

# THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, AUGUST 20, 1897.

No. 34

## COLMAN'S MUSTARD



BEST ON EARTH

**PEEK  
FREAN  
& C<sup>o</sup>'s**

**BISCUITS  
AND  
CAKES.**

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

Factory—LONDON.

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



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

CRESCENT BRAND



**BRUNNER, MOND & CO., Limited**  
 NORTHWICH, ENGLAND

MANUFACTURERS OF

**BICARBONATE of SODA**

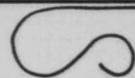
REFINED and RECRYSTALIZED--The Purest and Cheapest in the Market.

**SODA CRYSTALS**

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

**WINN & HOLLAND - - - MONTREAL**  
 SOLE AGENTS FOR THE DOMINION OF CANADA

*Our New Line . . .*



**“GOOD LUCK”  
 BROOMS**

Freight paid on lots of 6 dozen.

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

# Satisfying

a customer on quality  
pleases that customer and creates permanent trade.  
Experimenting with inferior quality loosens the  
foundation stones of business.

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## Fry's Cocoa

The cocoa that inspires confidence  
in the quality of all other goods you sell. Absolutely  
pure. Upwards of 200 medals and awards taken by the  
manufacturers.

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## "Thistle Brand" Finnan Haddies

Real Finnan Haddies. Packed  
in all their original freshness.

The flavor is unequalled for  
its delicacy.

Leaders for 14 years.

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Matchless in its purity  
and strength.

98<sup>50</sup>/<sub>100</sub> pure Bicarbonate of  
Soda.

Made by the United Alkali  
Company of Great Britain.

## Bi-Carb. Soda Hand in Hand Brand

Leading wholesalers throughout the Dominion sell these  
three standard sellers.

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### Agents:

A. P. Tippet & Co.  
Montreal and Toronto

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

# VINEGAR

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

**R. J. GRAHAM - BELLEVILLE, ONT.**

## “Banner Brand” Japan Tea

The best tea in Canada to retail at 25c.



# SALMON

**Red Sockeye**

(new pack) just arriving.

**T. B. Escott & Co.**

Wholesale Grocers  
Tea Importers

**LONDON**



## FOR CRUISE and CAMP

nothing will take the place of MacLaren's Imperial Cheese. It is without exception the most delicious and appetizing morsel that finds its way into the camper's outfit. Don't let your customers go anywhere else to buy it.

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

For sale by grocers in all parts of the world.

**TORONTO**

# English Army Blacking

IS A READY SELLER.

Everybody that tries it, likes it.



**THE F. F. DALLEY CO., Limited**

**HAMILTON, CANADA**

*Victoria* ——— *Victoria*

**Victoria  
Parlor  
Matches**

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

**The E. B. EDDY CO., Limited**

**HULL  
MONTREAL  
TORONTO**

*Victoria* ——— *Victoria*

# Japan Teas



EARLY MAY PICKED  
HIGH and MEDIUM GRADES

Every line a bargain. These teas have been bought right and will be sold at prices to enable the merchant to make a good margin, steadily increase his trade and give the utmost satisfaction to consumers. What more can be asked?

OUR TRAVELLERS HAVE SAMPLES

## VALENCIA RAISINS

Good fruit,  
in prime condition. Our  
stock is too large, will sell  
at a SNAP PRICE.

## W. H. Gillard & Co.

Wholesalers  
Only, HAMILTON

JOHN MOUAT,  
Northwest Rep., Winnipeg.

PUREST AND BEST

# WINDSOR SALT

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

YOUR WHOLESALE HOUSE WILL SUPPLY YOU.

THE

WINDSOR SALT CO. Limited. Windsor, Ont.

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Vol. XI.

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

# THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, AUGUST 20, 1897

(\$2.00 per Year) No. 34

## A SUCCESSFUL BUSINESS MAN.

MANY of the most successful business men in the United States have received their early commercial training in Canada. Thomas Martindale, of the firm of Thomas Martindale & Co., Philadelphia, is one of them, and the following reference to him in *The Trade Magazine* will probably interest some of his old friends in Canada and prove beneficial to those who are young either in experience or years.

Mr. Martindale is by birth an Englishman, his eyes having first opened to the light in Ling Riggs, Weardale, County Durham, England. This was on Dec. 15, 1842. While he was yet a little lad his parents removed to this country, spending first a year in Canandaigua, N.Y., and then, in 1854, removing to London, Canada. His father, although by no means rich in this world's goods, was, to use the words of his more fortunate son, "as industrious, as plucky and nery a man as ever lived; really and truly in his sphere and in his way, a hero." His mother was a fitting wife for such a man. There were twelve children in the family, of whom Thomas was the eldest, and we may well believe that the severest economy and the most unflinching industry on the part of everyone capable of work were required to make both ends meet, when the father's wages were but a dollar and a quarter a day.

Shoes and clothing for the entire family were made at home. Vegetables raised on the little garden spot surrounding the house went far towards supplying the table. A cow and a few chickens added not only to the home bill of fare, but brought in a little income in money. The mother and daughters were able to realize something from their needles. And so, by dint of the most careful saving and continual labor, the family not only lived in comfort, but thrived as well, and most of the boys and girls

grew to mature years with such a fund of good common sense and vigorous health as no other childhood could have insured them.

It was a most valuable training for the subject of this sketch. He learned the necessity for economy, the importance of hard work, the value of a dollar, the healthfulness of a plain diet and the joy of a good digestion with that thoroughness that prepared him for the distinguished life that lay before him. And realizing almost from infancy the responsibility of doing what he could for the support of the family developed that sturdy independence in thought and action which is one of his most marked characteristics.

It must not be supposed that he was in any wise particularly unlike the average boy of his day. He was just as full of fun and just as much given to sport as he is at present, even now admitting the delight with which he used to watch a certain gamecock belonging to the family thrash the neighbors' roosters, while the gardening committed to his care by the elder Martindale was adjourned until the battle was over, or the father happened to observe the neglect of the work. He could never have posed as the goody-goody boy of the Sunday school books, a fact which may explain his subsequent success.

At thirteen years of age he sought and found employment as boy in a dry goods store. His initial salary was a dollar and a half a week. It did not remain at that figure very long, for he was both capable and ambitious, as well as industrious, and by the time he was twenty years of age he not only had superintending charge of the largest mercantile establishment of the kind in Canada, but was president of the Dry Goods Salesmen's Association of Toronto. Certainly this was a magnificent record to make in seven years.

How did he do it? He had no influential friends, no superior educational advantages, no social prestige. He was only one of twelve rosy youngsters who used to romp in the humble London cottage. But there he had learned common sense, tireless industry and those principles of sterling morality which, after all, are the true secrets of all enduring success. And these lessons, drilled into him through the wholesome poverty of his childhood, did more for him when once he faced life for himself than would a multitude of those advantages which young men often prize so highly.

In 1869 he abandoned the dry goods business finally. He was at that time employed in Boston, Mass., whither he had gone from Canada. His reasons were obvious. To use his own words, "I had been thirteen years in the dry goods business and was heartsick of its worriments and trials, and anxious to get out of it. My spirit rebelled against standing behind the counter space of three feet, and from morning until night answering questions for a never-ending procession of female shoppers, the greater number of whom asked for 'samples' and then passed on. And as the policy of the firm I was clerking for would not permit salesmen to attempt to influence sales by argument, the position was devoid of excitement and wearying to the utmost."

It was about this time that the velocipede craze was sweeping the country. This vehicle, it will be remembered, while crude and clumsy, beside the modern bicycle, was phenomenally popular, and men who had enough means to hire a hall and buy a few velocipedes to hire to those who desired to ride literally coined money. When, therefore, a friend proposed to Mr. Martindale that they go out west and start a "rink," he eagerly accepted the proposition and abandoned the dry goods business. Each had saved a little money. The friend remained in Boston to purchase the wheels, and Mr. Martindale started west to secure a

'Phone **399** if you want quick delivery of . . .

# NEW VALENCIAS

WE HAVE THEM IN STORE

Fine Off-Stalk Fruit



Best Packers

**THE DAVIDSON & HAY, LIMITED**

Wholesale Grocers

**Toronto**

hall in some suitable locality. Going to Pittsburg, he had no difficulty in securing the proper building in an eligible location. This done, he settled down to wait for the velocipedes. They never came. The courage of the friend weakened. He concluded not to invest, and so informed Mr. Martindale, who, after paying his expenses and the rent of the hall, found himself a good deal poorer than he had been, and, what was worse, entirely out of employment.

In this dilemma, he concluded to return to Canada. Fortunately, a friend gave him a pass to Oil City, wishing to help him that far on his way, and the journey to Canada was not completed. Those were the palmy days in that city, and Mr. Martindale, captivated by the bustle and stir which everywhere met his view, decided to remain a while and try his fortune. Seeking the most successful oil operator there, Mr. John S. Rich, he applied for work.

"What can you do?" asked Mr. Rich.

"I can do anything that any other man can do."

"Well, can you dress tools, bits and reamers?"

"No, sir."

"Can you drill?"

"No, sir."

"Can you run an engine?"

"No, sir; but I can learn to do any of these things."

"My good man, I am not hiring learners," was Mr. Rich's reply; but recognising the pluck of this new applicant for employment, he directed him to a boarding house on Charley Run, some two miles distant, promising to come up himself in a day or so and see what he could do.

He was as good as his word. He gave Mr. Martindale a pick, shovel, mattock and axe, and ordered him to cut out a road in the side of the mountain, between two wells of the Union Oil Co. Here was a little more

"excitement" and lack of "monotony" than the young clerk had bargained for when he left Boston. A good many dry goods clerks under similar circumstances would have taken the first train out of Oil City. But Thomas Martindale accepted the work and the implements, and in two weeks' time had completed the road. Instead of retiring to rest after his hard day's work was done, he studied the stationary engine with the assistance of a kindly foreman, and learned it so thoroughly that by the time his road was completed he was installed as engineer at one of the wells on a salary of three dollars a day.

He, himself, has told this portion of his experience: "I boarded myself, carried my groceries and other necessaries from Oil City two miles over the mountain, did my own cooking, built a music stand with a gas jet in front of it, practised my scales, sang, laughed and gamboled across the mountains (when off 'tower') like a ten-year-old boy. I was happy, and as that is the ultima thule of all mortals, I was to be envied."

It is to be noted, however, that this happiness was not of a nature which enabled him to settle down content with three dollars a day for life. It was not long before he had accumulated a little money, which he invested in a half interest in a dingy little grocery store at Oil City. At last he was in his proper sphere of business. After buying out his partner, he proceeded to bring the store up to his ideals in such a transformation as made the eyes of the customers open with wonder. The whole establishment was brightened up. The quality of the stock was greatly improved; fair prices were affixed; a delivery system was introduced; it was only a few months until the "checkered store," so called from the fact that its front was painted in red, white and blue, was too small. The "blue store" was then rented, and by methods already adopted, supplemented by liberal and judicious advertising, it, too, was speedily out-

grown. He was therefore compelled to move into a commodious brick building at the river bridge, and found himself in the "Mammoth," the leading grocery in the thriving city.

His career was one of uninterrupted prosperity; but having a fine opportunity to sell out and being desirous of doing business in a large city, he disposed of his stock, and in 1875 removed to Philadelphia, where, at the corner of Tenth and Market streets, he opened the first "California" store.

From that time to the present Thomas Martindale has been among the leaders in the retail grocery trade of the great city. This is a high compliment to pay him, but it is safe to say that he has always been among the leaders in every great interest touching the politics or the charities of Philadelphia.

This latter statement leads to a consideration of a side of his career which has not been noticed thus far. He was born with a good voice and a taste for music, both of which he found time to cultivate, in spite of the arduous labors incident to his busy life. He possesses, too, a high grade of ability as a public speaker. These gifts naturally brought him into public notice, more or less, very early in his history. Naturally broad in his views, and always interested in the great movements whose end is the uplifting of public morals or the amelioration of evil conditions in municipal government, it is not strange that he has been forced into prominence as a citizen. And certainly it reflects lasting credit upon his character that, unlike so many able business men, he has been ever willing to devote his time and talents to the public weal.

On March 23, 1891, he was the speaker at a public meeting in the Council chamber, which resulted in the organization of the Trades League of Philadelphia, and henceforth as chairman of its principal committees, he was one of the most potent leaders in accomplishing the important

**BURNHAM'S JELLYCON** A Tempting Dessert

**Bayles' Celebrated Horseradish Mustard  
and English Sandwich Mustard**

DELICIOUS  
TABLE  
CONDIMENTS.

**LUCAS, STEELE & BRISTOL - - HAMILTON**

PHONES 447, 1258

**NEW  
FRUITS**

**1897 Pack**

THE FINEST IN THE MARKET

HORSE SHOE RED RASPBERRIES  
BLACK RASPBERRIES  
BLACKBERRIES  
PITTED BLACK CHERRIES  
PITTED RED CHERRIES  
PITTED WHITE WAX CHERRIES

EXCELLED BY  
NONE . . .

***James Turner & Co., Hamilton***

*As good as ever.*

**REINDEER BRAND**

CONDENSED MILK

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

# CROWN BLEND CEYLON TEA

In  
Lead  
Packets.

Lbs. and ½ lbs.



has no equal

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

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

Sole Agents  
for Canada ...

**T. KINNEAR & CO.** 49 FRONT STREET EAST **TORONTO**

measures by which that organization has done so much to advance the material interests of the city. In platform addresses, in terse and vigorous newspaper articles, in strong representations before committees of the Legislature at Harrisburg or the National Congress at Washington, by all means known to an acute, resourceful, able business man, he worked for Philadelphia, and with such success, too, that it is altogether likely that if his business cares could have been laid aside to that extent, he would have been Mayor long before now.

He has been no less prominent in charitable movements, for he has a big heart as well as a level head. Of what he has done in a private way nothing need be said, for no one would deprecate public mention of such deeds more severely than he himself. It is only just, however, to state that he has been most active and liberal in those great charitable enterprises that have touched the heart of the nation. For instance, in 1881 he was chairman of the Merchandise Committee of the Irish relief movement. When news of the terrible disaster at Johnstown, Pa., was flashed over the wires he was the first man in Philadelphia to deliver a wagon-load of goods for shipment to the stricken city. He was the first man, too, to propose action for the relief of the famine sufferers in Russia, organizing the movement in Philadelphia, and leading it to most gratifying success. These are but isolated instances indicating the course which he has pursued throughout his entire career, and in conjunction with his public life seem to demonstrate that he holds his ability and his fortune in trust for the benefit of society.

Mr. Martindale insists upon taking time for recreation, and, in addition to music, of which he is passionately fond, spends much of the time in hunting. He is a fine shot and keen sportsman. He has bagged nearly every kind of game in which this country abounds, and truth compels the statement that while he is reticent as to his business success and modest about his public work, he can't help talking pretty largely about a

successful hunting trip. Indeed, most of the literature from his pen, which, it is to be hoped, will some day be collected in book form, is descriptive of his various hunting excursions.

If one should ask for the secrets of the success which has been described in this little sketch, the answer is not difficult.

(1) There is native ability of a high order, developed by an early life whose privations and necessities called for its utmost exercise.

(2) There is energy, persistent industry, and ambition.

(3) There is the rigid honesty that pays cash and expects cash payment in the transaction of business.

(4) There is a good heart and a thorough relish for the brightness that there is in life.

(5) There is that broad patriotism and recognition of human brotherhood which gladly sacrifices self in the interests of others.

These qualities, exercised with the homely common sense of the man, have made Thomas Martindale what he is, and assure him of the bright future that his hosts of friends so earnestly desire in his behalf.

## THE CUTTING OF PRICES.

Editor GROCER,—I have paid for your journal for quite a number of years, but do not know how long I will be able to do so if I have to make a price to suit every customer who comes in. We have about three stores in this city. Merritton and Thorold are also connected with us and they do the cutting for us. Sometimes it is sugar, fruit jars, raisins, currants and any number of other lines. I see all of the best wholesale houses of the country advertise in your journal. I think it is about time they should take time and agree that such dealers could get no goods in the regular way or any other way. Your department stores in Toronto are giving dealers quite an idea how to run business on the crooked plan.

Yours, etc.,

ARCH. WILSON.

St. Catharines, August, 1896.

## BARGAINS ON THE TABLE.

EMPHATICALLY endorse the bargain table idea. It is a natural outgrowth of any business, and the more sides or departments a business has the more need is there for the bargain outlet. Clean stocks are manifestly the proper stocks. Broken lots, orphan pieces, ends of varieties, the waifs and strays that must result from active selling, are things that clutter up shelves and debase regular lines. The quicker all these stragglers are cleaned out the better. They can be sold with regular goods, but never to the advantage of either.

Gathered on a bargain table, however, and conspicuously marked, they become a special attraction. If certain days are named as those on which these tempting bits will be handed out, the public soon comes to look for those occasions and to profit by them. The dullest mind can understand that the merchant wants to be rid of remnants, no matter what the kind. It is reasonable that considerably reduced prices should be put upon them. And so the bargain table becomes a magnet.

This illustrates one of the great features of any successful advertising—the statement, to be a drawing one, must be reasonable. The bright advertiser catches up every point that will appeal to the public as giving a reason for better prices or for quick coming, and the success of his work is then half assured.—Gillam in Brains.

## AN IMPROVED CASH REGISTER.

The National Cash Register Co., of Dayton, Ohio, U.S.A., have just added some improvements to their No. 79 registers, which make them available in stores where it is sometimes necessary to register single transactions amounting to more than \$100. The registering capacity of these machines has been increased from \$99.99 to \$999.99, while at the same time it is possible to keep a separate account of the sales in the different departments of the store, or to keep separate the sales of each clerk in the store. This should open up a new field for the use of the cash register.



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**A Business Pointer**

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



For sale by all leading Wholesale Grocers.

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

**NEW MATERIAL IN MATCHES.**

It is predicted by The Pittsburg Dispatch that paper is the coming material for matches. The prospect of the wooden match industry being appreciably affected by a new process for manufacturing matches of paper is held to be extremely probable, particularly as the best wood for this purpose is constantly growing scarcer and more costly. The new matches are considerably cheaper than the wooden product and weigh much less, which counts for much in exportation. The sticks of the matches consist of paper rolled together on the bias. The paper is rather strong and porous, and when immersed in a solution of wax, stearine and similar substances sticks well together and burns with a bright, smokeless and odorless flame.

Strips 1/2 inch in width are first drawn through the combustible mass and then turned by machinery into long, thin tubes, pieces of the ordinary length of wood or wax matches being cut off automatically by the machine. When the sticks are cut to size they are dipped into phosphorus, also by machinery, and the dried head easily ignites by friction on any surface. There is some talk of utilizing the new invention in the manufacture of matches on an extensive scale for export to India. The invention involves no waste whatever, and the paper

is delivered in rolls like the telegraph tape and converted at one operation into match sticks, and by a second into matches that would dry without storing for a large part of the year in India. One thing, however, must be made sure of—that a wax is used which will harden at a shade temperature of 140 deg. Fahr. at least.

**LONG FELT WANT MET.**

EVERY grocer and dealer, large or small, has experienced the difficulty there is in keeping dried fruit open in a presentable condition and preventing it from drying up and losing its appearance, and at the same time losing in weight by evaporation. Who does not know the unattractive look of a box of raisins, especially of Valencias or Malagas, which have laid open in a warm store, or the dried-up look of prunes which seem, peculiarly susceptible in this direction?

Hitherto no satisfactory means appear to have been discovered of overcoming this difficulty. The large increase in the use of evaporated fruits, however, has resulted in the production of a case or cabinet that seems entirely to meet the want. These cabinets are so constructed that they will keep the contents in a moist and fresh condition, and they not only keep the fruit fresh and full size, but afford a perfect cir-

ulation of fresh air charged with just such a degree of moisture as is necessary to the keeping of the articles.

These cases work on the principle of evaporation, and cold water only is used, consequently no expense whatever is involved after purchasing the case. Upwards of 2,000 of these are already in use in the United States and the patent right for Canada has been acquired by the Globe Furniture Co., who are now turning out these cases, not only for dried and evaporated fruits, but also for bakers' goods, dried fish, cheese, and they manufacture a special case for tobacco and cigars.

A representative of THE CANADIAN GROCER had the pleasure of fully examining the working of one of these cases in the hands of Arthur P. Tippet & Co., the selling agents in Montreal, and the results were really remarkable. Prunes placed in the case in a sugared condition after a few days not only had assumed their original appearance of freshness but showed an actual gain in weight. The same applied to raisins, currants, etc., and while the manufacturers do not claim any virtue in the way of increasing the weight of goods, we understand from the firm above named that various fruits placed in the cabinet show varying gains of from 2 to 4 per cent. in weight, while in every case goods in a good condition when placed in the cabinet maintain their appearance. There is but little doubt these cases only need to be known to have a very large sale throughout Canada.

An advertisement and illustration appear in this week's issue.

**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.**

### TOBACCO REGULATIONS AND DRAWBACKS.

THE following are the regulations just issued by order-in-council for the manufacture of tobacco, cigars and cigarettes from foreign and raw domestic leaf tobacco used in combination :

1. Such manufacture shall only be carried on in a factory specially licensed to use such leaf tobacco in combination.
2. Not less than twenty-five per cent. of both foreign and domestic raw leaf tobacco shall be used in each description of manufactured tobacco, cigars or cigarettes produced in such factory.
3. No tobacco, cigars or cigarettes, the product solely of either foreign or of domestic leaf tobacco shall be manufactured in such licensed factory.
4. All foreign raw leaf tobacco when taken for use in such tobacco manufactory, except when used in the manufacture of cigarettes, shall, in addition to the duty of Excise or of Customs paid thereon, pay as an additional Excise duty the sum of 20c. per pound actual weight.
5. All foreign raw leaf tobacco when taken for use in such licensed tobacco manufactory in the manufacture of cigarettes, shall, in addition to the duty of Excise, or of Customs duty thereon, pay as an additional duty of Excise the sum of 37½c. per pound actual weight.
6. All foreign raw leaf tobacco when taken for use in such licensed cigar manufactory, shall, in addition to the duty of Excise or of Customs paid thereon, pay as an additional duty of Excise the sum of 16c. per pound, actual weight.
7. The resultant manufactured product of factories licensed to use foreign and domestic leaf tobacco in combination, shall, in addition to the duties herein provided, be subject to an Excise duty at the same rate as imposed by the Inland Revenue Act on such articles when manufactured solely from domestic raw leaf tobacco.
8. The manufacture of cigarettes in such

tobacco factory licensed to use foreign and raw leaf tobacco in combination shall be carried on in a compartment specially provided therefor, in which the whole process of manufacture shall be carried on, into which no material in a partially manufactured condition shall be received and wherein no other article than cigarettes shall be produced. All raw material shall be taken into such compartment only in the presence of an officer of Inland Revenue. In addition to the regular books of the manufactory the manufacturer shall keep in such compartment a book wherein he shall record as the transactions occur the description and quantity of foreign and domestic raw leaf tobacco brought into and taken for use therein.

9. All descriptions of manufactured goods produced in a tobacco or cigar factory licensed to use foreign and domestic raw leaf tobacco in combination shall have attached thereto an Inland Revenue stamp of a distinctive color.

10. No raw leaf tobacco which has been entered for use in a factory licensed to use foreign raw leaf tobacco only shall be brought into any factory licensed to use foreign and domestic raw leaf tobacco in combination.

Any person contravening any of the provisions of these regulations shall be liable to the penalties provided by section 102 of the Inland Revenue Act.

The regulations in regard to drawback of duty paid on foreign leaf tobacco contained in manufactured tobacco and cigars exported in bond direct from the factory where produced are as follows :

1. A drawback of 12½c. per pound shall be allowed on all foreign raw leaf tobacco which has paid the duty of Excise, contained in manufactured tobacco or cigars, wherein the stem of the leaf is not used.

2. A drawback of 10c. per pound shall be allowed on all foreign raw leaf tobacco which has paid the duty of Excise contained

in manufactured tobacco wherein the stem or any portion thereof of the leaf is used.

3. No drawback shall be allowed on any manufactured tobacco containing more than 25 per cent. of stems, nor on any description of manufactured tobacco of a class not approved by the Department of Inland Revenue.

4. No claim for drawback shall be entertained until the official certificate of the receipt of the goods at the foreign port to which consigned, has been furnished the Department of Inland Revenue.

5. No refund is to be allowed on the exportation of scraps or cuttings, stems or waste.

6. Proof of the quantity of foreign raw leaf tobacco so contained in the manufactured product and of the payment of the duty thereon shall be produced by the exporter to the satisfaction of the Department of Inland Revenue.

### WHY MERCHANTS FAIL.

B RADSTREET'S, than which there is no better authority on general business subjects, assigns the following causes for business failures :

	Per Cent.
Incompetence .....	16.4
Inexperience .....	6.1
Lack of capital .....	33.5
Unwise credits .....	4.7
Speculation (outside).....	1.2
Neglect of business .....	3.2
Extravagance .....	1.3
Fraudulent disposition.....	7.4
Disaster (commercial crisis).....	22.3
Failures of others .....	2.9
Undue competition .....	1.2

Few business men ascribe to the so-called little things of business the importance which seems to belong to them. From this table it appears that twelve out of every thousand fail because they speculate. They may, aside from this, be good business men, they may have good stores, but outside speculation brings twelve to the thousand

## 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



# Only One Profit

between our mills and your customer—YOU make that. The profit that the middleman usually makes, we put into quality, because there is no middleman to pay.

You and your customers gain everyway. Think of the advantages of relying absolutely on the freshness (right from the mills, you know) of those clean, rich, nutty-flavored

## Tillson's Pan Dried Rolled Oats.

FROM MANUFACTURER  
TO RETAILER DIRECT.

The Tillson Co. Limited  
Tilsonburg, Ont.

to the dust. Thirteen out of the thousand is the proportion which fail because of extravagance—failure to look after the little leaks, to keep expenses within a reasonable limit. Forty-seven of the thousand go to the wall because of unwise credits.

There is another lesson in this table for that class of grocers who regard sharp competition as an influence against which they are hopeless. Such grocers argue that there is no use contending against hopeless odds and give up at once, where in many cases a stiff fight would have won the day. No competitor yet ever had all the good points on his side. Now, this table shows that only twelve out of a thousand fail because of undue competition, which is an exceedingly small percentage in view of the large number of merchants who look upon brisk competition as an unassailable force, meaning their own collapse as surely as night means the shadowing of day.

### IT MAY WORK.

To keep out flies, suggests The Portland Oregonian, near the tops of the screen doors and window screens punch several holes from the inside with some instrument about the size of a lead pencil, thus leaving slightly funnel-shaped apertures, having a rough, jagged edge on the outside. This renders it impossible for the flies to enter through these holes, while the flies which have strayed into the house the first time they light on one of the screens crawl to the upper part, and, seeing the holes, imagine there is some place where they are not wanted on the other side, and out they go.

### A LIBERAL OFFER.

If this is your first season with Tanglefoot, you may not know that every sheet of it is guaranteed. It is not likely you ever will,

but if by any chance you should, find a sheet, or a box, or a case of it unsalable, write to the makers, sending sample sheet, and if they find that the trouble can in any way be attributed to any fault of the paper the same will be replaced at once.

### A HINT.

If the brickwork of your new shop front shows a nasty white appearance—it is really an effervescence of sulphate of magnesia—you can get rid of it by washing the surface with a solution of muriatic acid applied with a sponge.

The Canadian Specialty Co. have just received shipments of a new gum of Frank H. Flee & Co.'s production. It is a pepsin put up especially for the Canadian market, and is called the "Queen" gum. A box of 20 packages sells at 68c., or at 5 for \$3.

"All selling nicely, thanks."

PURE GOLD MFG. CO.

TORONTO



Have we  
your  
order ?

RETURNED  
Oct 5/97  
F.M.G.

RETURNED  
Oct 5/97

# Valencias



We offer for immediate shipment

NEW PACK.

Trenor's and Rogers' F.O.S. Valencias

## H. P. ECKARDT & CO.

Wholesale Grocers

TORONTO

### Gillard's New Sauce

In single case lots, \$1.90.  
Barrels of 12 dozen, \$1.75.

Compounded from the purest and most appetising ingredients: possesses plenty of body, and imparts a delicious flavor to soups, gravies, etc. . . . .

### Gillard's New Pickle

Packed 2 Dozen in Case.  
Single case lots, \$3.40.  
5 case lots and over, \$3.30.

The liquor of this pickle is a happy blending of piquancy, sweetness and acidity, forming a most delightful table adjunct.

**10 Gold Medals** Awarded at the Great Pure Food Expositions held in England.

For Sale by all Wholesale Grocers in Canada.

**GILLARD & CO. Makers, London, Eng.**

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### THE FRENCH TREATY AND THE MINIMUM TARIFF.

THE regulations which have been sent out by the Dominion Government, instructing the collectors at the various Customs ports to allow the products of France the same privileges under the minimum tariff as the products of Germany and Belgium, have set at rest a question which has been debated to a more or less extent since the recent decision of the law officers of the Crown was given out.

Briefly, the question was as to whether the French Republic was so entitled, and it is not surprising there should have been a difference of opinion thereon.

France, first of all, is not a favored treaty nation. The privileges which certain products of that country have enjoyed in Canada since 1894 are accorded by special treaty negotiated on our behalf by Sir Charles Tupper and Lord Dufferin, who were appointed plenipotentiaries by Her Majesty for the purpose; the Dominion, of course, not having the power to make treaties.

But while France is not a favored treaty nation, there is an article in the treaty between that country and Canada which reads:

Any commercial advantage granted by Canada to any third power, especially in tariff matters, shall be enjoyed fully by France, Algeria and the French colonies.

The French treaty, it will be remembered, specified certain articles which were to be admitted into Canada at a reduced rate, ranging all the way from 30 to 50 per cent. And some people were in doubt as to whether the extract from the treaty above given was intended merely to govern the

specified articles or applied to French products of any kind whatsoever.

If the clause applied only to the articles specified in the tariff, it seemed clear that the ruling of the law officers would not disturb the existing condition of affairs, for even after the discriminating duty of 25 per cent. in favor of British products came into force, the articles named in the treaty would still have an advantage of from 5 to 25 per cent. over those from any and all countries.

But if the article in question did not apply to the general imports of France before the decision of the law officers, why should it afterwards?

The article in question declares, as we have already shown, that any commercial advantage granted to any third power shall be enjoyed fully by France.

It is obvious that under the reciprocal tariff a "commercial advantage" was given a third power. But the Dominion Government time and again declared that France, like Belgium and Germany, was not entitled to share in the advantages accorded Great Britain.

Attached to the French treaty was a schedule known as Schedule B. It was really the Canadian tariff on the specified articles named in the treaty at the time that instrument was ratified, and it was at the rate of duty therein set forth that these articles were to be assessed no matter if Parliament were to subsequently increase the general tariff on them to any extent whatsoever. And this principle has been faithfully observed under the new tariff, which does levy a higher rate on one or more of the articles enumerated in the French treaty. But thus far and no farther would the Government go.

That in now going farther the Government has done the righteous thing no one will probably gainsay. At any rate, it is obvious there is no country more entitled to the minimum tariff than the French Republic. The treaty with France is of our own making, although negotiated through Great Britain. The German and Belgian treaties, on the other hand, were made and their conditions imposed upon us without our even being consulted.

Our total dutiable imports from France in 1896 were \$2,487,133, on which duty to the

amount of \$1,020,804 was collected. Included within these amounts were goods to the value of \$284,414 which came in under the provisions of the treaty, and the duty collected on this amount was \$82,235.

On the basis of last year's figures, minus the duty collected on the goods specified in the treaty, Canada's loss of revenue upon French imports from April 1897 to August 1, 1898, when the treaties with Germany expire, will probably be in the neighborhood of \$175,000, all but one month of the sixteen included in these dates being under the one-eighth reduction.

Taking Germany, Belgium, France, and all the nations interested, the loss of revenue will probably not much exceed five or six hundred thousand dollars.

### THE CROP OF VALENCIA RAISINS.

A few orders for Valentias for prompt shipment have been placed this week. Prices are a little reduced from those for earlier shipment.

No general buying has set in owing to the fact that foreign markets are being well maintained and that even an advance is being talked of, whereas Canadian buyers have been looking for a falling market. Some dealers fear now that prices will not be nearly so low as their expectations called for.

### NEW SULTANA RAISINS.

THE Smyrna mail of July 31 brought this week samples of fruit which was then on the market. These samples show a rather good, bright quality, and in point of size a slight improvement on the first sample referred to in our last issue. On this sample a price of 33s. 6d. is named, which is at least 30 per cent. above the usual price at which such goods are sold. As Canadian buyers never respond very quickly to high prices, and as there is practically no old stock on hand, the market is expected to be bare for some time.

Other advices from C. Whittall & Co., Smyrna, are to the effect that the earlier anticipations of the Sultana yield are not being borne out. The vines in many localities are suffering from disease, and though it is now certain that the production as a whole will be affected, no two estimates appear to coincide as to the probable result. The least sanguine talk of a yield of only

26,000 to 28,000 tons; others anticipate a minimum of 33,000.

Two tons of Sultanias reached Smyrna on July 30. This early lot was taken up by a shipper from Trieste at 27s. f.o.b. A sample of these shown here indicate immature fruit.

#### CURRANTS HIGHER.

THE first offers on new crop currants for direct shipment were made in Montreal this week. The goods were Provincials, the figure being 14s. cost and freight Montreal. This is about 4 to 5s. higher than last year, or 1 to 1 1/4 c. per pound advance on last year's cost.

D. Pasqua, Patras, writing under date August 2nd, says: "The weather has continued to be fine and favorable to the crop. I have just returned from an inspecting tour through the principal currant districts. In some parts of Calamatta and Messina, peronosporos and hail have made sensible damage, but the greater part seems to be free from the disease, and promises a yield much superior to last year's, both in volume and quality. The Trifillian district (Filiatra, etc.), has also been affected, principally in the high grounds, and it is questionable whether the yield will be equal to last year's. In Pyrgos there are considerable complaints concerning the effects of the disease, but I expect we shall have there the same crop as the previous one. The same can be said of Campos and Amalias, where quality is satisfactory so far. In Patras the effects of the peronosporos are more evident, and a considerable falling off will result. The good prospects held out for the Vostizza and Corinthian fruit seem to wane with the progress of the maturity, and the upland quality will not equal that of the preceding year. On the whole we must reckon upon a yield similar to that of the preceding season, which has proved to have reached 154,000 tons. In Calamatta the cutting has been in progress for the past ten or twelve days, and a good deal of new fruit, principally from the high grounds, has already come upon the market. The quality is satisfactory. The vintage has also commenced in the Trifillian (Filiatra) district, and by the end of this week the cutting will be general all over the country. The wine grapes, generally, have suffered from peronosporos to a much larger extent than

currants, and our wine crop this year will be the smallest on record. This will bring into consumption for wine making a good percentage of the currant grapes. Prices—The excitement for high prices is gaining ground throughout the country, and early shipments will have to yield to growers' exactions. It is to be hoped that Government, taking into consideration the bareness of stocks and the very limited new crop of currants, will not subscribe to the popular clamor for parairatissis (retention) which will become a disturbing element in the regulation of prices."

#### LARGE CONTRACTS IN CANNED VEGETABLES.

SOME extensive contracts for the future delivery of new canned vegetables have been one of the features of the week in Montreal. Some time ago the possibility of higher prices was intimated in these columns owing to short crops. Recent intelligence and the business under consideration bears this out. Altogether, during the past eight or ten days sales aggregating 30,000 cases have been put through, the time of delivery being spread out to some extent. One commission man was responsible for the sale of 150,000 cases of this quantity, consisting of tomatoes, corn, peas, and beans. The prices realized for tomatoes and peas show an advance of 7 1/2 to 10c. per dozen over the opening prices last year, while corn is 5c. per dozen lower, but fully 5 to 7 1/2 c. higher than the closing prices. Another commission man closed 10,000 cases tomatoes at 70c.; corn, 55c.; peas, 67 1/2 c., and golden wax butter beans at 70c. On the whole, the market is said to be in a strong position for tomatoes, corn and peas, and values have an upward tendency. The pack of the latter will, it is claimed, be at least 25,000 cases short of last year, and some packers have already withdrawn prices from the market and refuse to sell any more at present. Several packers have also instructed brokers not to offer any more tomatoes at current prices.

Mr. A. S. Hallman, Berlin, has these good things to say of THE GROCER: "I have been a reader of your paper for the last eight or ten years and must congratulate you on the continued help it has given me and on the effort you are putting forth to keep it an up-to-date paper, which no merchant should be without." There are others.

#### THE ADVANCE IN CHEESE.

WHEN the month opened it was confidently predicted that there would be a sharp slump in cheese values as soon as the short contracts in July were filled. These short contracts have been filled, yet the decline has not materialized. On the contrary, the market has pursued a directly opposite course. Two weeks ago the ruling range, according to section of production, was 8 to 8 1/4 c. To-day it is 8 1/2 to 8 3/4 c., or 1/2 to 3/4 c. per pound higher than it was at the opening of the month. The short contracts, no doubt, were, as they have been ever since the season opened, a strong influence in sustaining prices, but there were other causes at work. It has transpired that the short selling was not, as many imagined, confined to operators on this side the water. British houses took a hand, to a large extent, and it has been developed beyond a doubt that the movement of cheese into consumption in Great Britain, owing to this and other causes, has been more rapid than in former seasons. In fact, the accumulations of cheese at distributing points across the water is not heavy, the declared stocks at Liverpool, for instance, on the 1st only being 60,000 boxes, or less than two weeks' consumption.

This condition is particularly encouraging in view of the heavy exports from Canada this year. To date they exceed those of last year by 212,000 boxes, the total to date being 964,039 boxes. This total has been poured into Great Britain at the rate of from 50,000 to 100,000 per week, and that prices have held up under this downpour shows clearly that the Englishmen have larger appetites this year than last. This is the only reasonable explanation, and it is the more acceptable in view of the fact that general trade conditions in Great Britain were never more prosperous than they are at present. This, of course, leads to a freer circulation of money. It is not cheese alone that is benefitting. Hams and bacon, wheat; in fact, all sorts of food-stuffs, are experiencing an increased demand. In the meantime the Canadian farmer is receiving an increased amount of money that will eventually go into circulation in other channels of trade. Prices this year for cheese have averaged almost 1c. per pound higher than they were last year. To date, therefore, the farmers have not only sold considerably more cheese, but they have got more money for it.

**AMONG THE RETAILERS.***A Window Dressing Hint.*

I heard of a very suggestive method of dressing a window for the week, in which flour is a specialty. On one side of the window place a barrel of flour in a suitable position, have a part of the lid out and have the flour spilling out as much as desired. Don't waste the flour, however. It isn't necessary. On the other side of the window place a can of baking powder, and in the centre of the window have a plate of biscuits. The idea struck me as being suggestive, and is subject to the rule that ought to be followed by window dressers: Don't put too much in. A card might be hung up, too, saying that the recipe for making the biscuits will be given inside, and that flour is a specialty in that week or month, as the grocer may determine. Probably the idea is more suitable for fall windows than for those dressed just now, but as grocers are thinking of attractions for Fair time I give it. Flies, too, would be a bother in such a window.

*Ruptures With Customers.*

The hot weather of the summer months is often the indirect cause of a rupture between the retail grocer and his customer. This indirect cause calls for a great deal of patience and courage on the part of the grocer if he wishes to avoid making the direct cause of this rupture. During the summer months a grocer often has reported to him sales of bad goods by his customers, and accompanying each report is the demand for a substitute. These spoiled goods may be a cause of displeasure on the part of the customer, but it is not necessary that it should cut off relations between the contracting parties. Still it takes a great deal of courage and patience on the part of the grocer to accomplish the "smoothing over" that is required. The query is how is it to be done. The only way that is apparent is for the grocer to say he is sorry and give the substitute, but many a tradesman will say that the grocery trade cannot afford such a policy. My reply is that it has to and can. If a grocer will not give good value for good value he will have to drop out of the procession. For instance, the merchant may have laid in a stock of lobsters which he considered a first-class brand. However, a customer comes in the next week with the assertion that the contents of a can which she or he had purchased had turned out black. These contents will not injure a person, but yet the person does not feel safe in using them, and, accordingly, lays a complaint. The grocer may say that it is not his fault, that they were of the best brand, that he himself cannot get a substitute, and, therefore, he cannot give

one. If he says this he loses his customer, and if he gives this reply every time these circumstances occur he will soon be out of business. The rules governing the dealings between the wholesaler and retailer do not necessarily govern the transactions of the consumer with the retailer. The only way open for the grocer to pursue is to either ask the customer to send the can back and to promise if he finds it bad to give a substitute or else tell him or her to throw out the contents and take another can. If this course is to be pursued take the latter, as the former method savors of distrust. Eggs, too, are frequently troublesome. Of course the merchant must know his customer and must be confident that he or she is acting honestly. But even when he is sure of his customer's honesty it is a difficult policy to pursue, but it is the wisest in the long run. It takes a long time to acquire the determination that is necessary. When this method of dealing with such difficulties is adopted, loss is not the only consequence. It holds the customer's confidence, and this brings an ample reward. But if anything will increase the carefulness in buying this will. A grocer is often tempted to buy cheap brands; they never pay. If he is of the right stamp and follows this plan he will never handle shoddy, for he will never wish to increase the number of substitutes that he gives. This is one time that it pays to be obliging.

*Displaying Fruit.*

The best means of showing and selling fruit is a subject upon which the views of grocers differ widely. I have before urged the desirability of displaying fruit in the window only, and I notice that the best of grocers agree with me. However, there are some who do not, and their reason for displaying fruit outside is to keep the crowd there. Many people, they say, like to look at the fruit and admire it without buying. Well, this isn't very profitable for the grocer. He doesn't please for the pleasure he obtains by doing so, he pleases in order to sell. But yet these people could look at the fruit in the window; they wouldn't have to come inside to see it. Certainly, if all who stop to look at fruit were to go into the shop, the grocer in a medium-sized store would be inconvenienced, but, if only the intending buyers entered, the merchant would not likely see any necessity of a larger store. Clerks, too, would not have so much work. Much fatigue caused by running in and out of the store would be prevented. However, circumstances alter the advisability of such procedure. If a merchant is dependent on the street traffic for a trade he would perhaps do well to take advantage of all his privileges and place some of his fruit outside. But it seems to me that such a display gives

an appearance of cheapness to the place. At any rate, none of the good dealers put their fruit outside. They have a sure trade and their patronage will not buy fruit which has been exposed to catch all the dust on the street. It is a very serious question with fruiterers, especially to those on streets which are dusty or on which the cars run.

RAMBLER.

**EUROPEAN PRUNES HIGHER.**

Indications generally point to a firm opening for all kinds of new crop prunes this season. Advices to hand this week in Montreal regarding staple sizes of Bosnia fruit quote them at 23s. 6d., cost and freight. Last year the same fruit was offered for 18s. This is a difference of 5s. 6d. per cwt., or 1¼c. per pound, in the cost of the fruit. Bordeaux letters state that there are no Imperial French plums to be had at all this year, and that French prunes are offered at 12s. 6d. to 23s., according to size, from 110's to 70's. On the smaller sizes the advance over last year is 1s. 6d. and on the others 3s. per cwt., or from ¾c. to ¾c. per pound on last year.

**THE NEW BROKER.**

MR. W. H. SEYLER, whom we announced a few weeks ago as being away on a business and holiday trip combined, has returned to Toronto and has taken up his quarters with Mr. Morley, the tea broker, in Room 100, Board of Trade building.

By a glance at his face one can see that his holidays were physically beneficial, and from his report regarding his business, one learns that he has been successful in his recent departure into a trade which is to be run on a brokerage and commission basis. Among the many houses that he is to represent are the following important ones: J. Lewenz & Hauser Bros., London, Eng., teas; Teller, Rothwell & Co., Montreal, "Royal" black lead and blues; Hecker-Jones-Jewell Milling Co., New York; German Gelatine Works, Hoechst am Main, Germany. He is also in correspondence with other foreign and domestic firms, and soon he will have a general grocery line to handle.

Mr. Seyler's intellectual attainments, including his ability to converse in the French, German and Spanish languages, remove any difficulty he may find in obtaining foreign agencies, for on that account he will be able to keep thoroughly posted on the foreign market. His general popularity here will also assure him a good trade and the houses which he will represent can consider themselves fortunate in having such a reliable salesman.

His office in the Board of Trade building is on the ground floor near the southern entry, is roomy, and is very nicely fitted up. His new office furniture, presented to him by his old employers, is much to be admired.

When it is a question of FLAVORINGS **we are the people** who can supply you with ...

***THE BEST.***

**GREIG'S ...**

**CROWN EXTRACTS**

are, without exception,  
the finest in the land.

***OUR SALES  
PROVE IT.***

If you have not yet begun to handle this well-known brand, write us at once regarding our special advertising features whereby we create an immediate demand on you for the goods.

IT WILL PAY YOU WELL.

**ROBERT GREIG & CO.**

**Montreal.**



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# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

TORONTO, Aug. 19, 1897.

### GROCERIES.

**A** FIRM and healthy tone continues to prevail throughout the entire grocery trade. Sugar is yet the main article that is being shipped, but as this week is between seasons in the preserving line, the demand dropped off toward the end of the week. The St. Lawrence Sugar Refineries have advanced their prices 1-16c. all round. Canned goods have not altered much. Peas seem to have been entirely disposed of by the canners, and a yet firmer feeling prevails. There are some whispers to the effect that the supply of old corn will be inadequate to run out the season. Canners that wished to sell a little while ago refuse to do so now. Foreign rice continues firm. Currants have become very scarce, and a supply is in the hands of a few dealers only. There has been no improvement in teas.

### CANNED GOODS.

Latest advices from the Coast say that owing to the scarcity of laborers about the canning factories all along the Fraser River there is a probability that there will be quite a lengthy delay in shipping. In regard to the position here there is not much change to report. Packers are still in the market offering futures, but they are not so eager to sell as they were a couple of weeks ago. On the street this week there are rumors of

a probability of a shortage in peas. Most factories have already sold out, and those that have not are advancing prices. Lobsters, too, have all gone out of the canners' hands and the supply is limited. Canned meats have taken another advance of 10 cents on lowest figures. The trade in vegetables is not exceedingly brisk. The tomato crop is not as large as was expected and canners are not anxious to sell at the present time. California fruits are this year being put up in 1 gal. cartoons. They are very attractive. We quote as follows: Tomatoes, 80 to 85c.; corn, 55 to 75c.; peas, 70 to 75c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.25 to \$1.40; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.40 to \$1.80; strawberries, \$1.50 to \$1.80, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$1.75 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.50 to \$1.80; salmon, "Horseshoe," \$1.50; ditto, new season's, to arrive, \$1.25 in 5-case lots and \$1.30 in less quantities; other red salmon, \$1.15 upwards, according to quality and brand; cohoes, 95c. to \$1; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.40 to \$2.50 for tall tins; 1-lb. flats, \$2.70; ½-lb. flats, \$1.60 to \$1.70; Canadian canned beef, 1's, \$1.35 to \$1.40; 2's, \$2.35 to \$2.45; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

### COFFEES.

Trade in Rios has been quite brisk and

the feeling is considerably stronger. This week a syndicate was formed in New York which bought up 400,000 bags of Rio, and has been the chief cause of this firmness. It is a matter of speculation as to whether there will be enough stock to withstand this purchase. Jobbers quote green in bags as follows: Rio, 9½ to 13c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

### SYRUPS.

Quiet and featureless. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

### MOLASSES.

Still continues dull. We quote as follows: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

### SUGARS.

The trade in sugars has not been so brisk this last week as it was formerly. The St. Lawrence Sugar Refineries have advanced their prices of sugars 1-16c. all round, both yellows and granulated. The agent here of the Canada Sugar Refineries has not as yet been notified of a similar action on the part of the company. This is probably due to the reasons given last week. We quote for Toronto: Granulated—St. Law-

## BUTTER TUBS

....Ex Warehouse or direct from Factory

Prompt Shipment

Best Goods . . .

**WALTER WOODS & CO.**  
HAMILTON

### DRINK :::

## ::: Chocolate for Breakfast

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



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

VANILLA . .  
CHOCOLATES

## CHOCOLAT MENIER

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

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

## Send it Back

if it is not the most satisfactory tea you have ever handled. This is what we say of . . .

## "SALADA" CEYLON TEA

### WHOLESALE AGENCIES . . .

25 Front Street East - - TORONTO  
318 St. Paul Street - - MONTREAL  
219 Cambie Street - - VANCOUVER, B.C.  
206 State Street - - BOSTON, Mass.  
15 Niagara Street - - BUFFALO, N.Y.  
Chronicle Telegraph Bldg., PITTSBURG

**P. C. LARKIN & CO.**

# Offer the Best Soap

Which means the best value for sale.

**IT PAYS.**

# SURPRISE SOAP

**ON WASH DAY**



**BRANCHES—**

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

## THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

rence 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.**

Nothing new has developed during the week. Trade is brisk. We quote as follows: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb. cans; ditto, whole, 10c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 17c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 13 to 16c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

**NUTS.**

Shelled walnuts have all been sold out here. As a consequence prices are firm. Some more filberts have been taken at unchanged prices for shipment from Messina during October. We quote: Brazil nuts, 11 to 12 1/2c.; Valencia shelled almonds, 20 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.**

Standard rice has dropped back into the same prices that it had before the rise. Japan and Patna, however, still continue firm at the advanced figures. The demand for all lines is good. 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 3/4c.; tapioca, 3 1/4 to 4 1/2c.; sago, 3 1/2 to 4 1/2c.

**TEAS.**

Japan teas are the only varieties that are moving. In Japan prices have advanced, but as yet prices here have not responded. However, dealers look for higher prices here, as any quantities that are imported will have to pay the advance. The medium grades of Japans are arriving this week. 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.**

The crop of Vostizza currants is reported as progressing favorably, but it will be late. Bulk shipments for Canada will not likely be effected before the first week in September. Samples of new crop received here showed good quality. Old currants have become very scarce. Only a few houses hold stocks and they are sharing them up with friends. We quote: Provincials, 5 3/4 to 6c. in bbls.; ditto, half-bbls., 5 3/4 to 6c.; fine Filiatras, in bbls., 5 7/8 to 6c.; do., half-bbls., 5 7/8 to 6 1/2c.; Patras, 6 3/4c. in cases; Vostizzas, cases, 7 to 8c.

As mentioned elsewhere, a few orders have been placed for Valencia raisins for prompt shipment. Prices are a little reduced from those set on earlier shipments, but they are as yet too high to invite a general activity in buying. However, prices are not likely to come down. Wholesalers received shipments of earliest new Valencias this week. We quote: Off-stalk, 4 to 5c.; fine off-stalk, 5 to 6c.; selected, 6 1/2 to 7c.; layers, 5 1/2 to 6 1/2c.

There is nothing new to mention in regard to California loose muscatel raisins. Wholesalers quote from 7 to 8c. as the ruling figures.

Advices re crop of Eleme figs continue favorable, and shippers express the hope that the final outcome may prove satisfactory, both as regards quality and quantity.

**BUTTER AND EGGS**

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

**J. A. McLEAN,**

Successor to GRAHAM, McLEAN & CO.

77 Golborne St. TORONTO.

**As Gold is to Silver**

SO ARE

**GOLDEN HADDIES**

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

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

*Every Can Guaranteed*

Packers' Agents **NORTHRUP & CO.**

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

The Following Brands Manufactured by

**The American Tobacco Co.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE,

DERBY.

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.

11 years' experience.

Established 1882

**Eat Fruit in Summer**

Your customers will if you

**SHOW A NICE DISPLAY**

You can get it from

**CLEMES BROS. - TORONTO**

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

California fruit is without any special feature this week. Apricots will be lower than they were last year; in fact, nearly all lines of evaporated fruit will be low-priced, and demand here should be much better on account of the smaller quantity of apples and other fruit. We quote California evaporated fruits as follows: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

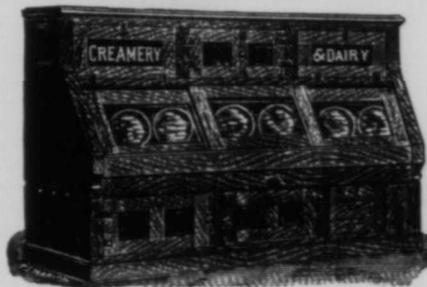
A cable to P. L. Mason & Co. re Turkish prunes indicates slightly lower values for the larger sizes and a little firmer tendency for smaller sizes. We quote as follows: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

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

GREEN FRUITS.

First shipments of new lemons arrived here this week. They show good quality and are selling readily. In fruits this has been rather a quiet week, owing to its being between seasons. Next week, however, good peaches and plums will be on the market and trade will be brisk. Some final auctions of California fruit, including pears, peaches and plums, were made this week. Prices were not at all high. The banana trade is brisk this week, while early apples and peaches attract strict attention. The apples coming forward seem to be of good quality. Latton berries also find ready sale, but prices are low. A few Canadian plums have been on the market, but they were not ripe and were of not much consequence. Muskmelons are also being disposed of freely. We quote: Oranges—Sorrentos, 300's, \$3.50 to \$4 per box; 180's, \$2.25 to \$2.50 per three-quarter box. Lemons, 300's, 360's, repacked, \$4; choice, \$4.25 to \$4.50; new fancy, \$4.75 to \$5. Cocoanuts, \$4.50 a sack and 60c. per doz. Onions, 2½ to 2¾c. per lb. for Egyptians. Bananas, \$1 to \$1.75. New cabbage, 90c. to \$1 per bbl. Watermelons, 20 to 25c.

**Aubin's Patent Refrigerator**



The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

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



HELLO!!! YES,

Certainly we sell

"WHITE MOSS" COCOANUT

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

Manufactured ONLY by...

**Canadian Coconut Co.**

(J. Albert McLean, Prop.)

MONTREAL

**MORROW & EWING**

General Commission Merchants

13 St. John St., MONTREAL

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

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

also have on hand full lines of

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

Samples and particulars on application. Wholesale supplied only.

**EGGS**  
Market steady and firm at 9½ to 10

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

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

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

**BLUE RIBBON TEAS**

California peaches, \$1.50 to \$1.75 per box; California plums, \$1.25 to \$2 per box; California pears, \$2 to \$3.25 per box; muskmelons, \$2 to \$2.50 per crate of 2 doz.; cucumbers, 15 to 20c. per 12-quart basket; black currants, 50 to 60c. Canadian tomatoes, 50 to 60c. per basket. Latton berries, 5 to 7c. per quart; huckleberries, 60 to 75c. per basket; Canadian peaches, 30 to 40c. per 10 and 12-quart basket; Canadian apples, \$2.50 to \$3 per barrel and 25 to 30c. per basket; Canadian muskmelons, 60c. per basket; pickling onions, 75c. per basket; Canadian plums, 60 to 85c.

**BUTTER AND CHEESE.**

**BUTTER**—Receipts of butter continue to increase. The quality, however, is still much unsatisfactory, although the low grades find ready sale at low prices. Although the export demand for dairy is not at all active, yet stocks are kept pretty well cleared. Consignments are not numerous, and country dealers still want dealers to buy as round lots. Best quality brings 12 to 13c., and lower grades 8 to 9c. Creamery continues firm: Tubs, 17 to 17½c.; pound prints, 18 to 19c.

**CHEESE**—The local market does not appear to have advanced in sympathy with outside prices. Dealers claim that prices are now too high. Local price is 8¾ to 9c. The export demand is fairly active, with prices a shade higher, 8¼ to 8½c. on nearly all boards.

**SALT.**

The trade in salt has not been so brisk lately as it has been, but trade is expected to be brisk very soon. Quoted at Toronto, carload lots go at \$1 per bbl. and 60c. per sack; less than carload lots, \$1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

**FISH.**

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

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

**J. McLAUCHLAN & SONS,**  
*Biscuit Manufacturers,* - Owen Sound, Ont.



split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg.

**PROVISIONS.**

Demand is active and prices continue to advance as the scarcity becomes more apparent. It is difficult to advance prices in proportion to the rising price in hogs.

**DRY SALTED MEATS**—Long clear bacon, 8c. for carload lots, and 8 to 8¼c. per lb. for ton lots and cases; backs, 8¾c.

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

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

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

**GRAIN, FLOUR, BREAKFAST FOODS.**

**GRAIN**—We quote: Wheat, No. 1 hard, \$1; winter wheat, 86c.; oats, 21 to 22c.; peas, 44c. The market in wheat continues to have an excited advance.

**FLOUR**—With the price of wheat, flour, in all lines, has had sharp advances. Several export transactions are noted also. We quote in carloads on track, Toronto: Manitoba patents, \$5.40; Manitoba strong bakers', \$5; Ontario patents, \$4.90 to \$5; straight roller, \$4.10 to \$4.20, Toronto freights.

**BREAKFAST FOODS**—All the wheat goods have advanced 25c. a barrel. Trade is fair. We quote as follows: Standard oatmeal and rolled oats, \$3.10 in bags and \$3.20 in bbls.; rolled wheat, \$2.85 in 100-lb. bbls.; cornmeal, \$2.30 to \$2.40; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

**COUNTRY PRODUCE.**

**EGGS**—Receipts are increasing, and the quality has also improved. New laid bring 12c., general stock 10c., and low grades, 8 to 9c.

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

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

**DRIED APPLES**—There have not been very many enquiries this week. Prices, however, are firm. The idea as to price now is 2½ to 3c. f.o.b. The local jobbing price ranges from 2½c. upward.

**EVAPORATED APPLES**—Dealers are firm at quotations, but requirements have not increased. Buyers are paying 4c. f.o.b. Jobbers are quoting 4½c. upward.

**HIDES, SKINS AND WOOL.**

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

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

**SHEEPSKINS**—We quote: Lambskins and pelts, 50 to 55c.

**WOOL**—Trade is peculiarly regular in this trade, which is considered to be very uncertain just now. Arrivals are no more numerous than they were last week, and so prices are yet from 19 to 20c.

**PETROLEUM, ETC.**

Trade is only moderate. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Can-

**WE ARE  
PAYING  
CASH  
FOR**

**DRIED  
APPLES**



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

46 FRONT ST. E. **Toronto**

# CORN STARCH

"Perfection" and "No. 1 Pure"

**Guaranteed  
Finest Quality**

ONE POUND  
PACKAGES

} 4<sup>c.</sup> lb.

# LAUNDRY STARCH

"CRYSTAL GLOSS"

**Handsome  
Packages**

ONE POUND  
NET

} 5<sup>1c.</sup>/<sub>2</sub> lb.

**THE EBY, BLAIN CO. Limited**

Wholesale Importing and Manufacturing Grocers.

**TORONTO**

adian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

#### MARKET NOTES.

A cable from Liverpool quotes rice at an advance of ½c.

Clark's canned meats have taken another advance of 10c. per dozen all round.

John Hallam says that if only more wool would come forward the price would soon drop.

The condition of the eggs coming forward is a considerable improvement on that of last year.

The peculiar outside upward tendency in cheese continues. Market here is not in sympathy, however.

J. L. Watt & Scott have a second sample of Sultana raisins. They are bright and an improvement in size on the first samples.

P. L. Mason & Co. received a sample of Vostizza currants this week from Messrs. Hancock & Wood, Patras. The quality is very fine indeed.

Dealers here complain that in some instances the ice is not replenished carefully in the refrigerator cars, and on that account some butter does not arrive in the proper condition.

#### QUEBEC MARKETS.

MONTREAL, Aug. 19, 1897.  
GROCERIES.

THE grocery trade does not present any material change in its situation. The volume of business in sugar is not so large as it was, as buyers here during the recent activity anticipated current and immediate future wants. Molasses is very firmly held owing to the fact that stocks in first hands are extremely light. Spices and rice are firm outside, but there is no change on spot. Coffee rules dull, while the tea market is quite buoyant in its disposition, though business is inactive in a regular jobbing sense. Canned goods are generally steady, and vegetables especially have exhibited a firmer disposition. Old corn and gallon apples are very scarce on spot. Dried fruit generally exhibits steadiness, and cables this week on currants and Austrian and French prunes report higher prices than for the opening last year.

#### SUGAR.

The sugar market has exhibited a fair degree of activity during the week, but the volume of business is not as great as it was last week. Buyers have been operating pretty freely of late, and have anticipated future wants. Values generally rule firm,

and there are no indications of any change in the direction of decline. It is worthy of mention also that German granulated has been advanced ½c. per pound, and no round lots are now available under 3¼c. In London the disposition has been firm also until Monday, when it eased up a trifle to 8s. 8½d. on beet, for August and September. Cane, however, was firm, Java being held at 10s. 7½d., and fair rehning, 9s. In New York, raw has ruled firm, and refined has also maintained its price. Locally we quote the jobbing range: Granulated, 4½c. for 1 to 9 barrels and 4 1-16c. for 10 barrels and over, with yellows ranging from 3¾ to 3¾c., as to grade.

#### SYRUPS.

The syrup market is absolutely motionless and prices are nominal at a range of 1½ to 2c. as to grade.

#### MOLASSES.

Molasses remains much the same as it was last week. Enquiry is experienced for choice Barbadoes, but offers made here have not been high enough to suit holders' views. The latter consider that stocks in first hands on spot are very light for the season, and that all will be wanted at full prices when the demand sets in in earnest after the close of the month. Choice Bar-

badoes, accordingly, is firmly held at 23c. in round lots, and Porto Rico 24c. In a jobbing way we quote the former 25c. and the latter 26 to 28c.

## RICE.

The rice market continues very firm abroad, but there is no change on spot. A fair average trade is doing. 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.

The spice market rules extremely firm outside, but there is little change on spot. We quote as follows: Black pepper, 9 to 10c.; pure white, 11 to 16c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 12 to 14c.; nutmegs, 50 to 90c.

## COFFEES.

The demand for coffee is slow, only a few lots of Maracaibo having moved during the week. We quote: Maracaibo, 16 to 19c.; Santos, 12 to 15c.; Rio, 12 to 16c.; Mocha, 24c., and Java, 25c.

## TEAS.

There has been little change in the tea market in the matter of business, but a much firmer feeling prevails, and holders are looking forward to higher prices. Supplies of Japans and greens are short here. We quote as follows: Young Hysons, 14 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15½ to 21c. for mediums, and 28 to 40c. for high grades; Indians and Ceylons, 17 to 20c. for mediums, and 35 to 65c. for higher grades.

## CANNED GOODS.

There has been quite a large volume of business in canned vegetables from first to second hands for future delivery, and prices realized in the majority of cases on the contracts put through were full ones. Details are given specially elsewhere. In a jobbing way the market is without feature, except that old corn is impossible to procure; old gallon apples are also very scarce. We quote: Tomatoes, 80c.; corn, 60 to 80c.; peas, 80c.; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.40 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, 3's, 95c.; gallons, \$1.65 to \$1.75; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.30, in tall tins; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.30; lobsters, \$11 per

case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

## DRIED FRUIT.

The only news in regard to dried fruit has been in relation to currants for direct shipment, offers having been made of Provincials at 14s. cost and freight Montreal, which is higher than the corresponding figures last year.

There was little new to report in Valencia raisins. Offers on stock to arrive range from 14 to 16s. for fine off-stalk.

California raisins are firmly held and no reliable quotations are yet to hand.

Advices on Bosnia prunes are firm, offers on staple sizes for this market being 23s. 6d. No Imperial French plums are to be had, and French prunes are firm at 12s. 6d. to 23s. according to grade from 110's to 70s.

According to offers made this week, California prunes will cost 2½ to 5¼c. for 120's to 40's for the first half of October shipment.

The above figures are, of course, the net prices for straight invoice lots and are exclusive of duty.



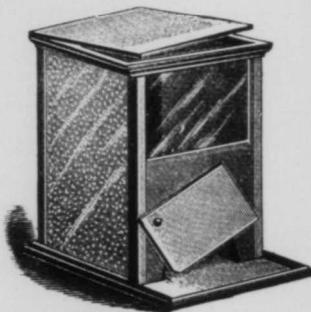
## Cause and Effect

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

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

You can't afford not to handle it.

WHITMAN GROCERY COMPANY  
ORANGE, MASS.



## MARSHALL'S

Saratoga Potato

## CHIPS.

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



## ENAMELLED MEASURES

In 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.

**Department of Aviculture**

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

*Cottams Seed is sold by all wholesalers.*

**DAWSON & CO.**

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

**FRUIT**

Large quantities are now being handled by

**MCWILLIAM & EVERIST**

WHOLESALE COMMISSION MERCHANTS

25 and 27 Church street,  
TORONTO, ONT.

Consignments promptly and carefully handled.  
All orders receive our best attention.

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

PURE

**LARD**

... OF THE ...

**Best Quality.**

Special  
Prices  
This  
Week

Get  
Our  
Figures.

IN  
5 TUB  
AND  
15 PAIL  
LOTS.

**F. W. FEARMAN - HAMILTON**

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

**NUTS.**

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

**DRIED APPLES.**

The brisk enquiry for evaporated apples has continued, and prices are firmly maintained at 4 to 5c. Dried are unchanged at 2 to 2½c.

**GREEN FRUIT.**

Receipts of green fruit were quite heavy lately, over twelve carloads being offered on Monday also. Demand, however, was good, and prices generally are pretty well maintained. We quote: Valencia oranges, \$6 per case; bloods, \$2.50 to \$3 per box; Messinas, do., \$3 to \$3.50; lemons, \$3.50 to \$4 per box for choice, and \$2 to \$3 for common; Naples lemons, \$6 to \$7 per chest; bananas, \$1.25 to \$1.65 per bunch; California peaches, \$1 to \$1.50, and pears, \$2.75 to \$3, and plums, \$2 per box; pine-apples, 10c. each; blueberries, \$1.50 to \$1.75 per box. Egyptian onions, 3c. per lb., and watermelons 20 to 25c. for choice and 15 to 20c. for common.

**COUNTRY PRODUCE.**

**EGGS**—In eggs an active trade continues to be done, and prices are firmly held. We quote: Selected near-by stock, 10½ to 11c.; ordinary No. 1, 9 to 9½c., and No. 2, 8 to 8½c. per dozen.

**MAPLE PRODUCT**—Business in maple products was dull. We quote: Maple syrup, 4¾ to 5c. per lb., and 45 to 55c. per tin; sugar, 5 to 6c. per lb.

**HONEY**—The demand for honey is exceedingly slow. White clover comb is offering at 10c., and dark at 7c.; bright extracted at 6½ to 7c., and dark at 4 to 5c. per lb.

**BEANS**—Beans in car lots are offering at 55 to 60c., and in a small way at 65 to 70c.

**TALLOW**—Rules steady at 1½ to 2c. for rough and 3½ to 4c. for extracted.

**HOPS**—Continue dull but steady at 6½ to 8c. for ordinary 1896 crop.

**FLOUR AND MEAL.**

The strength noted in flour last week has continued, and prices are again from 10 to 25c. higher than they were, while demand continues active. We quote: Winter wheat patents, \$4.40 to \$4.50; straight rollers, \$4.15 to \$4.25 and in bags, \$2.10 to \$2.15; best Manitoba

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

\$2.50 per case; 80c. gallon.

**THE AMHERSTBURG VINTAGE CO.** Amherstburg, Ont.

**BROCK'S BIRD SEED**

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



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Mercantile Broker,  
Manufacturers' Agent,

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

**LARD, HAMS  
Long Clear Bacon**

Write for prices.

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76 COLBORNE ST.,  
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**Smoked Backs**

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

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

Pork Packers and Commission Merchants,  
TORONTO, ONT.

**HUGH WALKER & SON**

Wholesale Commission Merchants

GUELPH, ONT.

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

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

strong bakers', \$5; second do., \$4.50, and low grades, \$2.65; Hungarian patents, \$5.40.

Business in feed on spot continues quiet, and values rule about steady. We quote; Manitoba bran at \$12.50 to \$13, and shorts at \$13.50 to \$14 per ton, including bags. Ontario bran, in bulk, is offering at \$11 per ton.

There was no change in meal, the market being quiet and sales slow. We quote: Rolled oats, \$3.40 per barrel, \$1.65 per bag; standard meal, \$3.30 per barrel and \$1.60 per bag.

#### PROVISIONS.

There was no change in the provision market, and a fairly active trade is reported at firm prices. We quote: Canadian pork, \$15 to \$15.50 per bbl.; pure Canadian lard, in pails, at  $6\frac{3}{4}$  to  $7\frac{1}{4}$  c., and compound refined at  $5\frac{1}{4}$  to  $5\frac{1}{2}$  c. per lb.; hams, 11 to 13c., and bacon, 11 to 12c. per lb.

#### BALED HAY.

The demand for hay is fair, and prices are unchanged at \$11.50 to \$12 for No. 1, and at \$10 to \$10.50 for No. 2 per ton in car lots on track.

#### CHEESE AND BUTTER.

The cheese market has displayed continued firmness since last report, and under brisk buying prices have advanced  $\frac{1}{4}$  to  $\frac{1}{2}$  c. per pound all round. The enquiry over the cable, however, is not following the rise on this side as promptly as some traders wish. Last Saturday limits were advanced a trifle, but the advance that ensued in the country has again caused the cost on spot to run away from the increased cable limits. We quote: Finest Ontario cheese,  $8\frac{3}{4}$  to  $8\frac{7}{8}$  c.; finest Townships cheese,  $8\frac{5}{8}$  to  $8\frac{3}{4}$  c.; finest Quebec cheese,  $8\frac{1}{2}$  c.; undergrades,  $8\frac{1}{8}$  c.

The butter market exhibited a somewhat steadier feeling to-day, and exporters paid a fractional advance, finest creamery realizing  $17\frac{1}{2}$  c. to-day. We quote: Finest creamery,  $17\frac{1}{4}$  to  $17\frac{1}{2}$  c.; seconds, 16 to  $16\frac{1}{2}$  c.; dairy butter, 12 to  $12\frac{1}{2}$  c.

#### MONTREAL NOTES.

The advancing tendency of flour continues this week and prices have scored another gain of 10 to 25c. per bbl.

Cheese has gone up another  $\frac{1}{4}$  to  $\frac{1}{2}$  c. per pound on last week under brisk buying by exporters throughout the country.

Cables from Patras quote Provincial currants at 14s. cost and freight Montreal. This is about 1 to  $1\frac{1}{4}$  c. per pound over the opening last year.

Advices from Barbadoes received this week state that Imperial French plums are not to be had this year. New French prunes have

opened at  $\frac{3}{8}$  to  $\frac{3}{4}$  c. per pound higher according to grade than last year.

Old canned corn is very hard to get in Montreal and local jobbers have advanced their prices now, asking 60c. as the inside price, an advance of 10c.

#### NEW BRUNSWICK MARKETS.

##### OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Aug. 19, 1897.

**A**T this season there is but quiet business. The market keeps firm and dealers are hopeful. There is fair business through the country and all obligations are being met quite promptly. In some sections it has been rather wet for hay making, but crops are fully up to expectation. The strengthening of the market in canned goods has caused more enquiry from dealers. The further advance in flour and sugar is a pleasing feature. In tea the demand is still dull. The large stock here and through the country moves slowly. In cream of tartar there have ruled rather higher prices during the week. Dried apples, which have been so dull, have taken an upward turn and holders are not eager to sell. Beans also, which have been a dull feature, are held higher and stocks are in such a state that holders are not anxious to sell except at advanced prices.

**OIL**—There is no change in price of illuminating oil except that a better demand is noted. Dealers are preparing for fall business, and orders for later delivery will soon be the order of the day. There is a steady demand for lubricating oils. We quote: Best American burning oil,  $17\frac{1}{2}$  to  $18\frac{1}{2}$  c.; Canadian water white, 16 to 17c.; Canadian, prime, 14 to 15c.

**SALT**—The market shows improvement, a more active demand being noted. Holders of coarse are firmer in price and are not pushing sales except at full figures. A cargo is shortly expected and buyers will do well to place orders early so as to get right prices. Factory filled keeps low. There is a good demand for Canadian grades. We quote as follows: Coarse, 45 to 48c.; Liverpool factory-filled, 85c. to \$1; Canadian fine, 90c. to \$1 per bag.; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.; rock salt, \$5 to \$6 per ton.

**CANNED GOODS**—Peas are a matter of peculiar interest. Prices show an advance, and higher prices are looked for. Tomatoes have been offered at low prices by some packers this week, but others are firm and an advance is fully expected. Quantities bought, except corn, are well below last

year. In peaches packers hold firmly to prices, with some range between them. Salmon are easy, with all orders for futures about placed. Canned meats are higher. Canadian goods are more largely used than ever this season. Oysters are held firm. Such lobsters as arrive here are for shipment. There are practically none held in this market. We quote: Corn, 65 to 70c.; peas, 75 to 85c.; tomatoes, 80 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, \$2.10 to \$2.25; 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, \$2.50 to \$2.60; haddies, \$1.15 to \$1.25; clams, \$5 for 4 doz.; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

**GREEN FRUIT**—California fruit continues to be the favorite. To the list this week is added grapes. Pears, however, have still the largest demand, and those being received this season are very fine. Other grades of pears received up to the present are but fair. The California peaches do not equal the pears in quality. In lemons prices are rather easier, and there is more range as regards quality. Melons have but fair sale. Cucumbers, now that the native ones are here, are much lower, as are also tomatoes. While bananas have large sale, pears have somewhat taken their place. A few early Malaga grapes have been received. There is but light sale of apples for best quality; price is firm. We quote as follows: Lemons, \$4.50 to \$5; case lemons, \$6 to \$7; bananas, \$1.50 to \$2; new apples, \$3 to \$4 per bbl.; California peaches, \$1.75 to \$2; California plums, \$1.75 to \$2; California pears, \$2.25 to \$2.50; melons, 30 to 40c.; cucumbers, \$1 per 100; tomatoes, \$2 to \$2.10; pears, \$5 to \$8 per bbl.; keg grapes, \$5; California grapes, \$2 to \$2.50.

**DRIED FRUIT**—Raisins attract chief attention. Present stocks are very light. New Valencias are expected shortly. Prices of early shipment always rule high. In California there are no sales for future yet reported. In fact, many packers have for the present withdrawn prices. Quality this season, it is said, will be particularly good. The present feeling is higher. Seeded raisins are quoted from the Coast this year in cartoons. Currants are in very light stock, and the market will be bare before new arrive. Evaporated apples are in light stock and higher prices are asked. Dried are quoted higher. Onions show no change. We quote: 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,  $5\frac{3}{4}$  to

# The Fresh Milk



that, after being condensed, goes into **OWL BRAND** cans is subjected to severe tests before it is used. We are sure it is pure and in healthy condition before it is passed on to consumers. Perfect cleanliness, unremitting care and strictly fresh milk combine to make **OWL BRAND** the best on the market. Ask your wholesaler for it.

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



## The Club Coffee

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

Ewing, Herron & Co.  
Coffee and Spices  
Montreal.

Ask our Travellers to show you our LEADERS in BULK

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SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. ♦ Once Tried Always Used.

BALFOUR & CO., HAMILTON

## ORANGE MARMALADE

Made from finest fruit according to a thoroughly tested Scotch recipe.

Everybody says it equals Scotch Marmalade.

Write for quotations.

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Vinegar Manufacturers, TORONTO

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Ex. S.S. Wordsworth.  
Now in stock . . . .

Extra Fine Selection

Special Quotations for Lots.

WARREN BROS. & CO.  
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## Extra Choice Hams Bacon Pure Lard Mess Pork

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

New Season...

## VALENCIA RAISINS

SELECTED FINE OFF-STALK

A shipment just arriving.

PERKINS, INCE & CO.  
TORONTO.

There's a something that fascinates about that

## "Most Excellent" COFFEE



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

BUY

# Ivory Bar Soap

THE BEST MADE

6c.; bbls.,  $5\frac{1}{4}$  to  $5\frac{1}{2}$ c.; cartoons, cleaned,  $7\frac{3}{4}$  to 8c.; bulk, cleaned,  $6\frac{1}{2}$  to 7c.; prunes, boxes, 5 to 10c.; dates,  $4\frac{1}{2}$  to 5c.; dried apples  $3\frac{1}{2}$  to 4c.; evaporated apples, 5 to  $5\frac{1}{2}$ c.; onions,  $2\frac{3}{4}$  to 3c. per lb.; cocoanuts, \$2.50 to \$3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins,  $7\frac{1}{2}$  to 9c.; Valencias, layers, 6 to 7c.; Malaga loose muscatels, 6 to  $6\frac{1}{2}$ c.; 4-crown L. M. Californias,  $7\frac{3}{4}$  to 8c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

**SUGAR**—For some time the refineries have made but few sales here, but stocks are getting well down, particularly in yellows. Prices all round are higher and firm. There is a good demand. We quote: Granulated,  $4\frac{1}{4}$  to  $4\frac{3}{8}$ c.; yellows,  $3\frac{3}{8}$  to  $3\frac{3}{4}$ c.; Paris lump,  $5\frac{1}{4}$  to  $5\frac{1}{2}$ c.; powdered, 5 to  $5\frac{1}{4}$ c.

**MOLASSES**—The market continues to gain strength. The small cargo of Porto Rico spoken of last week is to hand. Stocks are, however, still light in both Porto Rico and Barbadoes, and for best grade prices are firmly held. It is but a question of time when higher prices must rule. We quote as follows: Barbadoes, 22 to 24c.; Porto Rico, 27 to 30c.; New Orleans, bbls., 25 to 27c.; Antigua, 22 to 23c.; syrup, 36 to 38c.; St. Croix, 20 to 22c.

**FISH**—The week has been a quiet one. In fresh shad catch has been light. Salmon are out of the market. Receipts of dried have been so light and prices so high that some larger dealers have brought green cod from Quebec and cured them here. Some of the fish are very fine. Medium cod continue to keep about equal price, while large pollock hold the advance. Pickled herring are dull. Very few new are arriving. In pickled shad the fall catch, best grade, are firmly held, but quality is extra. Smoked herring are easy. There is a good demand for boneless fish. We quote as follows: Large cod, \$3.25 to \$3.50; medium, \$3.25 to \$3.30; pollock, \$1.25 to \$1.30; bay herring, \$1.25 to \$1.30 per half-bbl.; smoked, new,  $6\frac{1}{2}$  to  $7\frac{1}{2}$ c.; shad, half-bbl., \$4.50 to \$5; boneless,  $2\frac{1}{2}$  to 8c.; Barrington, \$3 per bbl.; Shelburne, \$3.25 per bbl.; boneless,  $3\frac{1}{2}$  to 4c.; cod, 6 to  $6\frac{1}{2}$ c.; shad, 9 to 10c. each.

**DAIRY PRODUCE**—Cheese are firmer than was expected and outlook is good. While the make is a large one it is well sold up at good figures. Our market here is a small one, very little exporting being done and the local sale being small. Wholesale men find that the customers through the country buy from the local factories. Butter keeps dull and quality is largely poor, which is one reason for the dull market. Eggs have fair sale at quotations. We quote: Dairy butter, 12 to 15c.; creamery, 17 to 18c.; prints, 18 to 20c.; cheese, 9 to  $9\frac{1}{2}$ c.; eggs, 9 to  $9\frac{1}{2}$ c.

**PROVISIONS**—The market is firmer, with an upward tendency. A fair trade is doing in meats. Both pork and beef are slightly advanced. It is rather strange, but the Ontario houses which sell lard here sell little of the smoked meat, and the house which sells most of the hams does not, as a rule, sell the roll bacon. In lard prices keep very low, very little compound sold. We quote: Clear pork, \$14 to \$14.50; mess, \$12.50 to \$13.50; plate beef, \$12.50 to \$13.50; hams, 13 to  $13\frac{1}{2}$ c.; rolls,  $9\frac{1}{2}$  to 10c.; pure lard,  $6\frac{3}{4}$  to  $7\frac{1}{4}$ c.; compound,  $6\frac{1}{4}$  to  $6\frac{1}{2}$ c.

**FLOUR, FEED AND MEAL**—There is a good demand in flour, with but average stocks, and market is advancing. Our market now takes about equal quantities of Manitoba and of Ontario flour. The former shows the sharper advance. In oatmeal the price is, perhaps, a shade lower, with fair sales. Cornmeal is still scarce, and the advance is maintained. In oats there are light sales at even prices. Beans are higher but still low; stocks are being worked off and market is in better shape than for some time. Hay is rather easier on account of crops turning out better than was expected. We quote as follows: Manitoba flour, \$5.35 to \$5.40; best Ontario, \$4.70 to \$4.80; medium, \$4.40 to \$4.45; oatmeal, \$3.50 to \$3.60; cornmeal, \$2 to \$2.10; middlings, car lots, in bulk, \$15 to \$16; bran, do, do, \$13.50 to \$14.50; hand-picked beans, \$1 to \$1.10; prime, 85 to 90c.; oats, 33 to 34c.; hay, \$12.50 to \$13; barley, \$2.75 to \$3; round peas, \$1.15; split peas, \$2.85 to \$3; yellow eye beans, \$1.50; timothy seed, Canadian, \$2 to \$2.25; do. do., American, \$1.75 to \$2; clover,  $8\frac{3}{4}$  to 9c.; alsike,  $8\frac{1}{2}$  to 9c.

#### ST. JOHN NOTES.

The outlook for the cranberry crop in Nova Scotia is said to be good.

As many as 32,000 small boxes of blueberries were forwarded to Boston from Yarmouth one day this week.

The Canadian Drug Co. received this week the first shipment of Abbey's effervescent salts to come to this market.

Visitors at St. Andrews find good fishing at the wharves. A large number of good sized pollock have been caught there.

The cornmeal milling firm of Fowler & Calhoun has been dissolved. The business will be continued by Mr. W. H. Fowler.

The steamer Tiber, on her third direct trip from Montreal, will arrive this week. She brings a large general cargo of flour, canned goods, etc.

Mr. T. J. Dillon, of Charlottetown, Prince Edward Island, is shipping large quantities of cheese to the English market. The steamer Campana this week took 79,500 lbs. He ships New Brunswick cheese

as well as those of the Island. He has shipped, or engaged to ship, so far this season \$250,000 worth. The make on the Island is large.

There is another steamer in the bay service, the Beaver, which will make weekly trips between St. John, Parrsboro, Windsor, Wolfville and Canning.

Flour dealers are much pleased at the new arrangement regarding unloading cars of flour. They are to be allowed 10 days instead of three as formerly.

Heinz's sweet mixed pickles, in kegs, which were but recently introduced into this market, are meeting with a splendid sale. C. & E. Macmichael received a shipment this week.

Mr. I. C. Bowman, one of St. John's best known brokers, is spending a well-earned holiday in Halifax. His large interests here are being looked after by his son, Mr. W. E. Bowman.

Jam has for some time been freely sold here in pail. The sale of jellies in this style of package has had up to this year little or no attention. During the last few months, however, R. J. Graham, of Belleville, has sold quite a large quantity. It is cheaper than the jam, and is splendid goods either for table or bakers' use, particularly the latter.

It is expected that the grocers' picnic this week will be a great success. There will be a band in attendance. They go to Watters Landing, on the St. John River. Two steamers, if necessary three, will be provided to take the party up the river. Handsome prizes will be given for the usual sports. A large number of the grocers will close their stores for at least a half day.

Our retail and wholesale grocery trades, at least those who have come in close contact with the matter, are somewhat excited about what they think is the very unfair action of the Government in fining dealers for selling spice not up to the standard, particularly as there was no warning of any kind. One dealer was fined \$62 for selling impure mustard. Now all the mustard of commerce is a mixture. Even Keen's or Colman's best grades are admixtures. They say: "Why should a mustard sold in bulk, being an admixture, be the subject of a fine when the same style of goods in packages are not?" Another case was a similar fine imposed because a ginger was not up to standard. The dealer claims it was a pure ground ginger. The question they are asking is: When are they safe?

### THE BEST CANADIAN LAMP OIL MADE IN CANADA

Car Loads or Less. Write for Prices.

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



## EAST INDIA PICKLES

There are none other so nice. . .

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

Your wholesaler keeps them.

**A. E. RICHARDS & CO.,**

Selling Agents,  
HAMILTON.



## Pickles.

EASY HOUSEKEEPING.

Heinz's Baked Beans make the housewife's work easier.

**GROCERS SHOULD PUSH THEM.**

Other Popular Specialties—

**SWEET PICKLES  
INDIA RELISH**

**TOMATO CHUTNEY  
TOMATO KETCHUP**

ETC.

For sale by—

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

**MEDALS—**

PARIS  
CHICAGO  
ANTWERP  
ATLANTA, Etc.

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



### MANITOBA MARKETS

WINNIPEG, Aug. 18, 1897.

**T**HE change in the situation here since last week is very slight indeed. Business is fair all round. Harvesting has begun in some parts of the province and will be general by the middle of next week. The crop is not phenomenal, but is a good average and will run a high grade. The frost predicted at the full of the moon did not eventuate and the danger is now considered past. The market for cured meats remains very firm with a slight rise. California evaporated fruits are coming in gradually. Apricots are offering freely, but peaches are just making an appearance. The chief feature of interest is the tendency of dealers to speculate in butter and the consequent stiffening of the price. With the exception of the shipments made to the Klondyke and a few cars sent east, butter is being held for a rise in price. Prices for the week are as follows:

**CURED MEATS**—Hams, 12 to 12½c. Breakfast bacon, bellies, 12 to 12½c.; backs, 10½c.; shoulders, 7½ to 8c.; short spiced rolls, 8½ to 9c.; clear dry salt, 7½ to 8c.; smoked, 1c. advance and canvassed ½c. extra.

**EGGS**—Supply is fair, but price is slightly advanced, being 14c. per doz.

**BUTTER**—Dairy market normal, with price at 12 to 12½c. Creamery has stiffened, and one firm is reported to have paid 16½c. for a choice lot. General price, however, is 15½ to 16c. f.o.b. at factories.

**CHEESE**—Market is fair. Stiffening of

eastern market has had no appreciable result here at present; price, 6½c.

**CEREALS**—Prices remain unchanged from last week and are quoted as follows: Rolled oats, 80-lb. sacks, \$1.55 to \$1.70; granulated, \$1.80 to \$2; standard, \$1.80 to \$2; pot barley, \$1.75 per sack; pearl barley, \$3.50; cornmeal, \$1.30 per 98-lb. sack.

**TEA**—New China tea has arrived and appears to be excellent value. Prices range from 16½ to 30c. per lb., according to quality. Japan teas have not yet arrived, but are expected daily.

**COFFEE**—Market quiet but steady. Very few stocks are held, but several carloads are momentarily expected. Rios, No. 5, are worth about 13½c.

**TOBACCOS**—All the new sizes are now in the market, and prices remain the same as before, with the advance of 15c. per lb. additional duty.

**DRIED FRUITS**—Currants are now being bought by all dealers, and it is expected prices will be about the same as last year. It is anticipated that Valencia raisins will be on the market earlier this year than any previous season, but exact price will not be known for a few days yet. California evaporated fruits are arriving. Apricots are offering freely at the Coast as low as 5¼c.; peaches are just coming on the market, and plums and nectarines are not yet offering. Winnipeg is a heavy market for these goods. Contractors' supplies have weakened stocks, and those holding do not seem inclined to sacrifice their goods.

**SUGAR**—This market has not varied through the week; granulated, 4¼ to 4¾c.; yellows, 4 to 4¼c.

**RICE**—New stock of China rice has just been received and is selling at 4½c., but Japan rice is very scarce.

**CANNED GOODS**—Tomatoes grow scarcer and are worth \$2.30 per case. Corn is quiet but steady at \$1.60 per case. Peas are reported scarce, although so far no difficulty has been experienced in purchasing from eastern houses; price is \$1.80. Strawberries are worth \$1.35 per dozen. Raspberries are reported on the road, and will probably be \$1.45 per dozen. No other lines of canned goods are yet in the market.

**GREEN FRUIT**—This market is well supplied with foreign fruits, but the small domestic fruits continue scarce and crops are reported very light, especially blueberries. Oregon crabs are plentiful and of good quality, and, as Ontario crabs are reported short, the Oregon fruit will, no doubt, have a large sale. The last Valencia oranges came in this week. Melons have dropped. California peaches and plums are not too plentiful yet. Prices generally are as follows: California late Valencia oranges, \$6 to \$6.50 per box; bananas, per bunch, \$1.75 to \$2.50; California lemons, \$6 a box; pie plants, 1½c. per lb.; tomatoes, \$1.25 per crate of 4 baskets; California plums, \$1.50 to \$1.85; California peaches, \$1.50 to \$1.75 per box; California Bartlett pears, \$3 to \$3.25. Washington pears, Clapp's Favorites, \$3 to \$3.25 per box; onions, \$1 per 100 lbs.; watermelons, \$3.25 to \$4 per doz.; Washington crabs, \$1.75 per box of 30 lbs net; blueberries, 8 to 10c. lb.; apples, \$3.75 to \$4.50 per barrel; nutmeg melons, \$1.20 basket; Osage melons, \$2 per crate.

### SULTANA CROP IN ASIA MINOR, SEASON 1897-8.

By Matteo Chrussachi, Smyrna.

THE philoxera first made its appearance in our country in the vineyards of the village of Kooklondga in the year 1884, and during the first few years following the outbreak of the disease, no very serious damage was done. However, five years ago, the philoxera made great progress and spread with alarming rapidity in all directions, until to-day, most of the districts producing Sultanas have been visited by this terrible disease, but fortunately the loss thus occasioned has been covered by the increase of the area under cultivation and especially in Magnesie, Lassalar, Axarie, Salichlie and Alacheir.

The Smyrna District.—This district has been quite ruined by the philoxera and whereas the produce was formerly as much as 85,000 cwt., to-day it is only 30,000 cwt. In some parts of the Smyrna district, as Boudga, Bournadat and Sevdikeni, the cultivation of American vines, which are not attacked by philoxera, was commenced three or four years ago; and, year by year, the cultivation of these vines is increasing.

The Nymphio District.—The philoxera has attacked more especially the vineyards of Loudjak and of the village of Nymphio, ruining one-half of the former and one-fourth of the latter vines; but, in the remainder of the districts, viz., Kridjalie, Armoutlou, Cranie, Parsa, etc., the disease is only just making its appearance, and so, up to the present, no damage has been done. The planting of American vines was begun in Loudjak two years ago, but in the other parts of the district no steps have been taken in this direction up to to-day. The decrease, which you will notice in the accompanying statistics in the production of this district, has not been caused by the philoxera, but by the anthrax, a disease fostered by the continual rains of the year. The Sultanas grown in the Nymphio district are preferred by the English buyers as they are of the best quality.

The Magnesie District.—This district has also been visited by the philoxera, but for the most part the damage has been slight and the diminution of the produce has not been occasioned by this disease but by peronosperous, which would have entirely ruined the crop if the rains had not stopped, and the north wind began to blow. Lassalar and Alacheir have not yet been touched by the philoxera, and, as you will see from the statistics, there is an increase of more than 10 per cent. on the last season's crop, due to the increased area under cultivation.

The Voula District.—Lastro, Tchifik, Sivrisar, Guilhacksay and Voula have all

been touched during the last years by the philoxera, which has, as yet, had but little influence on the crops, but damage has been occasioned by anthrax and peronosperous. In the Voula they are going to commence this year replacing the destroyed vines by American plants. This season's crop will be about 40 per cent. above the last one, because the vines are loaded with fruit, whereas last year, on the contrary, they bore little fruit and some damage was occasioned by heavy dews.

The Chesme and Carabourno District.—This district has not been attacked by the philoxera, and in Chesme the crop will be above 30 per cent. in excess of last year.

Generally speaking, the cultivation of the American vines is increasing year by year, and, in our opinion, the vines will be gradually replaced by American plants, so that the crop will never be very small, or, at least, only for a year or two.

It is a very difficult matter, in a country where there are no regular statistics made, to say what the exact quantity of the crop will be, but in the figures we give below we think that we shall be very near the mark, as every district has been examined with great care and attention by a competent man.

We give also the figures of last year's crop to establish a comparison.

#### STATISTICS SULTANA CROP 1896-7, AND PROBABLE QUANTITY OF CROP 1897-8.

	Cwt. 1896-7	Cwt. 1897-8
Olourjak .....	9,570	6,600
Nymphio .....	41,800	33,000
Kridjalie .....	43,450	33,000
Armoutlou, Cranie, Parsa .....	70,400	68,200
Magnesie .....	192,500	125,400
Chobalisia, Karoulagnia .....	29,700	38,500
Cassabar, Alacheir .....	86,900	101,200
Soma, Kirkaratz, Akhissar .....	21,100	22,000
Fckes, Menemen .....	16,500	143,000
Cordelio, Bournabat .....	14,300	11,000
Smyrna, Aiden .....	66,000	60,500
Castro, Tchifik, Kilisman .....	49,500	68,200
Voula, Tivisar, Guilhacksay .....	82,500	110,000
Carabourno .....	26,400	26,400
Chesme .....	26,400	33,000
Total .....	779,020	751,300

Probable decrease in crop of 1897-8 ..... 27,720

As you will see by the foregoing report this season's crop will be very nearly equal to that of last year, say, season 1896-7, 779,020 cwt.; season 1897-8, 751,300 cwt.

This is as near as we can possibly foretell.

#### ADVANCE IN CIGARETTES.

A sharp advance in the price of cigarettes has been made in New York, and will be felt all over the States. The American Tobacco Co. raised the price of their principal brands from \$3.80 to \$4.10 a thousand. This company practically controls the cigarette market, and the increase was therefore universal.

Five cent packages are now worth 8c. and 10c. ones bring 15c.

### THE SALT OF THE EARTH....

# Rice's Pure Salt

Special grains for all purposes, and shipped in first-class, neat and attractive packages.

YOU WANT IT AND WE WANT YOU

Sole Makers:

## The North American Chemical Co.

GODERICH, ONT.

Limited



## Boeckh's Brooms

are best told about in their illustrated catalogue. Every grocer ought to have one of 'em (the catalogues.) Every grocer's customer ought to have the privilege of examining the brooms. We will make prices right. Send for a catalogue to-day—it's free—128 pages in it.

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

Brushes, Brooms, Woodenware.

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PEOPLE

AT THE WORLD'S FAIR

MONTREAL  
BOSTON  
CHICAGO

**CHASE & SANBORN**

THE . . .  
IMPORTERS



#### HINTS TO BUYERS.

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

**W** H. GILLARD & CO. report special values in high and medium grades of May picked Japan teas well worth the attention of wide-awake merchants.

H. P. Eckardt & Co. report large sales of "Ludella" Ceylon tea.

There was 3,000 pounds of "Salada" shipped to Boston last week.

New season's Young Hysons are arriving for the Davidson & Hay, Limited.

T. Kinnear & Co. are finding ready sale for "Perfection" corn starch at 4¼c.

Laporte, Martin & Cie. report heavy orders for "Victoria" brand canned salmon.

Morton's preserved pineapples in syrup, 2½-lb. tins, are in store with the Eby, Blain Co., Limited.

T. A. Lytle & Co. have booked heavy orders for catsups and jellies for the late summer trade.

Salada Tea Co. report that the week ending August 7 was the largest week's business they ever had.

H. P. Eckardt & Co. are just in receipt of some new scaled herrings, boneless fish and quail on toast.

Laporte, Martin & Cie. are offering a full line of raw sugars at prices which render enquiring worth while.

Trenor's and Rogers' new f.o.s. Valencia raisins are offered by H. P. Eckardt & Co. for prompt shipment.

The Davidson & Hay, Limited, are awaiting the early arrival of another shipment of Gillard's pickles.

A fine lot of new crop Valencia, off-stalk, selected and 4-crown raisins, have just been received by Laporte, Martin & Cie.

The Davidson & Hay, Limited, are showing their first shipments of new crop Valencia raisins, which arrived this week.

Orders are now taken "to arrive" by Laporte, Martin & Cie. for all kinds of canned goods, best known brands.

One of the "Ideal" packers has been shipped to T. J. Lipton, London, Eng. P. C. Larkin is the patentee of this tea packer.

A fresh importation of "Lion" castile soap, in 3-lb. bars and 200's cakes, has come to hand with the Eby, Blain Co., Limited.

D. Gunn, Bros. & Co. say that they have been written to the effect that the "Maple Leaf" brand of meats is giving excellent satisfaction.

Seville orange marmalade, manufactured from nothing but the luscious Seville orange and extra standard granulated sugar, is having a steady sale with W. H. Gillard & Co., wholesale agents.

W. H. Gillard & Co. will have arriving shortly a large shipment direct from Rio de

Janeiro of Rio coffee, which will be sold at a close margin.

A full stock of Burnham's goods, including hasty jellycon, clam bouillon and clam chowder, has been received by the Eby, Blain Co., Limited.

T. Kinnear & Co. report that they have new canned goods in stock, including pitted cherries, red, white and black; red raspberries and strawberries.

D. Gunn, Bros. & Co. advise all grocers to handle lard in 3, 5 and 10-lb. packages. These are desirable for the summer trade and are meeting with increased favor.

The Eby, Blain Co., Limited, call the attention of the trade to a special drive in culinary and laundry starches in this issue, which they guarantee of the best quality.

Another car of Heinz's pickles has just arrived for H. P. Eckardt & Co. This makes 14 cars inside of ten months. The sales are ever increasing for these goods.

"We have a stock of Demerara crystal sugar in sacks of about 2 cwt., which is especially adapted for fruits requiring a heavy syrup," say the Eby Blain Co., Limited.

A large consignment of new season's Japan teas will arrive early next week for the Davidson & Hay, Limited. These teas were bought early at the bottom of the market.

The Davidson & Hay, Limited, report large sales during the past three weeks of canned salmon, both for spot delivery and to arrive. They are quoting close on round lots of Fraser River and sockeye, best packs.

### HOW TO MANAGE A GROCER.

THERE are few people who study, ever so briefly, the daily irritating cares of a grocer's life. The large trials he bears with a quietness that approaches the calm of despair. As for the smaller ones, no one knows of them.

He does not tell the vexing cares of a cold morning, when everything that should pour remains solid and unyielding; when corks will persist in coming forth and bringing with them fluids which should stay quietly in their glass or stone bottles. When eggs, fruits and vegetables are frost-bitten or frozen into uselessness and when butter and cheese crumble to atoms under the sharpest knife-blade.

Nor does he mention the trying spring and summer days that abound in busy life, when the fly, maggot, the roach and red ant infest every article, from biscuit to molasses. Fancy how great a patience is necessary to meet and overcome these trifles and don a smiling countenance to meet customers.

There was once a boy who asked his father whether there were two or three s's in customers. "Only two" growled the father, who was a long-suffering grocer, "but if I made a dictionary it should have three, and I'd put two in the first syllable."

Grocers here in Montreal differ in their business ways quite as much as do our friends in the States. There is a shop that we frequent, because it has a flavor of independence, which is ever attractive to a Yankee.

It is kept by three brothers, great lanky sons of Tipperary, who are mild enough to contradict the fighting reputation of that celebrated county. They are quiet, respectful, and yet sufficiently self-assertive to gain the confidence of a stranger. Sometimes they are approved, quite as often they are not, but their shop is thoroughly clean, the quality of their goods even, they seem fair, and we like to trade there.

Said one brother to me:

"We don't do much speech making, but we'll give ye satisfaction if ye trade with us" and they have done so.

One morning I stepped in to order some groceries. The shop was full, and I had to wait a while. When all were served I approached the counter, and was about to give my order when in rushed a tiny, excited old Irish woman. She was clad in a black gown and blue checked apron. Her small, keen, wrinkled face had the tint and surface of an old-fashioned dried apple. Her lips were thin and well turned down at the corners, and her shrewd little blue eyes showed cleverness and the fire of a termagant. She wore a fluted lace cap inside her bonnet, and the white frame work showed her peculiarities perfectly.

She was excited, for every point of her lace frill quivered indignantly, and a small pink spot burned on each cheek. In one hand she carried an uncovered bottle of some sort of sauce—in the other a small paper bag. She swept up to the counter, and I utterly forgot my errand in the breeze of indignation she brought along with her.

"Yees call yerselves honest min," she snorted.

"Oh, come now, Mrs. Mullany," mildly protested the grocer.

"Now an' now; I want none of yere palaver. Look at that sarse." She shook it in his face. "Oi sint for Wor-cester-shire sarse, and ye sint me that Canajin stuff, and said it was as good as Wor-cester-shire. It is as good, is it? Ah! hah! Very well thin, yees can take the bottle back, and ate it on yere own mate. It's not fit fer me ould man nor me."

"But I can't take back an opened bottle."

"Ye can't?" Oh, the sarcasm of that tone. "Well, ye will, or I'll shtop tradin' wid yees."

She planted the bottle on the counter and drew off to watch the effect of her threat. The grocer sighed. Scenting victory she plunged her hand in the paper bag and drew forth a broken, boiled egg of antique color and superannuated flavor, adding:

"Ye might as well gimme a good egg for this while ye're about it. Me ould man an' me likes our chickens after they do be hatched"; and she chuckled as she noticed a flush on the grocer's face."

All he said was:

"All right, Mrs. Mullany; I'll fix things for you after I take this lady's order." He turned to me with a chagrined look and said, "Well, ma'am?"

I could scarcely restrain my laughter. It was as good as a comedy to see the big "roaring Tip" cowed and downed by a little human wasp. She looked triumphant and forgiving; almost humble, then, and turned her attention to me. She sniffed slightly, picked a speck off her shoulder and drew the corners of her mouth a shade farther down. Oh, the dreadful little woman!

"Have you good potatoes?" said I to the grocer.

"Yes, ma'am."

"Shure that's not the way," broke in the old woman; "Divil 'scure him, he'll chate ye. I'd not trust him. Ye must name the sort, ask the proice and luk at the pratees."

The grocer tremblingly brought up the potatoes for my scrutiny.

"He's askin' ye too much for thim. Oid not pay it," continued the little Tartar.

"Now give me two pounds of the best butter," I commanded.

"Ah, ma'am," said she of the frilled cap, "ye luk young, an' O'il jist give ye a bit of advice. Don't trust that man. He's bad." The grocer blushed like a boy. "Ask the price of the butther; thin schmell it and taste it. Thin make him take off three cints a pound. He's a chate, ma'am, an' it's the only way to aven up on him."

I thanked her as well as my choked voice would allow, paid my bill, and without an answer to the unfortunate man's protest that this would not influence his trade, made my way to the street and freedom.

A few moments later I met the same little woman coming smilingly up street.

"Look at this, ma'am," holding up her exchanges; "Oi med him gimme two eggs, a new bottle o' sarse, an' a bunch o' fat raisins fer me waste o' toime. That's the way to manage thim grocers, ma'am. Thry it!"—Elvira Floyd Froemcke, of Montreal, in N.E. Grocer.

## W. H. Seyler & Co.

Brokers and Commission Merchants

Room 100, Board of Trade,

Toronto

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

English, German and French Goods a specialty.

Representing

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

**Heckler-Jones-Jewell Milling Co.**, New York.

**German Gelatine Works**, Hoechst am Main  
Germany.

### OTHER FIRMS

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

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

Write to

**Meadow Sweet Cheese Co.**

P.O. Box 2321, Montreal

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## From \$15 to \$375.

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

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



No. 17 Register—Price \$15.

## Registers amounts up to \$1,000.



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

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

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

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

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

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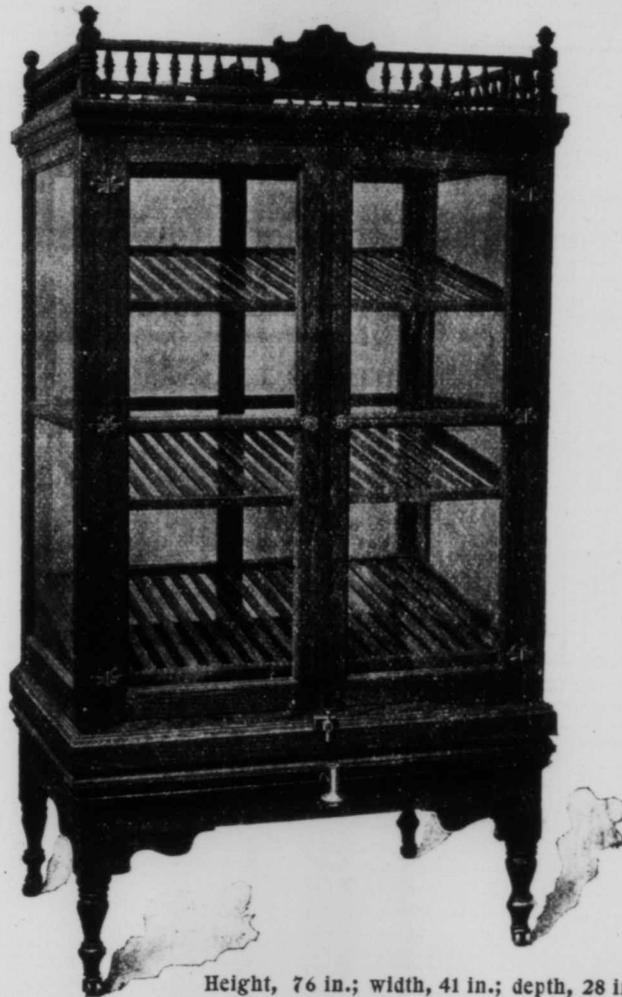
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**"PRAESERVO"**  
**CASE**

A  
Perfect Cabinet  
for

**RAISINS  
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FRUITS  
etc., etc.**

No shrinkage  
No drying up  
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Fruit kept  
Moist and Fresh  
always.



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

Write us for Descriptive Catalogue.

**ARTHUR P. TIPPET & CO., MONTREAL**

**CURRENT STATISTICS.**

THE following report, bearing date of July 31, is from Patras: "Our last report was dated the 5th ult. We append list of currant shipments, which will be our final one, as far as 1896 crop is concerned, as stocks on this side are practically exhausted, and what little remains will be shipped off with 1897 crop. Taking said list into consideration, adding 20,000 tons retained by the Government, and deducting 10,000 tons which had remained over from 1895, we have a total production of 150,000 tons for 1896, and, according to our estimate attached, coming crop is likely to reach the same figure, unless damage should accrue between this and harvest time.

"There is no doubt that the peronosperos has caused damage in several districts, but as it has been the cause of reducing what would have been an enormous crop into more manageable proportions, the malady cannot be looked upon as an unmixed evil; what its effects upon the quality will be remains to be seen, but as some districts have not suffered at all, there is no doubt that plenty of good currants will be obtainable. The crop is backward, but we think this is due more to the effects of the gradual

change in the climate than to any special climatic causes. General shipments, consisting of an assortment of various growths, are not likely to commence before last week in August, although cutting has already been started in Messina and other southern provinces. Prices, owing to the smallness of stocks in all markets, are expected to rule considerably higher than during the past two or three seasons. It seems doubtful whether the Greek Government will renew the Retention Law for this year; general opinion in this country is in favor of the measure, but the Government would like to obtain the sanction of the Chamber of Deputies, whereas other considerations are adverse to the calling together of this body."

SHIPMENTS ASCERTAINED TO DATE AS COMPARED TO LAST YEAR'S ARE:

To	Tons to date	Tons in 1896
London	31,194	33,213
Liverpool	23,477	18,825
Outports	7,638	6,171
United States	11,622	13,526
Canada	1,220	1,446
Marseilles	1,974	10,529
North of France	3,950	15,707
North of Europe	30,934	33,774
Trieste	3,147	3,567
Australia	2,672	1,755
Russia	21,553	24,206
	139,381	162,720

APPROXIMATE ESTIMATE OF CURRANT CROP, 1897.

Morea.	Tons.
Gulf	9,500 to 10,000
Vostizza	11,000 — 12,000
Patras and Achaia	9,000 — 9,500
Campos	11,500 — 12,500
Pyrgos and Olympia	35,000 — 37,000
Filiatra, Gargaliano and Myparissia	18,500 — 19,500
Pylos, Corone and Modene	11,500 — 12,000
Calamata and Nisi	22,000 — 23,000
Messolonghi, Lepanto, Nauplia, etc.	2,500 — 3,000
Total Morea crop	130,500 to 138,500
Islands.	
Cephalonia, Sta. Maura, and Ithica	9,000 — 9,500
Zante	6,500 — 7,000
Total currant crop	146,000 to 155,000

**PERSONAL MENTION.**

Mr. Tarrant, of Tarrant, Henderson & Co., Colombo, is in Toronto this week. He is here in the interests of Ceylon tea.

Mr. A. P. Tippet, of Tippet & Co., of Toronto, Montreal and St. John, Canadian representatives of Lazenby's, Fry's, etc., was in Toronto this week.

**MR. W. DANE HAS RETURNED.**

Mr. Wm. Dane, who is a pioneer Indian tea broker on the Toronto market, and who has been for some years in the Old Country, has now returned and is again in his former business.

This happy man didn't have to go to

# KLONDIKE



among the Bears  
and



**T**HE Icebergs, and rough it over dreary  
ice wastes on a dog train



to pick up **Gold**---He stayed at home selling

# Ceylon and India Teas

**"GO THOU AND DO LIKEWISE."**

## BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**P**EARCE & CO., general merchants, Petroléa, Ont., are offering to compromise at 75c. on the dollar, cash.

Joseph Darveau, tea and coffee dealer, Quebec, has assigned.

Hall Bros., grocers, Harbor Grace, Newfoundland, have suspended.

Catherine Hartling, general merchant, Hazel Hill, N.S., has assigned.

George Glass, grocer, Port Hope, Ont., has assigned to G. E. Henwood.

Edgar Judge, wholesale flour merchant, Montreal, is offering to compromise.

Didas Bouchard, St. Anne des Monts, Que., general merchant, has assigned.

J. B. Stapleton & Co., general merchants, Port Hawkesbury, Que., have assigned.

Angus McAskill, general merchant, St. Peters, Que., is offering to compromise.

A. A. Hunter, general merchant, Brome, Que., is offering to compromise at 25c. on the dollar.

L. H. Timmins & Bro., general merchants, Mattawa, Ont., have assigned to D. A. Dunlop.

Jones & Co., grocers, Port Perry, Ont., are offering to compromise at 75c. on the dollar, cash.

Charles Deverell, general merchant, Ravenshoe, Ont., is offering to compromise at 40c. on the dollar.

John McD. Hains has been appointed curator of the business of Geo. McGarry, pork packer, Montreal.

The assignment of E. A. Loney, grocer, Maxville, Ont., has been transferred to Henry Barber, Toronto.

Tees, Wilson & Co., wholesale dealers in teas, Montreal, are offering to compromise at 15c. on the dollar, cash.

Thomas M. Fraser, general merchant, Lower Southampton, N.B., has sold out and is offering to compromise at 30c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Scott & Goddard, butter tub makers, Knowlton, Ont., have dissolved.

Wilson & Smith, grocers, St. Catharines, Ont., have dissolved. A. Wilson continues.

Rudolph and Hector Lajoie have formed a partnership in Montreal to trade as grocers under the style of Gravel Frere.

Mary U. Sheppard, widow of J. R. Clogg, of J. R. Clogg & Co., wholesale fruiterers, Montreal, is doing business under the same style.

John A. Wright and John D. Murray have formed a co-partnership in Truro, N.S., to trade as grocers under the style of Wright & Murray.

James M. Mitchell and Angus MacLean have formed a partnership in Old Bridge-

## Clark's Meats are Growing in POPULARITY.

**We Know It** because we sell more each year.

**The Wholesaler sells more !**  
**The Retailer sells more !**  
**The Consumer buys more !**

**It Pays** to handle such goods.

Ask your Wholesale House for Them.

port, N. S., to trade as general merchants under the style of Mitchell & MacLean.

Fowler & Calhoun, millers, St. John, N.B., have dissolved. W. H. Fowler continues.

Guillaume Laroche and Isaie Cote have formed a partnership in St. Antoine de Tilly, Que., to trade as manufacturers of cheese under the style of Isaie Cote & Co.

H. M. Dinning & Co., tea merchants, Montreal, have dissolved. A new partnership has been formed composed of Harry L. Dinning and Chas. H. Pegg. Style is unchanged.

SALES MADE AND PENDING.

Sinclair & Co., grocers, Toronto, have sold out.

Mrs. F. W. Odell, cigar dealer, Montreal, has sold out.

The general stock of Moore & Kerr, Orillia, has been sold.

Casimir Valiquette, cigar merchant, Montreal, has sold out.

The assets of M. Elliott & Co., grocers, Montreal, have been sold.

G. H. Gardner, flour and feed merchant, Tilsonburg, Ont., has sold out.

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

The general stock of Alf. Caron, St. Pamphile, Que., has been sold at 51 1/2c.

The stock of D. Henripin, fruiter, Montreal, has been sold at 30c. on the dollar.

S. J. Wetmon, dealer in cooked meats, Montreal, is offering his business for sale.

The grocery stock of Joseph Fee, jr., Toronto, is advertised to be sold by auction on the 19th inst.

The general stock of Mrs. W. A. Sherwood, Bristol, N.B., is advertised for sale under bill of sale.

James Cordery, manufacturer of ginger beer, St. Thomas, Ont., is advertising his business for sale.

The assets of Joseph Lapierre, general merchant, St. Antoine, Que., are to be sold at auction on the 20th inst.

CHANGES.

George Pimentel is commencing a cigar business in Montreal.

Mabel L. Zeller, general merchant, Merlin, Ont., is removing to Zurich.

A. Methot & Co., general merchants, St. Roch des Aulnais, Que., has bought the stock of A. Caron, St. Pamphile, Que.

Lea Brien dit Desrochers, wife of Adrien Latour, is registered proprietor of the business of Adrian Latour, butter maker, Montreal.

DEATHS.

Wm. Ryan, liquor merchant, Musquash, N.B., is dead.

Thomas Cahallane, grocer and liquor merchant, Halifax, is dead.

Pierre Prefontaine, hay and grain merchant, St. Hilaire, Que., is dead.

Octave L. Lapointe, general merchant, St. Rose du Degale, Que., is dead.

## MODERN BUSINESS METHODS.

Editor GROCER,—Having read with interest your article, "It is the Best Who Succeed," I am tempted to offer you a few thoughts on the subject of success in business. Your first proposition may, perhaps, be accepted as a sound axiom. The best all round men can scarcely fail to reach the pinnacle. But, to your second proposition, I demur. While it may be true that in some respects business methods and practices have undergone a complete metamorphosis, it is not equally true that these changes have all been improvements.

Many of the changed business methods are the result of that innate love of change which is such a striking characteristic of human nature in this age, and do not represent any real advance or progress, but oft-times retrogression.

I will cite one instance of what appears to me a retrograde movement among retail grocers in cities, towns and many villages: it is the practice of sending out for orders. It has no doubt become a positive necessity in most of the larger towns, because of the universality of the practice; but I submit that the old-time custom of calling at the grocers' or butchers' and leaving the order for delivery was decidedly better, both as affording opportunity for better acquaintance between merchant and customer, and for knowing the class of stock carried by the merchant. As a country merchant I find that my business relations are very much pleasanter and more satisfactory with those customers who come personally to make purchases than with those who chiefly do so by proxy. Then it entails more or less additional expense for the extra trip to get the orders, while there is

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no corresponding additional profit. I will cite one other practice characteristic of modern business methods, which is generally conceded to be injurious to trade, and which is not by any means confined to the retail grocery trade. I refer to the selling of certain lines at or below cost as leaders. I presume that means to lead people to believe that you are selling all your goods on that basis. Poor deluded creature. (I don't mean the customer, but the other party). What's his competitor doing, if he has any brains, but meeting him on the same line or another line, and perhaps going him one better.

Time and space forbid that I should enumerate all the points of retrogression, but permit me to refer to the ancient custom of apprenticeship and ask, is the present system of business training (if there be such), an improvement on that custom?

As I think of the many staunch and stable concerns that have been founded and built up under that system, and then wrecked in a few short years by those of newer ideas and more up-to-date methods, I am constrained to say with Pat: "Show me the modern house that has stood as long as the ancient ones."

If I may be allowed an opinion as to the most prevalent cause of failure in business, particularly retail, I would say that it is the lack of apprenticeship or training, and consequent ignorance of true business principles, and the substitution therefor of that fool's pastime "cutting prices." It is lowering to one's dignity and a tacit admission of lack of business tact and ability, when one resorts to price-cutting either to hold or extend his business. So long as any Tom, Dick or Harry with a few hundred dollars and a cranium full of conceit, but no business training, can get all the goods he wants from wholesalers and all the credit he wants from the bank, so long must we expect the present percentage of failures.

Yours, etc.,  
J.

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2. Old and stale eggs, with air cell very large, yolk darker in color and the germinal spot plainly visible. These eggs are inferior in flavor and worth less than a fresh egg, but can be used for food purposes.

3. The floater, with air cell large and germinal spot encircled by a round, dark cloud. This egg may be used for food if the yolk holds together when the egg is broken and if used immediately.

4. Spot, or first stage of decay. The yolk has penetrated the white and fastened itself to the shell, showing a dark spot, which does not move when the egg is turned. The egg is worthless for food, but can be used for manufacturing purposes.

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

CHOCOLAT MENIER.			
	In 5 case	In 10x12 lb lot.	In 12 lb bxs
Vanilla—per lb.			
Yellow wrapper,	\$ 0 32	\$ 0 34	\$ 0 36
Unsweetened—			
Blue Premium	6 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
	(A. P. Tippet & Co., Agents.)		
Chocolate—			
Caracas, 1/4's, 6-lb. boxes		per lb.	
Vanilla, 1/4's	0 42		
"Gold Medal" Sweet, 1/4's, 6 lb. bxs	0 29		
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42		
Fry's "Diamond", 1/4's, 14 lb. bxs.	0 24		
Fry's "Monogram", 1/4's, 14 lb. bxs.	0 24		
Cocoa—			
Concentrated, 1/4's, 1 doz. in box	2 40	per doz.	
" " 1/2's	4 50		
" " 1 lbs.	8 25		
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Mott's Broma	per lb. 0 30
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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 27
Mott's Navy or Cooking Chocolate	0 35
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Grocers' Style, in boxes, 12 lbs. each	0 28
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In bxs, 6 and 12 lbs. each, 1/2 lb. tins.	0
COCOANUT.	
CANADIAN COCOANUT CO.	
White Moss Brand—	
Pkgs. 1 lb., 15 or 30 lb. cs.	0 27
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Bulk—	
White Moss, 10, 15 or 20 lb. Pails	
Feather Strip, " " " "	
Special Shred, " " " "	
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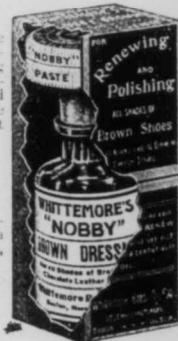
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