreal, have dissolved.

The firm of Chevrier & Fletcher, general merchants, Rigaud, Que., has dissolved.

L. E. Poulin & Co., flour and grain merchants, Montreal, Que., have dissolved partnership.

The firm of H. Poirier & Fils, general merchants, Roxton Falls, Que., has dissolved. Norman Poirier continues.

T. W. Robinson, general merchant, Moose Jaw, has admitted J. C. Hamilton in partnership. The style will be Robinson & Hamilton.

J. Alphonse and J. Ernest Dussult have formed a partnership to carry on a tobacco manufactory under the style the Standard Tobacco Co.

Neil Guay dit Gendreau, Sr. and Jr., have formed a partnership in Bienville, Que., to carry on a grocery business under the style Neil Guay & Fils.

Edward C. Perkins and Marcus S. Taylor have formed a partnership to carry on a general business in Mansonville, Que., under the style M. S. Taylor & Co.

The firm of Therrien & Co., general storekeepers, St. Remi, Que., has dissolved. Hirmas Therrien and Alexander Therrien have formed a new partnership to run under old style.

CLARK'S POTTED MEATS

Are unexcelled for flavor and quality.

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

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

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

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

George H. Ostigny, J. Alexander Ostigny and Lewis Ostigny have formed a co-partnership to carry on a general business in Chambly Basin, Que., under the style Joseph Ostigny & Fils.

Frank R. Batterbury, Henry Chard and Robert J. S. Jackson have formed a partnership to carry on a business as importers of wines in Montreal under the style Batterbury, Chard & Jackson.

SALES MADE AND PENDING.

The assets of F. X. Bayard, grocer, Montreal, are to be sold.

The stock of cigars of Abraham Falardeau, Montreal, has been sold at 45c. on the dollar.

Louis E. Dubois, wine merchant, Toronto, is advertising his stock for sale on the 29th inst.

The grocery stock of the estate of J. D. Shaw, Windsor, N.S., is advertised for sale by tender.

The assets of J. B. Laforest, general storekeeper, St. Perpetue, Que., have been sold at 61 1/2c. on the dollar.

Valentine McDonald, general storekeeper, Port Felix, N.S., is advertising his book debts for sale by auction.

CHANGES.

T. Martin, Coaticook, Que., has started a grocery business.

Waddell Bros. grocers, St. Thomas, have sold out to E. A. Smith.

Jeremiah Rodgers is opening out a general business in Stanley, N.B.

Wm. Beckman, dealer in fish, Victoria, B.C., has sold out to J. Tolich.

S. R. Stuart, miller, Mitchell, Ont., has been succeeded by Stewart Bros.

L. Mendel & Co., fruit commissioners, Vancouver, B.C., are out of business.

The Royal Dandelion Coffee Co., Toronto, have sold out to H. A. Liffiton.

Ralph Brunt, tobacco merchant, Hanover, Ont., has been succeeded by Walter Booth.

M. L. McRae, general storekeeper, Port

Colborne, Ont., has been succeeded by R. L. Twohey.

James Fletcher has started a general store in Rigaud, Que. The style will be James Fletcher & Co.

L. Bertrand & Co., pork dealer, Quebec, have started business, with Marie A. Giroux, wife of Leon Bertrand, as proprietress.

J. H. Reid, grocer and boot and shoe merchant, Oxford, N.S., has sold his boot and shoe business to E. W. Reid, and will continue the grocery only.

DEATHS.

R. A. Hill, grain merchant, Forest, Ont., has died.

John W. Myers, general merchant, Canso, N.S., is dead.

CHEAP CANNED PEAS.

Peas have been bought from the growers in this section at probably lower prices than ever known before, but equally the canned peas have been sold at lower prices than have ever been known before for the quality. The wise old fossil whose doctrine is that all things will cure themselves, and there are such even in the canned goods business, may find an immense amount of comfort in the evidence given this season, that times can get so bad and the remuneration of the farmer and the wage worker so slight that machinery cannot compete with the prices that human necessity can make.

It will also give the jobber an opportunity to show his fondness for consistency. When canned goods have been put up by machine, and we maintain that the introduction of machinery into the business improved the quality of the goods, the jobbers made a point of commending the hand-packed goods as superior to the others. Here is a change now when the hand-packed goods will probably be cheaper than the others.—Trade, Baltimore, Md.

The

COX

Agents
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SAMUE
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be co

C

The Hilliard House, Rat Portage

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

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1726.

Agents for Canada:

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

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



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



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

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

Manufactured ONLY by...

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

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

SALT

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

VERRET, STEWART & CO., Montreal - Quebec.



AN AUTOMATIC SELLING MACHINE . . .

To sell _____

**Adams'
Tutti Frutti**

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

PUREST AND BEST

WINDSOR SALT

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

FOR SALE BY ALL WHOLESALE GROCERS.

WINDSOR SALT CO. Limited. Windsor, Ont.



We Sell the Best.

SOUTHWELL'S ORANGE MARMALADE

New Season's 1897.

Write for Quotations. ...

FRANK MAGOR & CO. 16 St. John Street **Montreal**



FOR THE
**Whitest
Lightest
and
Sweetest
Cakes**

**Ocean
Wave
Baking
Powder**

Manufactured by the

Hamilton Coffee and Spice Co. Limited

HAMILTON, ONT.

CURRENT MARKET QUOTATIONS

Toronto, July 1, 1897.

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

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

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

BAKING POWDER.

Snow Drift—
 1/4 lb. tins, 4 doz. in case..... per doz. \$ 0 75
 1/2 " 3 " " " " " 2 00
 3 " 1 " " " " " 6 50
 5 " 1/2 " " " " " 10 00
 10 lb. boxes..... per lb. 16
 30 lb. 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
 3 cent can..... 0 90

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

Prices of cheaper goods or special brands on application.

Cook's Friend—
 Size 1, in 2 and 4 doz. boxes..... \$ 2 40
 " 10, in 4 doz. boxes..... 2 10
 " 2, in 6 " " " " " " 80
 " 12, in 6 " " " " " " 70
 " 3, in 4 " " " " " " 45
 Pound tins, 3 doz. in case..... 3 00
 oz. tins, 3 " " " " " " 2 40
 " 4 " " " " " " 1 10
 lb. tins, 1/2 " " " " " " 14 00

Diamond—
 W. H. GILLARD & CO.
 1 lb. tins, 2 doz. in case..... per doz. 1 20
 1/2 lb. tins, 3 " " " " " " 90
 1/4 lb. tins, 4 " " " " " " 60

MAPLE LEAF BAKING POWDER.
 1/2 lb. glass jars..... \$1 25
 1 lb. glass jars..... 2 00
 1 lb. sealer jars..... 2 25

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

BLACKING.
P. O. FRENCH BLACKING. per gross
 1/2 No. 4..... \$4 00
 1/2 No. 6..... 4 50
 1/2 No. 8..... 7 25
 1/2 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

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

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

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

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

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

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

Stove Polish— per gross
 Quickshine Polish..... 07
 Reliable Paste..... 6 00
 Electric Crown Paste..... 8 00
 Electric Crown Lead Bar..... 7 80

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



RISING SUN STOVE POLISH.
 For durability and for cheapness this preparation is truly unrivalled.

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

Starch ..

Laundry Starch. Culinary Starch. Rice Starch.



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

Edwardsburg Starch Co., Cardinal, Ont.

THE F. F. DALLEY CO.



Gem 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.

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

BLUE.

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

CANNED GOODS. per doz.

Apples, 3's 70 85
gallons 1 65 2 35

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 2 00 2 25
Peas, 2's 0 75 0 80
" Sifted select 0 90 1 00
" Extra sifted 1 25 1 40
Pears, Bartlett, 2's 1 65 1 75
" 3's 2 40
Pineapple, 2's 1 75 2 40
" 3's 2 50 2 60
Peaches, 2's 1 65 2 00
" 3's 2 50 3 00
Plums, Green Gages, 2's 1 55 1 80
" Lombard 1 50 1 70
" Danson 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 85
Succotash, 2's 1 15
Tomatoes, 3's 0 72 0 75
Lobster, tails 2 30 2 52
" flats 2 35 2 90
Mackerel 1 20 1 30
Salmon, Sockeye, tails 1 35 1 50
" Horseshoe 1 40 1 75
" flats 1 15 1 20
Sardines, Albert, 1/4's tins 0 20 0 21
" 1/2's tins 0 20 0 21
" Sportsamen, 1/4's genu-ine French high grade, key opener 0 12 1/2
Sardines, Sportsamen, 1/2's 0 21
Sardines, key opener, 1/2's 0 16 0 18 1/2
" " 1/4's 0 10 1/4 0 11
" " 1/2's 0 18 1/2 0 19
Sardines, other brands 9 1/4 11 0 16 3 17
" F. & C. 1/4's tins 0 23 0 26
" 1/2's 0 33 0 36
Sardines, Amer., 1/4's 0 04 1/2 0 19
" Mustard, 3/4's 0 09 0 11
50 tins, per 100, 3/4 size, cases 10 00 11 00

MARSHALL & CO., SCOTLAND.
Fresh Herring, 1-lb. 1 10 1 15
Kipper Herring, 1-lb. 1 63 1 90
Herrings in Tomato Sauce 1 70 1 90
Herrings in Shrimp Sauce 2 00
Herrings in Anchovy Sauce 2 40
Preserved Blonfers 1 85 1 90
Real Findon Haddock 1 85 1 90

CANNED MEATS.

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

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



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



Beardsley's Boneless Herring. per 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, 1/4 lb. 1 60 1 70
" 1 lb. 2 65 2 80
Pigs' Feet, 1 lb. 1 65 1 75
" 2 lb. 2 45 2 60
Potted Meats, Tongue or Ham 1/4 lb. 70 75
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
Piquant Sauce, Gumbo, Tomato and Rice, 2 lb. 3 00 3 10
Plover Roast 5 00
Iced Gold Band Bacon 3 00

Codfish.

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

CHEWING GUM.

ADAMS & SONS CO. per box
Tutti Frutti, 36 cc. bars. \$1 20
" (in cream pitcher) 36 cc. bars 1 20
" (in sugar bowl) 36 cc. bars 1 25
" (in glass jar) 115 cc. pkgs. 3 75
Peppin Tutti Frutti (in glass jar) 115 cc. packages 3 75
Peppin Tutti Frutti, 23 cc. packages 0 75
Round Pep-in, 39 cc. packages 1 00
Cash Register, 390 cc. bars and pkgs. 15 00
Cash Box, 160 cc. bars 6 00
Tutti Frutti Show Case, 180 cc. bars and packages 6 50
Variety Gum (with book in each box) 150 cc. pk. case 1 00
Banner Gum (English or French wrappers) 115 cc. pieces 0 75
Flirtation Gum (English or French wrappers) 115 cc. pieces 0 65
Mexican Fruit, 36 cc. bars 1 20
Sappota, 150 cc. pieces 0 90
Orange Sappota, 150 cc. pieces 0 75
Black Jack, 115 cc. pieces 0 75
Red Ro c, 115 cc. pieces 0 75
Magic Trick, (English or French wrappers) 115 cc. pieces 0 75

CHOCOLATES & COCOAS.

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

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

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

THE "DIAMOND" OIL BLACKING

TRADE MARK
OIL



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
Cocoas
Chocolates
Icings
A child can ice a cake in three minutes.

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

THE COWAN CO. LTD. - TORONTO

THE MOST NUTRITIOUS COCOA.

EPPS'S
GRATEFUL—COMFORTING
COCOA

In labelled Tins. 14 lb. Boxes.
Special Agent, **C. E. COLSON, MONTREAL**

STONEWARE

QUALITY THE BEST.
PRICES RIGHT.
TRY US.



HART BROS. & LAZIER

Belleville, Ont.

Send for price list. Mention GROCER.

ASK FOR MOTT'S



Always the Same.
The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion
10 Lemoine St.
MONTREAL

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

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

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	per lb	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.		0 40
Rock Chocolate, loose		0 40
" " 1-lb. tins.		0 42 1/2
Cocoa Nibs, 11-lb. tins.		0 35

TODHUNTER, MITCHELL & CO.'S.

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

Cocoa—

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

Royal Cocoa Essence, ackages. per doz 1 40

CHOCOLAT MENIER.

Vanilla—	per lb.	
Yellow wrapper,	5 case 10x12 lb lot.	\$ 0 32 \$ 0 34
Unsweetened—	lot.	0 36
Blue Premium	C 35	0 37 0 39
Per case. Less than case		
Pastilles—		
Yellow wrapper, 108 bxs. to the case.	\$20 00	0 20
Croquettes—		
Yellow wrapper, 9 bxs. of 12 packages	\$20 00	0 20

FRY'S.
(A. P. Tippet & Co., Agents.)

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

Cocoa—

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

JOHN P. MOTT & CO.'S.
(R. S. McIndoe, Agent, Toronto.)

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

COWAN COCOA AND CHOCOLATE CO.

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

WALTER BAKER & CO.'S.

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

COCOANUT.
CANADIAN COCOANUT CO.

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

Soluble Chocolate
In canisters, 1 lb., 4 lb. and 10 lb.

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

Breakfast Cocoa—
In bxs, 6 and 12 lbs. each, 1/2 lb., tins.

White Moss Brand—	per lb.	
Pkgs. 1 lb., 15 or 30 lb. cs.		0 27
" " " " "		0 28
" " " " "		0 29
" " " " "		0 30

SCHIEFF'S

Improved in packages—	per lb.	
1 lb. package, 15 and 30 lb. cases.		0 27
1/2 lb. package, 15 and 30 lb. cases.		0 28
1 lb. " " 5 or 10 " "		0 29
5c. package, 4 doz. in case, per doz.		...

YES INDEED. . . .

That Mammoth Package of Cream Sodas has come to stay. We were a little dubious about it at first. It costs money to experiment in this sort of thing, and we were naturally anxious, but the public appreciate a good thing, and they know a good thing when they see it.

Toronto Biscuit & Confectionery Co.

A. W. PORTE. 7 FRONT STREET EAST, TORONTO. S. R. PARSONS.

Table listing various coffee types (Edelweiss, Improved Shredded, etc.) with prices per lb.

Table listing coffee varieties (Mocha, Old Government Java, etc.) with prices.

Table listing coffee blends (Excelsior Blend, Our Own, etc.) with prices.

Table listing various extracts (Dalley's Pure Fruit, etc.) with prices.

Table listing Bovril products (Bovril-1 oz. bottles, etc.) with prices.

Table listing various fruits (Currants, Raisins, Dates, etc.) with prices.

Table listing food items (Apples, Potatoes, Barley, etc.) with prices.

Table listing flour products (Buckwheat, Pancake, etc.) with prices.

Table listing gelatin products (Sparkling calves foot, etc.) with prices.

Table listing hardware, paints, and oils (CUT NAILS, WIRE NAILS, etc.) with prices.

Table listing window glass products with prices.

Table listing ropes, axes, and hammers with prices.

Table listing hammers, lead, and turpentine with prices.

Table listing linseed oil and glue with prices.

Table listing indurated fibre ware (Star Standard, Milk, etc.) with prices.

Table listing jams and jellies (range Marmalade, Clear Jelly, etc.) with prices.

Table listing licorice products (5-lb. boxes, Fancy boxes, etc.) with prices.

Table listing wine and mineral water products (Watson's Scotch, I Star, etc.) with prices.

Table listing various mustards (Square Tins, D. S. F., etc.) with prices.

Table listing additional products like round tins and F. D. products with prices.

Table listing French Mustard and Crown Brand products with prices.

Table listing Jersey Butter and Curry Powder with prices.

Table listing various rice products (Standard B, Patna, etc.) with prices.

Table listing soda and root and ginger beer products with prices.

Table listing starch products (Laundry Starch, Canada Laundry, etc.) with prices.



Table listing silver and corn starch products with prices.

There are reasons for it.

FOR WHAT?

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

WHAT ARE THE REASONS?

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

THE BRANTFORD STARCH CO. Ltd. - BRANTFORD

For puddings, custards, etc.

ONTARIO STARCH	33-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS	Silver Gloss Pure	0 07 1/2 0 06 1/2

THE BRANTFORD STARCH CO., LTD.

Laundry Starches-

Canada Laundry, boxes of 40 lbs.	0 04 1/2
Finest Quality White Laundry—	
3 lb. cartons, cases 36 lbs.	0 05 1/4
Bbbs., 175 lbs.	0 04 3/4
Kegs, 100 lbs.	0 04 3/4

Lily White Gloss-

Kegs, extralarge crystals, 100 lbs.	0 06 1/4
1 lb. fancy cartons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07
6 lb. tin enamelled cannisters, 8 in crate 48 lbs	0 07

Brantford Gloss-

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

Canadian Electric Starch-

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

Culinary Starch—Challenge Prep. Corn-

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

SUGAR. per lb.

Granulated—

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

SYRUPS AND MOLASSES.

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

MOLASSES.

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

SOAP.

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



Box Lot..... 4 20 1/2
Box Lot..... 4 10 1/2
Freight prepaid on 5 box lots.
BRANTFORD SOAP WORKS CO.

Ivory Bar is put up in 1 lbs., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box: 10 and 12 oz. cakes, 100 in box; Twin Cake, 11 1/4 oz. each, 100 in box.

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

TEAS.

RAM LAL'S (lead packages)	
Cases, each 60 1-lbs.	0 35
" " 60 1/2-lbs.	0 35
" " 30 1-lbs.	0 35
" " 120 1/2-lbs.	0 36

BLACK.

Congou—	per lb.	per lb.
Half Chests Kaisow, Mon- ing, Paking	0 12	0 60
Caddies, Paking, Kaisow	0 18	0 50

INDIAN.

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

CEYLON.

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

CHINA GREENS.

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

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


LIPTON'S TEAS.

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

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

"SALADA" CEYLON. per lb.

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



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

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

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

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

TOBACCO AND CIGARS.

British Consols, 4's; Twin Gold Bar, 8's	0 73
Ingota, rough and ready, 8's	0 71
Laurel, 3's	0 63
Brier, 7's	0 61
Index, 7's	0 58
Honeysuckle, 8's	0 70
Napoleon, 8's	0 64
Victoria, 12's	0 61
Brunette, 12's	0 58
Prince of Wales, in caddies	0 62
" " in 40-lb. boxes	0 62

WASHING POWDER.

"SILVER DUST"

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

WOODENWARE.

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

THE E. B. EDDY CO.

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

Matches— 5-Case Lots, Single Case

Telegraph	\$3 50	\$3 70
Telephone	3 30	3 50
Parlor	3 50	3 70
1/2 gro. bxs	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

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Specialty

**MINT ...
PUFF-STRAPS**

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

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

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

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

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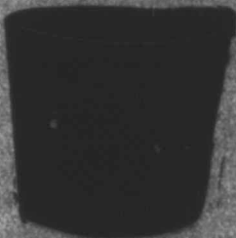
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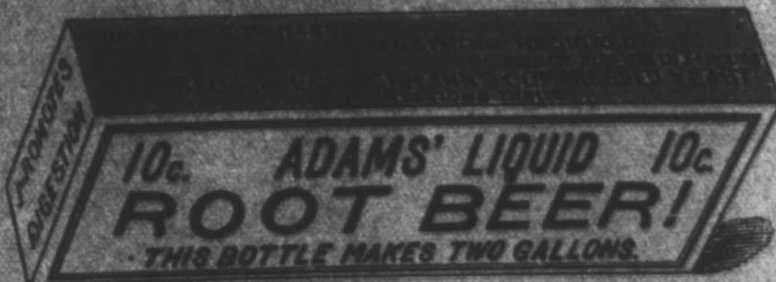


- 1, 2, 3 bushel grain and roof baskets.
- 1, 2, 3 satchel lunch baskets.
- 1, 2, 3 clothes baskets.
- 1, 2, 3 market baskets.
- Butcher and Crockery baskets.
- Fruit packages of all descriptions.

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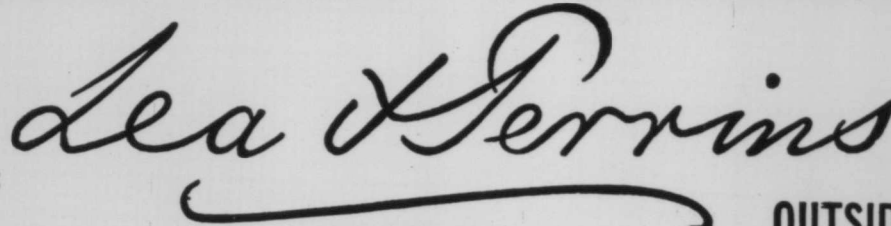
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