

# THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, JUNE 25, 1897.

No. 26

Manufacturers by Special Warrant  
 To Her Majesty THE QUEEN



## COLMAN'S MUSTARD

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

**ONLY GOLD MEDAL PARIS 1878**

**TWO GOLD MEDALS**

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862    Only Silver Medal Paris 1875  
 Only Medal Dublin 1865    Grand Gold Medal Moscow 1872 & 8





# 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.

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Try—  
**COCKBURN'S  
SCOTCH  
WHISKY**

Nothing Finer in the Market

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

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

AGENTS FOR  
THE DOMINION



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

TANGLEFOOT

ends her misery



**Tanglefoot**

SEALED

**STICKY FLY PAPER**

*The only kind that fulfils all requirements and expectations*

Is sold by the following Wholesale Grocers in Canada :—

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| Edward Adams & Co. - London, Ont.             | Hudson's Bay Co. - Winnipeg, Man.            |
| Balfour & Co. - Hamilton, Ont.                | Hudon, Hebert & Cie., Montreal, Que.         |
| H. N. Bate & Sons - Ottawa, Ont.              | Hudon & Orsali - Montreal, Que.              |
| Black & Co. - Truro, N.S.                     | Laporte, Martin & Cie., Montreal, Que.       |
| L. Chaput, Fils & Cie., Montreal, Que.        | Lucas, Steele & Bristol, Hamilton, Ont.      |
| Dearborn & Co. - St. John, N.B.               | A. Macdonald Co., Limited,<br>Winnipeg, Man. |
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| H. P. Eckardt & Co. - Toronto, Ont.           | M. Masuret & Co. - London, Ont.              |
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| Gilmour & Co. - Brockville, Ont.              | W. H. Schwartz & Sons, Halifax, N.S.         |
| Gorman, Eckert & Co. - London, Ont.           | A. M. Smith & Co. - London, Ont.             |
| James Hodge - Fredericton, N.B.               | Nazaire Turcotte & Cie., Quebec, Que.        |
| Howe, McIntyre Co., Montreal, Que.            | Geo. Watt & Sons - Brantford, Ont.           |

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

# Winners of Confidence

Sold by Wholesale Grocers  
Everywhere

Look For



This Brand

on the package, then—worry no more. You are safe! Once sold it STAYS sold. No complaint on THIS brand. 98<sup>50</sup>/<sub>100</sub> pure Bicarb Soda.

No purer, no stronger, no more even grade is made than this—the Hand in Hand Brand of

**Bicarbonate of Soda.**

**A "Medal" Cocoa.** Over 100 medals awarded to the house of Fry! What for? What qualities do judges judge on, but purity—strength—perfection?

Judge the "Medal" Cocoa by the qualities that win medals for it—everywhere. The Cocoa of Confidence.

**Fry's**

**Wanted—Now!**

A pure—strong— "no musty flavor" Lime Juice. Here it is—Stower's. Stronger by 20 per cent. than any other. Hence consumers get more for their money. IT HOLDS TRADE. Look at this great virtue in Stower's Lime Juice Cordial—no alcohol in it, not a drop!

**Stower's** Lime Juice Cordial

**Agents:**

**A. P. Tippet & Co.**  
Montreal & Toronto.

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

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IT.

# The St. Lawrence Sugar Refining Co.

LIMITED

## MONTREAL

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

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

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

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

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 &amp; HOLLAND

MONTREAL

SOLE AGENTS, FOR THE DOMINION OF CANADA



FOR THE

Whitest

Lightest

and

Sweetest

Cakes

Ocean

Wave

Baking

Powder

Manufactured by the

## Hamilton Coffee and Spice Co. Limited

HAMILTON, ONT.

ELECTRICALLY-WELDED STEEL WIRE-BOUND

# Butter Tubs

## THE HOOPS

are tinned  
making them  
impervious  
to rust.



## THE HOOPS

are corrugated  
allowing for  
expansion and  
contraction of  
the tub.

These tubs attain a degree of strength and appearance  
which only wire hoops can give.

# The E. B. EDDY CO. Limited

## HULL, QUE.

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

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



THE....

# “DIAMOND” Baking Powder

“There’s none better--not even at twice the money.” The best quality, with our strict guarantee as to purity and effectiveness.

1-lb. tins,	2 doz.	in case.....	\$1.20	per doz.
½-lb. “	3 “	“ “ .....	90 “	“
¼-lb. “	4 “	“ “ .....	60 “	“

WE ALSO put up Baking Powder under your own label--very attractive shelf goods--the powder guaranteed. You thereby directly profit by your push and energy. *This is worth consideration.*

## VINEGARS . . .

. . . AT LOW PRICES . . .

X White Wine    XX White Wine  
XXX White Wine

Barrels and Half-Barrels.

ENGLISH MALT VINEGAR in original casks.  
PROOF VINEGAR, barrels and half barrels.



W. H. GILLARD & CO. Wholesalers Only HAMILTON

JOHN MOUAT, Northwest Rep., Winnipeg.

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

# THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, JUNE 25, 1897

(\$2.00 per Year) No. 26

## THE COST OF DOING BUSINESS.

A MAN asked the representative of this paper the other day if a wholesale house could do business on a basis of 5 per cent. profit on the invoice price of goods. The answer was that such a proposition was absurd. A recent address at a business men's convention in the Southern States dealt with this question of the cost of doing business, and the sentiments are worth considering at this time both by retailers and wholesalers :

Business methods of to-day are quite different from those of our fathers of 50 years ago. Then they had no railroads, no telegraph lines, and a merchant had to make a long, tedious journey to market to supply himself with 6 or 12 months' supply of merchandise ; mails were slow and newspapers were not read as much as they are to-day ; people were not as well informed on subjects in general. Then profits in selling goods were very large, and it was not necessary that one should be particular about his expense account or his profits, which were always large enough and easily obtained. But the introduction of railroads and telegraph lines have wrought a wonderful change in the increased methods of transportation and the marvelous improvement in the interchange of communications between the most distant portions of the world.

### FAMILIARITY WITH BUSINESS DETAILS.

Commerce has been revolutionized. The merchant and manufacturer of to-day have the opportunity of extending their trade to an extent only limited by their power to produce and their ability to determine the needs of customers. Commerce is always conservative and has its basis in knowledge, and hence it is highly important that we should acquaint ourselves with all of the details of our business and not be groping along in the dark without any knowledge of where we will land, awaiting the inventory and balance sheet at the end of the year to ascertain whether we have made or lost.

### CHANGED CONDITIONS.

Bradstreet's reports that out of a list of firms doing business in the United States and Canada of 1,162,048 there are 300,000 names of individuals, firms and corporations annually dropped. One hundred thousand of these are not classed in the regular failures, since they pay in full by exhausting their means and quit business on account of failing to succeed. You will notice there is about one-third of the total number who drop out annually and are yet not classed as failures in the ordinary commercial reports. About the same number of new persons join the ranks, which, of course, makes a rapidly changing body. If this condition of things is kept up for a little while you can readily realize that the business public of to-day are a different population from that of comparatively a few years ago, and that with the new methods and the new conditions prevailing it is highly important for us to equip ourselves for our work.

### REMEDIES FOR EXISTING EVILS.

It is generally admitted that the last few years of business have been periods of depression, and the immediate future does not promise much change for the better. Competition seems to be growing fiercer and harder. The percentage of profits in proportion to the gross sales must now be larger than it was formerly in order to take care of the expense account, but unfortunately the percentage of profits to the gross sales seems to be growing less. This must be remedied. The question now is how to do it. One way is to cut down our expenses, which most every one will find difficult to do ; another is to increase the percentage of profits on our gross sales, which we may do by concert of action ; but it will require concert of action, which, from the very nature of the case, is very difficult to obtain, but it must be obtained in some way, and if we cannot devise methods possibly our successors will, and it must be a humiliating confession to

think we have not the ability to accomplish this end. My idea is that one of the most successful methods of bringing this about is for all to look closely into the question of

### WHAT CONSTITUTES THE TRUE COST OF DOING BUSINESS.

The idea only a few years ago was (and I am persuaded there are still some who think so) that the invoice price and freight added to deliver the merchandise into the store constitutes the proper cost upon which to base the selling price, and if he has sold for a profit beyond this he is making money. This might be true if he had no house rent to pay, no interest on capital, no interest on borrowed money, no insurance, no taxes, no office expenses, no stationery bills, no postage, no telephone, no drayage, no boxing, no clerk hire to do the work in the store, no traveling salesmen, hotel bills, railroad fare, etc., for same, no salaries for the principals themselves, and, in fact, every other item of expense that enters into a business which is not considered in the invoice price with freight added, but all of these expenses will come in whether we want them to or do not want them to, and must be figured into the annual balance, even though they were not counted in the cost of distributing the goods.

It would be far better to recognize them as part of the cost when we go out to make prices, and if every one did this I think we would have less cutting of prices than at present, for it is reasonable to suppose that no one would go on the road to offer goods for less than it cost him to put them in the store and sell them and make collections for the same. Recollect that the cost is not all considered until you have the cash for sale back in hand ; even the discount which your customers take and return shipments which occur through mistakes in shipping goods, even by the most careful houses, and numerous other expenses which it would be hard to enumerate, but which are sure to appear ; also the frequent charities which a merchant is compelled to make, and dona-

SPECIAL PRICES ON

# Canned Salmon

SPOT DELIVERY AND TO ARRIVE

## THE DAVIDSON & HAY, LIMITED.

Wholesale Grocers

TORONTO.

TELEPHONES 399 AND 1399.

tions to customers; all these must be considered as part of the expenses.

### EXPENSE ACCOUNT.

There does not appear to be any uniform method of keeping expense account. Almost all will admit that the salaries of employes, fuel, lights, repairs, postage, telegrams, traveling expenses, stationery, telephone, advertising, miscellaneous expenses, association dues, are all proper items of the expense account, and make up the cost of selling goods, while there are some who do not consider the salaries of principals, interest on capital invested, charity, insurance, taxes, gifts to customers, rent, collections on exchange, discounts deducted by customers, bad accounts, drayage on team account—some passing some of these accounts through merchandise account, others through profit and loss account, while others ignore them altogether. It appears to me it might be more forcible to us to pass these all primarily into the expense account as we go along and then we would have before us monthly what the expense of doing business was, while in the other way, passing them through the merchandise account or profit and loss account, which amounts to the same thing in the end, we do not discover it so readily and forcibly until the year is gone and the mistakes have been made. Besides, I fear that in estimating the profits that we are making we lose sight of all stock which is lying idle on the shelves, some of which is only turned occasionally, and such as is termed hard stock or job lot stock, which perhaps, is not turned in years, but the part we are selling must always pay the expense of that which lies on the shelf.

If one merchant who owns his own building and does his own traveling does not consider the rent, nor taxes, nor insurance, nor salary for himself—and I am told there are examples of this kind—you can readily see when he goes out to make prices for his goods that he would figure the cost of doing business at a much less price than a man

who considers all of the items which have been enumerated and which most surely enter into the true cost. If this man was affecting no one but himself, and he chose to pursue these methods, then we would have no right to complain, but when he goes out to offer his goods in competition with others upon a false idea of the cost of doing business, and in consequence making such prices as will eventually result in failure, we think he should have due regard for the rights of others, and while he goes down to failure be considerate of taking others with him. We do not suppose that anyone goes out with this view in his mind, and perhaps has no thought about it in this way, and feels that he is making a legitimate profit and does not discover the error until it is too late.

### CAUSES OF FAILURE.

The large list of changes in the names of business firms, as enumerated at the outset by Bradstreet, indicates that there are very many failures. It behooves us to look into the cause of these failures and avoid them if we may. It is very much better for every one concerned that every merchant should conduct his business economically and earn a fair profit; for no failure is beneficial to a community in which it happens. It often results in the lowering of prices and destruction of profits to those who are seeking to do a legitimate business and who are striving to retain their commercial integrity and good name by paying dollar for dollar for what they buy. As I said before, I do not believe that any man is going deliberately to this end, but it is evident that many do go there unawares.

### THE FAILURE OF COMBINATIONS.

Other methods have been tried to correct this evil of cutting prices—viz., by having a common agreement as to what price we should make on certain goods in a specified territory. This, so far as I know, has always resulted in comparative failure, and I believe will continue to do so, for where it

is necessary to make an agreement with more than two or three parties as to the maintenance of prices, such an agreement is pretty sure to be a failure. These associations eventually break up with bitter jealousies among the members who once endeavored to work together, resulting in very much lower prices than before the agreement was inaugurated, bringing about demoralization generally.

Now, if this thing be true with manufacturers, who are much fewer than jobbers, then how much more difficult, considering the large number, would it be for jobbers to formulate and maintain a working agreement. Some other method must be found to remedy these evils than that of formulating prices at which we must all sell. The only kind of combination that will ever succeed will be a combination that can reduce expenses and cheapen the prices below the reach of all competition upon the same ideas as the Standard Oil Company have always worked. But this has always been foreign to the idea of all combinations; they immediately get avaricious and put up prices unreasonably high, encouraging rascality and the building of more factories, of which we already have too many. However, I am persuaded that if we could be led to see the true cost of doing business, and that products of most kinds are declining in value, as they have been doing for a period of years, so that it requires our selling more of them to reach the same amount in dollars and cents, it would necessarily require a better percentage of gain on our gross sales than in former years because our expenses have not lessened. Railroad fares, hotel bills and salaries of traveling men have not declined in the same proportion as the wares we are selling.

### INDISCREET SALESMEN.

It has been said that traveling salesmen are very largely responsible for the prices; I am not able to say whether this is a fact or not, but would it not be well for us to keep the salesmen constantly posted about



# DIAMOND CRYSTAL SALT. . .

is free from "Lime," "Magnesia," and other impurities. Its *flavor* is delicious; its *strength* unrivalled; its *purity* unequalled.

It is especially refined for *Best Table* and *Household* purposes.

---

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

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# DEMERARA CRYSTALS

We have a line of Demerara Crystal Sugar which we are offering at low figures.

=====*WRITE FOR SAMPLES.*=====

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

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## *Worth Watching!*

Campers, Cyclists, Fishing Parties and Picnics, all use

**"REINDEER BRAND"**

**CONDENSED GOODS.**

Are you selling to them?

**PICNIC  
GOODS  
ARE NOW  
IN DEMAND**

**We have them**

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

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

**THOS. KINNEAR & CO.**

WHOLESALE GROCERS  
49 FRONT STREET EAST

**TORONTO**

the expense of transacting business, and they, being sensible men, as they must be, can readily see that the business cannot continue to run and pay good salaries unless something beyond expense is obtained, and that the inevitable result will be lower salaries for traveling men, which may be done unwillingly by the house they represent, but which nevertheless becomes a necessity. We know it is very difficult for even a good salesman to obtain what is a fair market price for an article when another salesman less considerate, just ahead of him or just behind him, is making some special leader prices which are not authorized by the house, but which he does unwisely, hoping thereby to secure a nice order or to make a customer believe that he can afford to sell goods cheaper than anyone else.

**REMUNERATION AND PROFITS.**

I have heard it said that the method of working salesmen on the profit-sharing basis has a tendency to results of this kind; I suppose this is where they are employed on a percentage of the gross profits and where said salesman does not have to consider all of the fixed charges, such as taxes, light, insurance, office expenses, etc., and feels that if he has made a dollar on a sale he has made just his part of that profit, and, without due consideration as to the profits the house will make, will accept the order anyway. I cannot feel, though, that there are very many salesmen of this sort on the road, or, at least, they will not continue to be on the road, for an intelligent man will and should have due consideration of the interest of the firm for which he works.

**SPECIAL BUYING FACILITIES.**

I sometimes think that some merchant attempts to make cheap prices, feeling that he has superior ability to buy his goods better and cheaper than his competitors, and has a real advantage over them, and for this reason goes into the market and makes very low prices, feeling that he can afford to do so. It is possibly true that all of us get some specials which do not go to the ordinary buyer who does not keep

strictly up with the market, but this is an exception and not the rule, and it is usually not articles on which he would depend for affecting the general profits of the business to any great extent. My general observation has been that the jobber who is able to pay promptly for what he buys and has an established credit and ability to dispose of goods in quantities, usually buys his goods at the very best market prices; for there are salesmen representing factories visiting him frequently, who are all anxious to obtain his order, and will name him the very best price they can or are allowed to; besides, we have usually noticed that these special deals, instead of being a blessing to him, are usually a hindrance. He seeks with this leverage to force sales, which may be necessary on account of the surplus taken, and gives away more in his selling price than he saved in buying, and thus demoralizes the market prices, setting a precedent for himself as well as for his competitor which is sure to cause him trouble in future. It will, therefore, be a much safer basis for us to proceed upon that our customer is buying his goods just about as cheaply as we are, and for us to demand a fair return for ours.

**THRIFTY TO THE LAST.**

An old Lancashire miller, noted for his keenness in matters financial, was once in a boat trying his best to get across the stream which drove his mill. The stream was flooded, and he was taken past the point at which he wanted to land; while, farther on, misfortune still further overtook him, to the extent that the boat got upset. His wife, realizing the danger he was in, ran frantically along the side of the stream, crying for help in a pitiful voice; when, to her sheer amazement, she was suddenly brought to a standstill by her husband yelling out: "If I'm drowned, Molly, dunnot forget that flour's gone up two shillin' a sack!"—Tit-Bits.

**A PRETTY WEDDING.**

A pretty home wedding took place at the residence of Mrs. Kelso, Belleville, Ont., when Miss Lilian R. Kelso, youngest daughter of the late Thomas Kelso, wholesale grocer, was led to the altar by Mr. John A. Laidlaw, of the dry goods firm of Gibson & Laidlaw. The bride was attended by her sister, Miss Helen Kelso, and Miss Bars, while Mr. James Gibson, the groom's business partner, acted as groomsman. The bride was attired in a beautiful gown of white satin, with the customary veil, and carried a splendid bouquet. The bridesmaids wore dresses of white silk. The groom's present to the bride was a handsome gold pendant, with diamond and pearl settings, and to the bridesmaids he gave gold rings, set with pearls and amethysts. The ceremony was performed by the Rev. M. W. Maclean, M.A., pastor of St. Andrew's church, and was witnessed by a large number of invited guests, including the relatives of the bride and groom. After a wedding dinner the happy young couple left for a wedding trip to Toronto, New York, Albany, Chicago, and other large cities. The bride received an unusually large and beautiful array of presents, chief among which were a piano and a cabinet of solid silver from the groom's parents.

**GRENOBLE WALNUTS DAMAGED.**

Advices received from France are to the effect that floods in the Grenoble Valley have caused great damage and that in common with other goods the crop of Grenoble walnuts is expected to be short as a consequence of the heavy storms. For the small stocks remaining in the primary market prices have advanced the equivalent of about 1c. per lb., and it is said that the cost of further importations would be fully 8½c. per lb. at the existing rate of duty and 9c. at the proposed rate.



## “A Man Convinced

against his will is of the same opinion still.” We won’t argue with you. We simply state plain facts. Decide yourself. It is your privilege—of course.

Molina Rolled Wheat is clean. It never grows sour or musty. It has the natural rich flavor of the wheat berry when it is fully ripe. The highest cost wheat that grows is used in making it. It is the equal of package cereals at about half their cost.

From Manufacturer to  
Retailer—direct

The Tillson Company, Limited  
Tilsonburg, Ont.

### A HUNGRY MAN’S EXPERIENCE.

“How do you suppose a famished man feels,” asked the man in the smoker, “when he has neither money nor food, and finds a \$10 bill lying on the pavement at his feet?”

“As if he were looked after by a special providence, I should say,” was the answer.

“That was my experience once when I was stranded away from home, waiting for the letter—with money in it—that never came. I was looking into the window of a restaurant where a delicious-looking boiled ham was displayed, set off around the edges with feathery green. Happening to cast my eyes on the pavement, I saw the bill, folded just as it had fallen from its owner’s pocket book. Boys, do you know how many things \$10 will buy in anticipation? First, there was the biggest and best supper

a starving man ever tasted, just within reach. And I went right in and ordered it.”

He tapped his pipe and looked thoughtful.

“Did the supper taste as good as you anticipated?” asked one of the crowd.

“I don’t know. I never tasted it.”

“What? Was it a failure?”

“Yes, so far as I was concerned. The bill was a counterfeit!”

### WHOLESALE V. RETAILING.

Wholesale business of any kind is one that may keep on growing for many years. There is almost no limit to its development. While the average retailer’s business is limited by the size of his store and his neighborhood, no matter how much capital he may have, the wholesale dealer or manufacturer may increase his business almost without limitation. He can add to his

customers, increase his salesmen and the territory for his operations. Therefore, if a man wants to become a millionaire, he has better chances in the wholesale trade than in the retail business, except in the departmental store line. Unfortunately there are not as many chances in the wholesale business, and there are not many people having the capital, ability and experience for it. —Retail Grocers’ Advocate.

### BUYING EGGS.

Eggs are an article that the grocer from this out can buy better of some good house that makes a specialty of candling them, than he can buy them “loss off” and candle them himself. Egg candling is an art, and, while the grocer can tell a black egg from good ones, yet few grocers can tell a “weak” egg or a “salt” or a “held” egg, even when they appear perfectly clear.—Commercial Enquirer.



## Steady Increase

in sales of

## Pure Gold Flavoring Extracts

# Why?

Because the quality is always right.

“ the consumer demands them.

“ it pays the grocer to handle them.

Good profits—quick sales—universal satisfaction.

**Pure Gold Mfg. Co.**  
**TORONTO**

## FINE ART WINDOW DRESSING.

“WINDOW dressing, as well as store decoration in general, is a fine art now; it is a science. Good window dressers are in demand, and there are very few of them,” was the remark made to a reporter for The N. Y. Evening Post by the director in a store, whose business it is to criticize the window dressers’ achievements and order a window ‘out’ when the effect is not satisfactory.

“The most difficult window to dress, because the most tedious, is a notion window, and yet it is one that brings in, perhaps out of all departments, the most practical return to the firm for the time and thought put into it. Next to the notions come silks. The shades and lustre of silks are full of beautiful possibilities for the window dresser, but the silks are the most expensive goods in the house and must not be pinned, must not be crushed, rumpled or allowed to have the slightest bit of bloom taken off them. Wash fabrics are not easily managed; the gingham and cotton stuffs are stiff and unyielding, and refuse to lend themselves to design at the hands of the decorator that can easily be exhibited in softer goods. There are twenty different styles of plaiting and over-lapping and draping silk or wool. These styles can be regularly taught to a boy or a girl anxious to learn, though some people’s fingers are so clumsy that they might take lessons for years and be but bunglers in the end. The successful window-dresser must have a knowledge of color and proportion and the price and value of the goods he deals with, but he must know something about history and mythology likewise, and be quick to get up new designs for Decoration Day, St. Valentine’s, for the fall school-opening time, for the Fourth of July, Washington’s and Lincoln’s birthdays, Easter, Christmas, any and all public and religious festivals and celebrations that touch the whole people. Whether the occasion be of national or only commercial importance, the judicious use of wax figures is a great factor. Wax figures give a realism and life to the window that cannot be dispensed with, but they must be good figures and must be disposed in an artistic way. A man can have his windows arranged so as to show off the cheapness of his goods pure and simple, and again he can give the better-priced goods such a prominent place and arrange them so dexterously as to concentrate the shopper’s attention on the value of the better grade in contrast with the cheaper.”

“Where do our best window-dressers come from?”

“A good many come from England, from apprenticeship in Cheapside and St. Paul’s Churchyard. A good many learn the trade

as boys, from helping under the head decorator in a store; some excellent window-dressers are evolved from the salesmen in the stores. Our most satisfactory window-dresser, who is paid \$60 a week, began work with us twelve years ago as a cash boy. He went through several stages as salesman, and by the time he had got to the woolen dress-goods department, the deft way in which he arranged the bolts of various colors, and displayed goods on his counter told plainly that he could be better employed elsewhere. The sort of salesman who is never found showing a reddish-blond woman a pink gingham or a red-flowered challie, and who instinctively knows the shade of dress goods likely to please a brunette, will most likely develop into a window-dresser, if he has energy enough. If in addition to his feeling for color he has tact enough to bring some slow-selling goods to the front and speak of them in such a way that the customer buys, his chance is better still, for more than half of the success of a window-dresser consists in managing the goods to best advantage. He must ticket them right and must beware of using commonplace sounding phrases. A really tasteful, carefully arranged upholstery window that we had in last week was spoiled by the ticketing. ‘Unique cheapness’ was one of the central tickets. We go in for the reticent style of decorations, and believe in showing just enough of the goods we have to sell to whet the interest of the passer-by and tempt him to come inside and investigate the stock.”

“What is the most difficult kind of window to dress?” was asked of the window decorator in a Sixth avenue store.

“The kind of window that is designed particularly for a show-window,” he replied; “the window that has rounded and panelled corners, and that the carpenter thought was a wonder in its way. Those rounded-glass corners reflect all sorts of queer lights, and it is next to impossible to make goods show off in them or even look as good as ordinary. The interference of outside objects is another stumbling block to the window-dresser. I mean lamp-posts and street stands and signs reflected in the front glass. Awnings are another trouble—often a greater nuisance than anything the decorator has to contend with. Would you like to see my tools—my implements?” he added. “Come up on the top floor and I’ll show you what answers to me for a painter’s tubes and brushes, and I keep school for my boys besides. There is a big, airy workshop on the top floor, and there are half a dozen boys learning to plait and shirr and pucker white cheesecloth on to plain surfaces. There are long shelves piled with metal rods, certain kinds of lights and crystal

for brilliant effects, and ‘fixtures’ of all descriptions. Some of the boys are covering half-moons and octagonal blocks with black velvet. These are to show off fans and jewelry upon. In a room to themselves girls are making paper apple blossoms and paper Bermuda lilies. There are curved-necked swans, and cupids, and all sorts of figures being draped and clothed with semblance of reality.

“That woman in black crepe? O, she is for the mourning window to show off the quality of black henriettas. That linen-gowned figure is to sit by the spinning-wheel yonder in a display of a certain brand of linen household goods. Sometimes she sits by a hand-loom instead. We have these tennis racquets and golf sticks to be used in setting off our outing or recreation window, that will come in about June. In all the dark, rainy winter days I study to make my windows cheerful and comfortable-looking; blankets and comfortables and rich rugs are delightful goods to work with; in summer I try to have the displays look refreshing and inviting.

“The conscientious window-dresser sometimes works up into a better paying business. It was a legitimate window-dresser who got the contract for the decoration of the inauguration ball room. The scope for the window-dresser is growing wider every day, and in the best business houses he has even a better chance in the interior of the store than on the windows themselves, for there are a hundred departments needing special attractions. The ideal window for display, one that will soon be introduced, does away with a background altogether. The base of the window is seven feet wide and the goods are arranged on it in the best possible light, but there is drapery at the back, parted like an ordinary home window curtain, and through the parted curtains a glimpse is obtained of the counters within, with people buying and busy salesmen and women moving about. The use of mirrors in window-dressing is apt to create confusion, and unless placed judiciously they do more harm than good, except in cases where it is necessary to amplify space. Window-dressing in the largest sense is a field of employment not yet invaded by women, possibly because the reaching and lifting is too hard work, and besides there is a good deal of climbing to be done in the draping of ceilings and walls. There is no reason, though, why a woman could not be a window-dresser with men to carry out her plans, and do the heavy work.

“There is much economy to be considered in window-dressing. When window decoration was first becoming popular in America it was understood as a matter of course that the display must cost the enter-



SEND FOR SAMPLES



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

# "Grand Mogul" Tea

**BICYCLES FREE TO GROCERS**

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

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

Free upon the following terms:

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

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

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



Don't  
Deceive  
Your  
Customers

by offering them an imitation because it costs you a few cents less.

**Remember . . .**

that which is imitated must be the Best.

**MacLaren's Imperial Cheese**

is unequalled for

**Cottage, Cruise, Camp and Palace.**

IT PAYS TO HANDLE SUCH GOODS.

**Our New Line . . .**

# "GOOD LUCK" BROOMS

Freight paid on lots of 6 dozen.

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

prising firm considerable money. A certain Boston house once had thousands of dollars' worth of silk cut up to make the flutings and pipings of an imitation grand organ. It is doubtful if they suspected that the decorator would be so lavish, but such a blunder could never occur now. The best goods in the house, even the most delicate and costly, are used in window displays, but they are handled with the greatest care. Even a window of the striking mechanical kind, with figures popping up out of an Easter egg, or a procession of swans in motion, bridled with ribbons and in full feather, can be gotten up at a cost of \$50 or \$60. Economy, the making of much out of little, combined with proper care of the costly goods used, is the keynote to a decorator's success."

#### CONSUMPTION OF WHEAT.

The present condition of the stocks of wheat around the world furnish an inspiration for reviving old estimates of per capita consumption. In our own country the estimate of consumption, based on the old ratio of four and one-half bushels per capita—men, women and children—per annum, has proved inaccurate and misleading. There is no doubt about it. Calculations made months ago, based on this old theory, resulted in an almost entire depletion of our stocks, visible and invisible, by July 1. The outlook to-day does not justify fears of starvation. What has made the change? Oatmeal, cornmeal, corn flour, rye flour, supplemented with potatoes, turnips and cabbage cheap as dirt.

Let us look abroad. The authorities over there have assumed that England and the Continent required nearly 7,000,000 bushels per week of foreign wheat. We gave last week a statement of the world's shipments from December 12 to that date, aggregating 106,000,000 bushels, compared with about 150,000,000 bushels estimated by the authorities named as the requirements during that period. The stocks on the Continent show no such decrease, and England increased. We are quite inclined to bid farewell to these old theories and wait for the facts.—Denison B. Smith, in Toledo Market Report.

#### INVALUABLE ACCOMPLISHMENT.

One of the most invaluable accomplishments in practical life is the art of being able to produce a document or piece of writing of any kind in a condensed form. In any profession or business it is of the first importance to know how to do this. Without expertness in it despatches and letters cannot be abstracted, cases cannot be prepared for trial, news cannot be summarized for a newspaper. Yet expertness in it is very rare, solely from lack of early training.—The Nation.

#### CHINESE DRINKS.

THERE are no drunkards in China, neither is there an excise law, says N.Y. Journal. And yet it is as easy to get intoxicated in China as elsewhere, and perhaps easier, for drinks are cheaper. Wine of all kinds has been known and drunk in the Celestial kingdom since the days of the Chau dynasty, some 2,000 years B.C. Everybody drank the fermented grape juice in those days, and a gold cure establishment would have coined money had it existed.

Things went from bad to worse, until one of the emperors of the Chau dynasty went upon a protracted spree. When he began to "see things" he stopped short and reformed, and demanded reformation on the part of all his subjects. He decreed the instant destruction of all wine cellars, distilleries and saloons. Since then wine made of the grape has been unfashionable in China; scarcely any is made there or used.

Sherry, port and whiskey have become rather popular in China during the last half century, but they are considered as food, and only taken at and with meals. Among the native beverages is shoa-shing, a palish brown mixture, the taste of which suggests ripe hickory nuts. It is served at all state banquets and also at private dinners. When cold it is cloudy; when warm it grows clear, emitting a peculiarly pleasant odor.

What shoa-shing is to the upper classes, sam-shui is to the masses. It is made from rice and is its triple distillate. Old sam-shui is very expensive and tastes like old sherry.

Koa-ling is made from Mongolian millet and bears a family resemblance to rye whiskey. It is drunk only in Northern China, but has a large use in the making of liqueurs. Of these latter, ung-ka-peh, or wo-shi-pi is the best known. It is thick, oily and yellow, and is a cross between yellow chartreuse and benedictine. Its taste is sweetish and aromatic, and it has a great reputation as an appetizer. Other liqueurs made from koa-ling are moo-qua made of koa-ling and melon; meu-kwai-loo, ying-toa and hundreds of other drinks.

Then there is fun-chin, or raw alcohol, used for medicinal purposes. Fermented fruit juices and flower wine, made by steeping petals or leaves, are also common beverages. Geranium wine is a horrible concoction, while bayleaf wine is the equivalent of the bay rum used by our barbers. All told, there are some 2,000 distinct drinks in China, yet drunkards are almost unknown.

#### COMMON SENSE.

If all the grocers could be made to act according to one principle and by so doing protect their own interests, the department

store evil would be greatly diminished, remarks Retail Grocers' Advocate. One of the things they should do is to give more support to manufacturers who honestly refuse to sell department stores, or at least who compel them to sell at prices enabling the grocer to compete. If such manufacturers do not get any extra support, while others who show no regard for the grocers' interests get trade, they have no particular reason to stick to their principles and protect the grocers. If they have no benefit of their policy, they will be justified in selling to department stores and the grocers will have no right to complain.

#### DO NOT ALWAYS SELL CHEAP GOODS.

Thomas P. Hunter, the retail grocer who operates some thirty odd stores in Philadelphia, made a point in my hearing the other day which is worth publication. He was talking of the prevalent idea that cut-price grocers sell cheap stuff almost exclusively. "That's a mistake," he said. "Why, here the other day I bought out a store on Girard avenue, and when I went over the stock I had to send nearly the whole of it to auction. I'm a cut grocer, but I couldn't allow myself to sell that stuff. There were Crosse & Blackwell's pickles five years old. Another thing was quail oats, that have been out of the market for three or four years, and a lot of trash. Some of these fellows stock up with unsalable stuff and keep it on their shelves year in and year out. They wouldn't think of selling it out at a reduction and getting rid of it. Oh, no! They must get a profit on what they paid, even if the market has broken a dozen times since they bought." He gets reports on the way the different goods are selling from the different stores. If one manager reports any particular article being in poor sale, he gets reports on that article from every store, and where the sales are good the stock is sent and disposed of at a reduction if necessary. Then he don't put in any more. Cutter or no cutter, good ideas are good ideas.—Grocery World.

#### KNOWING ONE'S KIND.

A salesman needs something more than a knowledge of prices and styles. He may be expert in these and yet a failure. It is not always the man with the best fishing rod or the most expensive bait that catches the most fish. The successful angler studies his trout or his pickerel before he lands him. In fact, a knowledge of human nature is essential to success in any mercantile business. This is true in all departments of life and trade. You must know your man to get him, as the hunter knows the game he wants to bag.—New England Press.

**WATCH THE RUN OF SALES.**

THE large percentage of the total transactions in grocery stores which is made up of sales of sugar and other unprofitable staples, says Merchants' Review, renders it a duty of the highest importance that the grocer should carefully watch and stimulate as much as possible his sales of fancy groceries and the most profitable staples or semi-staples. It is commonly assumed that one-fourth of the sales of the average grocer are of sugar. This estimate is rather too liberal now-a-days, since the large increase in the production of canned goods, jams and jellies, cereal foods, and labor-saving proprietary goods took place, yet, owing to various causes, not a few dealers probably are selling an undue proportion of cheap staples and fully 25 per cent. of sugar.

The causes of this state of affairs are usually three-fold. The less profitable staples are pushed by being ruthlessly cut in price; the quality of the more profitable goods is not carefully maintained, and the grocer takes no means to discover how his sales are running or who it is, if anybody, that is buying some classes of goods elsewhere.

Some persons will buy all groceries except butter at the corner grocer's; others will patronize him when in want of everything except tea and coffee; others, again, run to the delicatessen dealer when in need of smoked meats, cheese, olives, olive oil, jams, jellies, crackers, and countless little items that help a grocer's profits when sugar and flour is selling at hard pan. The grand total of business thus lost is considerable, yet it is not an uncommon thing for the sufferer to take it all as a matter of course and regard his own experience as similar to that of thousands of other grocers.

The prudent dealer watches the run of his sales, and notices whether a customer takes too much sugar and too little tea, etc. He watches the quality of his goods, also, and endeavors to learn from customers whether they are satisfied or not, and if not, why not. He does not make the blunder of attempting to draw trade by cutting the price of sugar, and then repel it by exorbitant rates and poor quality in other branches of the business.

**DEATH OF MR. ALF. VICK.**

Mr. Vick, a prominent and highly-esteemed grocer of Orillia, died suddenly last week at Guelph Hospital. For some time his health had been failing, and continued illness brought on spells of melancholia. At a physician's advice he had for a little while been taking a complete rest, but even the removal of the strain of busi-

ness could not repair his broken health. He was removed to Guelph Hospital as a last hope, but he gradually became weaker and died last week.

Mr. Vick had always enjoyed the confidence of his customers and employes, and the large funeral testified to his popularity. He was associated with his father's grocery business early in life, and by his constant attendance to business obtained a splendid financial standing in the commercial world. He had often been advised by relatives and friends to give himself the needed rest, but while recognizing the need of it, he never seemed to be able to stay away long enough from his business to take it.

**THE CURRANT SITUATION.**

Hancock & Wood, of Patras, Greece, write as follows: "In our last report, which was dated March 1, we put down total shipments of currants at 124,539 tons, and stocks available for shipment at 11,400 tons. These figures have proved nearly correct. The stirring events of which this country has been the scene during the past two months have naturally occupied people's mind to the exclusion of all other topics, and business has been almost neglected. Luckily for currant growers, war operations have been entirely restricted to the province of Thessaly, where no currant plantations exist, and we can state that the future currant crop has been in no way affected by the war which has ended so disastrously for Greece, for the vineyards have all been carefully cultivated, notwithstanding the fact that so many men were called to serve under the colors. The currant vines look extremely healthy, and the fruit has set well and abundantly. The weather during May has been unusually cool and showery, and this has caused the 'Oidium' and 'Peronosporos' to appear sporadically in most districts, but up till now the damage is quite trifling, and it is hoped that with careful sulphuring these diseases may be entirely eradicated. The retention law for 1897 has not yet been voted, and it seems doubtful whether this measure will be brought into effect this year. The rumors set afloat some time since, that the Greek Government was contemplating the sale of the currants retained during 1895 and 1896 for eating purposes, are totally untrue; these currants can only be disposed of for distillery and wine-making purposes, and, if exported, must be turned into pulp or otherwise rendered unfit for eating purposes. The law prohibiting shipments of new currants before the 28th August has been done away with. The stock of currants in Greece is quite insignificant, and we doubt if it exceeds 1,500 tons."

**TRADE CHAT.**

Mr. J. F. Aitkin, recently of Waterford, but a former resident of Watford, has purchased R. Haskett's grocery and boot and shoe store of the latter place.

Mr. Albert Carter, formerly connected with the agency of the Dominion Express Co., Orangeville, and Mr. Matheson, Toronto, have formed a partnership and intend opening a confectionery and fruit store in Orangeville.

The retail grocers' clerks of Detroit have formed an association for the purpose of closing all the retail grocery stores on Sunday and at 7 o'clock in the evening on week days, with the exception of Saturday.

John Mouat, representing Gillard & Co., wholesale tea merchants, Hamilton, spent a few days in town on business and on a visit to his son, J. N. Mouat, immigration agent. Mr. Mouat has the distinction of being the oldest commercial traveler on the road in Manitoba.—Press, Dauphin, Man.

New counterfeit \$1 Dominion of Canada notes are in circulation. Lady Dufferin's portrait is poor, and the signature of T. D. Harrington is written on the counterfeit instead of engraved. "For Minister of Finance," "For Receiver-General," and "British American Bank Note Co." are omitted from the counterfeits.

S. Jessop, a prominent citizen of Blyth, Ont., has been arrested with his wife and mother-in-law, Mrs. McElroy, charged with conspiring to defraud creditors and receiving goods to defraud creditors. Last fall Jessop, who ran a general store, assigned to Richard Tew. His assets were found to be much less than his liabilities, and a search being made, original packages of goods were alleged to have been found hidden in Mrs. McElroy's house.

The crop bulletin of the Department of Agriculture, of Manitoba, shows that the area under wheat in the province is 1,290,882 acres; of oats, 468,411 acres; and of barley, 153,266 acres. The total area of all crops is 1,950,000 acres, or an increase of 30 per cent. over last year. There are 27,000 farmers in Manitoba, and the figures indicate that the old settlers are cropping as much land as ever, although going more into stock-raising, etc.

The first shipment of pineapples from Hawaii reached the city this week. The apples were very large, some of them weighing over ten pounds. It was an experimental shipment, but was so successful that a half carload is expected to reach the city to-day, having been ordered as soon as the venture proved satisfactory. The Hawaiian apples are very large and of delicious flavor and will bring the price down to 8 or 10c. a pound.—Winnipeg Free Press.

# ELEVEN CAR LOADS

represents the  
quantity of Heinz Pickles, Sauces, Baked Beans, etc.,  
which we have sold in nine months.

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PIQUANT --- APPETISING

**10 Gold Medals Awarded.**---A Sauce distinct from all others in its superior flavor, and able to stand on its own merits, not like so many of the numerous and trashy imitations, all aiming at one particular flavor, and not producing it. There is only one Gillard's New Sauce, and that the best.

SINGLE DOZEN, \$1.90.

BARREL LOTS, 12 DOZEN, \$1.75.

## Gillard's New Pickle

Used daily in all the principal hotels and restaurants throughout Great Britain.

2 DOZEN IN CASE.

Single case lots \$3.40 ; 5 case lots \$3.30

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## WHAT VICTORIA HAS DONE FOR CANADA.

WHAT Canada owes to the sovereign whose sixty years' reign the British Empire has been this week celebrating with so much enthusiasm and splendor remains for the future to reveal; and then perhaps only in part.

What we do know is comparatively little; but the little we do know confirms us in the opinion that "not half has ever been told."

Her nobility of womanhood, her wisdom and her ability par excellence as a ruler are more or less known to every British subject; but not so her views as an Imperialist.

Unlike the President of the United States, or even her impetuous grandson, the Emperor of Germany, Victoria never airs her beliefs, fads or fancies before the public. But, although she does not do what her contemporaries do, or what all her predecessors on the throne of England did to a more or less extent, she is as much a monarch as any one of them.

Practically all we know of her profession of faith as an Imperialist has come through the channels of private letters, mainly from Her Majesty to her representatives in the colonies and dependencies of the Empire.

Between forty and fifty years ago the opinion obtained among a great many eminent and able statesmen in Great Britain that the colonies and dependencies were appendages which the Motherland would be better without than with. And they tried hard and long to put their theory into practice.

For the loss of what is now the Transvaal and the Orange Free State these Little

Englanders, as they were called, were responsible.

In Canada, the cold shoulder which the British Government gave her induced several of the leading statesmen in the country to issue a manifesto favoring annexation to the United States. But, thanks to the better judgment of the people of this country, their efforts were abortive.

And thanks, too, to the influence of Her Majesty, both upon her constitutional advisers and her subjects in Canada, the ties which bound the North American colonies to the Empire have been gradually strengthening—and that, too, as our liberties have increased—until in this Diamond Jubilee year they are stronger and give promise of being more enduring than at any time since the cross of St. George was first planted on the shores of the North American continent. And Victoria has done most of the weaving which has strengthened these cords. God bless her!

Canada's parliamentarians may not be ideal tariff-makers, but they can get through, go in for a swim, and be out and dressed again before their confreres in Congress have scarcely begun their task.

## LOVE YOUR BUSINESS.

A man can no more be successful in a business he does not like than can a man be happy with a wife he does not love.

Enthusiasm is the power which impels men onward in any and every avocation. Without it men are lethargic. They will drift. But to pull against the tide they are as unable as they are unwilling.

Drifting, however, does not win the race, either in business or aquatic events. There must be the long pull, the strong pull, and the pull with vigor.

Men in business to-day have no easy task. There is a great deal to discourage and very little to encourage. There are foes within and foes without to contend against.

Under such conditions it is no wonder so many either fail altogether or eke out a mere existence.

The antidote for despair is enthusiasm, and the germ of enthusiasm is love for or pleasure in that business or avocation in which you are embarked.

Therefore, if you would succeed, get in love with your business.

## WHERE BUSINESS MEN ARE SCARCE.

AMONG the statements made at the recent meetings of the banks none should be given greater heed to than those of Senator George A. Drummond, vice-president of the Bank of Montreal, in reference to business men as legislators. The remarks to which we have reference were these:

Every reflective man must, I think, have arrived at the conclusion that we and our neighbors to the south have too much law making constantly going on, and the conviction is forced upon me that men of business are far too much disposed to abandon the political duties of every citizen to those less occupied with affairs than themselves, with the result which might be expected, that they only awake to a feverish period of remonstrance when they find their interests imperilled by legislation which might have been prevented at an earlier stage. Statesmen of all parties deplore the absence of men of weight and experience in finance, commerce and trade from the ranks of those available as originators of the commercial legislation of the country. It is a matter of common experience that a sense of relief is felt in the great centres of the country during the brief intervals when no active law-making is going on.

Mr. Drummond is a practical business man. He speaks not from hearsay, nor from reading the newspapers. He speaks from knowledge which he has acquired through association with the men who make and unmake the laws which govern the country.

Put a dunce among dunces and he will not recognize the ignorance of his associates. But put among them a man of scholarly attainments and he will soon discover what manner of men they are.

It is the same with regard to the business element in Parliament and in the Provincial Legislatures: It is only the practical business man who can analyze this element and perceive its weakness.

The present Parliament no doubt contains a larger business element than its predecessor. The crusade which THE CANADIAN GROCER carried on during the last general election, and for two or three years prior thereto, materially helped to wake up to a sense of their duty the business men of the country. And the increased number of business men there are in the House of Commons, yes, and even in the Senate, is the result of that awakening.

But the awakening was only partial. It was only one eye that the business interests of the country had open. If it were not so, there would have been to-day more business men in the House of Commons and fewer professional politicians and lawyers therein.

Nearly all the important laws on our

statute books are commercial in their character, either directly or indirectly, but the fathering of them and the nursing of them have developed largely upon either lawyers or professional men who thought they knew what they were doing. And the greatest bungler is he who thinks he knows how to do a thing; for the man who knows he is incapable of performing a certain thing refrains from essaying to do it.

What do lawyers and doctors, for instance, know about framing a Customs tariff? Yet they are nearly always the men who do the framing. Like a novice at chess, they make move after move, utterly in the dark as to the merits of their action, only to be time and again checkmated.

In many respects the present tariff is a great improvement over its predecessor. But the hand of the amateur, which is the hand of the professional politician, the lawyer, the doctor, et al, is by no means hidden. Those who had the framing of it no doubt did the best they could. But that is poor solace to the business interests of the country which have suffered thereby.

The mistake was made when the Government refused to delegate the drafting of the tariff to practical business men. Had this been done, not only would the tariff have been disposed of ere this, but less overhauling would have been necessary in order to put it into more perfect shape.

To analyse an intricate point in law people call in a lawyer; to diagnose a disease they secure the services of a doctor. Why, then, should we not employ practical business men to manage the business of the country?

There is no sound reason why we should not. But we do not, chiefly because the most of us are more concerned about the success of our respective party than we are the welfare of the country, or rather the exigencies of party blind us to the interests of the country.

Were the banking institutions of the country to exercise as little discretion in making appointments to their directorate board as the electors of the country do in selecting men for the still more important duty of governing the country, it is a sorry plight they would soon be in. And just as long as these conditions obtain will there be reason for such remarks as those made by Senator Drummond, quoted above.

There may be too many men in business, but there are not enough business men in Parliament. The remedy for this state of affairs is largely with business men themselves.

The Diamond Jubilee seems to have been a sort of loom which has woven the British Empire into a pretty strong harmonious whole.

#### MOVEMENT TO ATTRACT BUYERS.

THE grocers and manufacturers of New York City recognize that the excursion rates granted at the time of the Grant Memorial celebration brought to their places of business a large number of buyers. This fact caused a number of these merchants to form an association whose object is to attract custom from the interior.

They claim that since New York has the largest value of imports of the ports of the United States it has the greatest assortment of goods, and that retailers will willingly go to the city once or twice a year, provided they can obtain excursion rates. The faith of the promoters of the scheme has been strengthened by the reports of their travelers who have made diligent enquiries as to the feeling of the merchants of the interior, and who report that the merchants are in sympathy with the scheme.

Already the Joint Traffic Association has been induced to grant a special excursion rate of a fare and a third for a period of 30 days in the fall. The railway companies not only wish to assist the merchants, but they are of the opinion that whatever is lost in fares will more than be made up by extra freight.

The company is to be known as the Merchants' Association of New York, and in its articles of incorporation we read that its object is also to reform abuses affecting the business and financial interests in New York and elsewhere, to secure freedom from unjust exactions, to diffuse accurate and reliable information with regard to the same, and to procure a combined friendly co-operation among its members.

It is estimated that \$50,000 will be needed immediately to distribute information. An advisory board has been provided for, which will be constituted of one or more members in each trade represented in the association, who are to proceed at once to raise funds.

#### A SLUMP IN TEA.

THE grocery trade in the United States appears to have lost hope in the imposition of a duty on tea. Naturally, with the loss of hope has come a loss in value, wholesalers across the line having reduced prices to induce buying.

It will be remembered that when the Finance Committee of the Senate submitted the tariff bill to that body early in May last it contained a clause which fixed a duty of 10c. per lb. on tea entering the United States. As yet the Senate has not reached this particular clause, but it is the general opinion that when it does it will erase it altogether.

When the draft bill of the Senate was made public a speculative demand for teas of all kinds, particularly Japans and greens, was induced. In Japan, where the market had only opened a few days before, prices advanced appreciably, putting values for the early teas altogether beyond the reach of Canada.

But what interested Canada more than anything else was the demand from the United States for teas held in this country. In anticipation of the Dominion Government putting a duty on tea for revenue purposes, nearly every grocer, wholesaler and retailer, bought heavily. And when buyers from the United States began to look around in our markets holders were only too glad to sell, and sell they did.

The result is that where a few weeks ago wholesalers in Toronto, Montreal, Hamilton, London and other places were in uneasy circumstances regarding tea, to-day they are in easy circumstances.

Speculators in the United States appear to be now wearing the uncomfortable boot.

#### CALIFORNIA PRUNES.

Concerning prunes The California Fruit Grower says in its issue of June 12, just received here: "There are very few prunes left in the state. Dealers are picking up all the small lots offered, as the jobbing trade will require everything in sight between now and arrival of new crop prunes. Reports regarding the growing crop continue favorable and a fair yield is expected. Our advices from Budapest under date of May 19 indicate a large crop of prunes in Bosnia and Servia. The stocks of crop of 1896 are

reported light, not sufficient for trade requirements until new fruit crop comes to hand. Reports from France indicate only an average crop. Shipments from San Jose for the two weeks ending June 5 were 74,880 lbs., making the total overland movement for the season 37,637,010 lbs."

#### SOUTHERN POTATOES DEAR.

What are broadly termed Southern potatoes are on the Toronto market this week. The wholesale price for them is pretty high, being \$1.50 per bushel. The opening price last year was \$1.15 per bushel, or over 30 per cent. lower than the figures now ruling.

The crop of Southern potatoes is unusually light this season, particularly in the far South.

The receipts of Southern potatoes in New York, according to The Journal of Commerce of that city, have been much smaller this season than usual, and, with demand fairly active, values have been well sustained throughout most of the season, the market being free from serious breaks, which usually occur at this time of year.

Interest in Canada in the market for Southern potatoes is greater than it otherwise might be from the fact that the crop in this country is expected to be much later than usual.

#### SEVERN'S ADVERTISING POINTS.

The ad. that says little gets the credit of implying more.

If you would run down the character of the wares offered in your ad., extravagantly overpraise them.

Think well while writing the ad. and you will not have occasion to think badly after it is printed.

Truth in the ad. means saying what the writer really thinks about his goods.

Two good advertisers can thrive in a town better than one non-advertiser.

The ad. that would appeal to you most forcibly as a reader is the one to use.

The unsuccessful advertiser is useful as a sign post, telling the road not to follow.

The ad. should be like a watch; every part of it should be a wheel to make the whole go.

Though the seasons remain stationary, your ad. should be changed often to be seasonable.—Ad. Sense.

#### A PROFIT-SHARING SCHEME.

**M**ANY employers who desire to create a good feeling and to benefit their servants are experimenting on practical profit-sharing schemes. Although they cost the managers many hundreds of dollars a year, they hope that the money will now be made up by the increased intelligence and determination of the men to turn work out in the best possible manner, to do all they ought to prevent waste, and see that as much and not as little as possible is done for wages received.

A scheme introduced into practice by Richmond & Co., London, England, is interesting to those who study the subject. Briefly, it is as follows: If the dividend is less than 6 per cent. on ordinary shares, no bonus; if the dividend is 6 per cent. bonus to be 3 per cent.; and for every further 1 per cent. declared to shareholders, half per cent. to be distributed to employes. Suppose a man earned 44s. to 45s. per week, he would receive under this scheme £3 in cash, paid into the local savings bank, but at his absolute disposal, and £3 in three £1 fully paid 6 per cent. preference shares at par, and at present worth 25s.

These cannot be sold without the consent of the directors unless the owner is leaving the service.

A committee of management is to be formed to consist of the manager and five members elected by the board, and also six member selected by the employes. This committee is not only to discuss the payment of profits, but is also to deal with the increase of profits, and make suggestions for the general good.

#### SAVE GAS AND SPOIL TRADE.

The writer took a walk down Ninth avenue Saturday night to make a few observations, says a member of the staff of The N. Y. Retail Grocers' Advocate. He reached the following conclusion: That a tradesman, especially on an avenue, in whatever line, cannot have his store lighted too much on Saturday night. An illustration of the above I saw in an up-town corner cheap store, owned by the parties when the writer was a greenhorn, looking as dark and dull as a country store in Oshkosh on a rainy night, and not a soul in it; while a half block further down the avenue, on the same side, another cheap store (the owner has nine or

ten) was crowded to the doors. But there was light—lots of it—light to spare—and that drew the crowd. I saw several other instances, ten minutes later—same conditions—same effect. Save the gas and spoil the trade.

#### WEST INDIAN SUGAR COMMISSION.

A deputation consisting of representatives of the sugar refineries in London, Greenock, Liverpool and Bristol recently waited upon the West Indian Sugar Commission at their offices in Westminster. The deputation urged that whilst the consumption in the United Kingdom from 1881 to 1896 increased 447,440 tons, or 44 per cent., and per head from 63 lbs. to about 78 lbs., the United Kingdom refiners in the ten years, 1884-1894, instead of participating in the increased consumption, turned out 219,226 tons, or 26 per cent. less; and whereas from 1881 to 1896 the imports of foreign refined sugar increased 599,736 tons, or over 430 per cent., the imports of raw beet increased only 111,349 tons, or 33 per cent., and the imports of cane sugar decreased 216,261, or 36 per cent. The average price of refined sugar imported in 1881 was £28 18s. 8d. per ton, whereas in 1896 it was only \$13 11s. 8d., a decrease of £15 7s. per ton. The average price of raw beet and cane sugar in 1881 was £21 17s. 9d., and in 1896 it was £10 16s. 11d., a decrease of £11 0s. 10d. per ton. In 1884 United Kingdom refiners turned out 84 per cent. of total consumption, and in 1894 only 42 per cent.; in other words, the refiners in 1894 turned out 623,552 tons, whereas the proportion, if maintained, should have been 1,218,370 tons.

#### SHIPMENTS OF CURRANTS.

From the beginning of the season to June 5 the shipments of currants from Greece to consuming markets amounted to 138,246 tons, against 152,180 tons for the same period last year. This season London received 31,194 tons, against 33,003 tons in 1896, Liverpool, 22,984 tons and 18,722 tons, United States, 11,622 and 12,326 tons, Canada, 1,220 and 1,446 tons, France, 5,657 tons and 24,942 tons, North of Europe, 30,559 tons and 29,969 tons, Trieste, 3,147 tons and 3,315 tons, Australia, 2,672 tons and 1,755 tons, Russia, 21,553 tons and 20,531 tons, and the English out-ports, 7,638 tons and 6,171 tons, for the two seasons to June 5 respectively.

# FUN AMONG THE MATCHES

RETURNED  
Aug 13/97



PUBLISHED BY  
**BRYANT & MAY**  
LONDON

**ROBERT GREIG & Co**  
SOLE AGENTS FOR CANADA  
MONTREAL

A highly interesting book of puzzles illustrated in many colors. Dealers will be supplied free with copies for distribution to their customers with each shipment of goods from us.

“Fun Among the Matches” will afford pleasure to both old and young.

## Lorimer's

**Worcester Sauce**--Cheapest and best.  
**Sandringham Sauce**--Piquant and pure.  
**Rennet Powder**--The most convenient and economical form of rennet.

**ROBERT GREIG & CO., Montreal**

Famed the World Over

FOR

**Pickles**

**Jams**

**Maconochie Bros.**

.. London

**Preserved Fish  
Fish Pastes**

Etc.

**ROBERT GREIG & CO.**  
MONTREAL

Import Agents for Ontario and Quebec

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

TORONTO, June 24, 1897.

### GROCERIES.

**T**HIS verily has been a holiday time, for although the holiday proper was but of one day's duration it has practically lasted several days. As one wholesaler remarked: "It is Jubilee and not business that everyone is talking." One thing is certain, the Jubilee celebration has been receiving more attention than business. It is, however, between the seasons in most staple lines, and business would naturally be quiet at this time of the year. As far as the fall trade is concerned nearly everyone appears to expect that it will be fairly good. Several houses have within the past week received shipments of new season's canned lobster, and the demand in this line is fairly good. There have been some transactions in canned salmon for future delivery, but it appears to have only been done on concessions being made. Teas are neglected. The situation in regard to sugar is much about the same as a week ago.

### CANNED GOODS.

There has been during the last few days some pretty big buying of canned salmon for future delivery, but the orders were secured only on concessions being made. The brands, it should be noted, were not those known as the standard leading brands. At the same time, however, the quality is held to be good—prime. Outside these par-

ticular brands there has been little or nothing doing in new season's canned salmon. Present stocks of "Horseshoe" are not expected to last wholesalers until the new pack comes in. Most of the houses have, during the past week, received supplies of new season's canned lobster. And there is a good demand at firm prices. Tomatoes and peas continue in good demand at firm prices. We quote: Tomatoes, 75 to 85c.; corn, 50 to 75c.; peas, 75 to 85c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.25 to \$1.40; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$2 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.65 to \$2.25; salmon, "Horseshoe," \$1.50; ditto, new season's, to arrive, \$1.25 in 5-case lots and \$1.30 in less quantities; cohoes, \$1.10 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.40 to \$2.50 for tall tins; 1-lb. flats, \$2.70; ½-lb. flats, \$1.60 to \$1.70; Canadian canned beef, 1's, \$1.20 to \$1.30; 2's, \$2.25 to \$2.40; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

### COFFEES.

The market is quiet. The markets, both on this continent and in Europe are rather easy. Jobbers quote green in bags as follows: Rio, 13½ to 15½c., 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.

There are a good many syrups to offer, but there is no enquiry. We quote: Dark, 23 to 25c.; medium, 28 to 35c.; bright, 32 to 42c.; corn syrup, 3 to 3¼c. per lb.

### MOLASSES.

The market is quiet and uninteresting. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

### SUGAR.

There does not appear to be any change in the situation as far as the Canadian market is concerned. Although stocks of sugars in the hands of speculators are getting into smaller compass, there is still enough to supply wholesalers' demands, although the local representatives of the refineries report a better enquiry for yellow sugars. Some yellow sugars from Scotland are being offered on the Toronto market this week. Whether any transactions have taken place we are unable at the moment to say. The Canadian refiners are still holding to their figures. Since our last there has been a further slight advance in New York in a couple of grades of refined sugar, and the refiners there are taking raws freely at the present quotations. In London both cane and beet rule firm. Local

## BUTTER TUBS

....Ex Warehouse or direct from Factory

Prompt Shipment  
Best Goods . . .

**WALTER WOODS & CO.**

HAMILTON

### DRINK : : :

## :: Chocolate for Breakfast

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

### CHOCOLAT MENIER



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.

## ONE TENTH

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

## "SALADA"

CEYLON TEA

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

## P. C. LARKIN & CO.

25 Front Street East - - TORONTO  
318 St. Paul Street - - MONTREAL  
15 Niagara Street - - BUFFALO  
347 and 349 Fifth Ave. - - PITTSBURG



# SURPRISE SOAP

MAKES

## CHILD'S PLAY ON WASH DAY

Easy, Quick Work . . .  
Snowy White Clothes

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

The experience of thousands for years is the proof.

BRANCHES—

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

**THE ST. CROIX SOAP MFG. CO.**

ST. STEPHEN, N.B.

wholesalers' quotations are: Granulated—St. Lawrence and Redpath's, 4 7-16c. for single barrel lots and 4 3/8c. for 5-barrel lots; Acadia, 4 3/8c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3 3/8 to 4 1/8c. per lb.; German granulated, in 100-lb. sacks, 4 1/8 to 4 1/4c. per lb.; Demerara crystals, 3 3/8c.

SPICES.

Trade is fairly good and prices are well maintained. We quote as follows: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb cans; ditto, whole, 10c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 17c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

NUTS.

Tarragona almonds are firm in the primary markets, and advices state that the crop of Sicily shelled almonds will be short and prices are higher in the outside markets. Grenoble walnuts are also firmer in the primary markets. We quote as follows: Brazil nuts, 11 to 12 1/2c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds,

9 1/2 to 11c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 1/2c.; Marbot walnuts, 9 1/2 to 11c.; Bordeaux walnuts, 8 to 9c.; Sicily filberts, 10c. for sacks and 10 1/2 to 11c. for small lots; Naples filberts, 11c.; pecans, 12 to 12 1/2c.

RICE, TAPIOCA, ETC.

The market is quiet and unchanged in the undermentioned lines. We quote: Standard "B," broken lots, 3 3/8c.; 1 to 5 sacks, 3 3/4c., and 5 sacks and over, 3 5/8c. per lb.; Japan, 5c.; Patna, 4 3/4 to 5 3/4c.; tapioca, 3 1/4 to 4 1/2c.; sago, 3 1/2c.

TEAS.

The market is probably less interesting than it has been for some time. Business is almost at a standstill. A cable received in Toronto on Monday from Yokohama shows that prices on certain standards of Japan tea are about one cent per pound higher than similar standards could have been bought for a year ago at this time. Buyers here are, however, inclined to delay their purchases in expectation of lower prices. Mail advices from London under date of June 11, state that 8,301 packages were brought forward during the last auction, the sale passing with good spirit without material change in quotations, except for the higher grades of good liquoring tea, prices for which showed

a tendency to improve. 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.

Nothing new has developed in the current market during the week. Prices are still firm and the demand good. We quote: Provincials, 4 7/8 to 5c. in bbls.; ditto, half-bbls., 5c.; fine Filiatras, in bbls., 5 to 5 1/8c.; do., half-bbls., 5 to 5 1/8c.; Patras, 5 3/4 to 6c. in bbls., 5 3/4 to 6c. in half-bbls., and 5 3/4 to 6c. in cases; Vostizzas, cases, 7 to 8c.

A good many Valencia raisins have been sold during the week, although it appears to have been largely lots offered at special prices. We quote: Off-stalk, 4 1/2c.; fine off-stalk, 5 1/2 to 6c.; selected, 6 to 6 1/2c.; layers, 6 1/2 to 7c.

California loose muscatel raisins are only moving slowly. In New York the current report is to the effect that the carry-over will be greater than a year ago. We quote: 3-crown, 7 1/2c.; 4-crown, 8 to 8 1/2c.

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

**BUTTER AND EGGS**

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

**J. A. McLEAN,**

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

They were awarded First Prize at the

**WORLD'S FAIR**

**Brown's "Lepreaux" Brand**

**CANNED CLAMS**

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

Packers' Agents **NORTHRUP & CO.**

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

**VINEGARS**

Made under Government Supervision. Absolutely pure.

**BADGEROW SCOTT & CO.**

79 and 81 JARVIS ST. TORONTO.

**TO CANADIAN MANUFACTURERS AND IMPORTERS**

If not represented in WINNIPEG

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

**E. NICHOLSON**

124 Princess Street, Winnipeg, Man.

Successor to

**W. F. Henderson & Co.**

Wholesale Commission Merchants and Brokers.

14 years' experience.

Established 1882

**ORANGES AND LEMONS**

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

**CLEMES BROS., - Toronto**

51 Front Street East.

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

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

California evaporated fruits are neglected. We quote: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

Prunes are quiet and unchanged. We quote as follows: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

**GREEN FRUITS.**

The market continues active in all lines. Dealers are devoting their entire attention to Canadian fruit. Good Canadian strawberries are on the market this week. California fruits are expected to arrive in car-load lots next week. New potatoes are now on the market. We quote: Oranges—Valencias, ordinary, 420's, \$6 to \$6.25 per case; large 420's, \$7 to \$7.50; Messinas, \$3.25 to \$4 for 200's, \$3.50 to \$4 for 300's, \$2 for 80's, \$2 to \$2.25 for 100's, \$2 to \$2.25 for 120's, \$2.25 for 150's, \$2.25 to \$2.50 for 180's; blood oranges, \$2.50 to \$3.50 per half box. Lemons, \$2 to \$3.50. Cocoanuts, \$4.50 a sack and 60c. per doz. Onions, 3½c. per lb. for Egyptians. Bananas, \$1.35 to \$1.85. Pineapples, 7 to 12c. each. Strawberries, 6 to 10c. per quart. New cabbage, \$1.90 to \$2.25 per crate. Mississippi tomatoes, \$1.10 to \$1.25 per case of 4 baskets. Green beans, \$1.50 per basket; wax beans, \$2 per basket. Green peas, \$1.25 per basket. Watermelons, 35 to 40c. California apricots, \$2 to \$2.25; do. cherries, \$1 to \$1.25; California peaches, \$1.75 to \$2 per box.

**FISH.**

Trade has considerably improved in fish and the demand is good. Dealers are not troubled so much now in the matter of getting rid of receipts. Prices are about the same as a week ago. We quote as follows: Pickerel, 6c. per lb.; pike, 5c. per lb.; whitefish, 6c.; trout, 6c.; perch, 3c. per lb., fresh herring, 3½c. per lb.; haddies, 7½c. per lb.; Labrador herring, \$3 to \$4 per bbl. and \$2.25 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per

**ARTICLES FOR SALE.**

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

IF YOU WANT TO

**ADVERTISE anything, ANYWHERE**

in Canada, we can do it for you.

MacLEAN PUBLISHING CO. Ltd.

ADVERTISING DEPARTMENT

MONTREAL TORONTO

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.**

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**CANADIAN TOMATO CHUTNEE**

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

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

**MORROW & EWING**

General Commission Merchants

13 St. John St., MONTREAL

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

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

also have on hand full lines of

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

Samples and particulars on application. Wholesale supplied only.

**BUTTER**

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

**EGGS STEADY AT 9 TO 9½c**

**Rutherford, Marshall & Co.**

62½ Front St. East, TORONTO

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

We make the **Best Biscuits**

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

**Jas. McLauchlan & Sons**

*Biscuit  
Manufacturers*

**Owen Sound.**

half-bbl.; boneless fish,  $3\frac{1}{2}$  to 4c. per lb.; pure cod,  $6\frac{1}{2}$  to  $6\frac{3}{4}$ c. per lb.; ciscoes, \$1.25 per 100; fresh water herring (heads off), \$2.50 per keg.

**BUTTER AND CHEESE.**

**BUTTER**—Dealers report large receipts in tubs. There is little local demand, and there is still much going into storage with some firms. The large rolls have stopped coming forward. We quote: Dairy—Tub, 11 to 12c. for best, and others, 7 to 8c.; pound prints, 10 to 12c. Creamery continues dull. Tubs, 16c.; prints, 16 to 17c.

**CHEESE**—The market continues steady. Some factories are now willing to sell a shade lower, but exporters do not seem to be inclined to a lowering of prices. The make continues large and the prices are about the same. Factory price,  $8\frac{1}{4}$ c., jobbing price,  $8\frac{3}{4}$  to 9c. Old cheese steady at  $11\frac{1}{2}$ c.

**PROVISIONS AND DRESSED HOGS.**

Demand has continued active in all lines of pork products. Stocks are light, and some lines are completely exhausted. Live hogs are not plentiful, and prices are firm at \$5.60 to \$5.65 for light weights. Smoked meats have risen slightly.

**DRY SALTED MEATS**—Long clear bacon,  $7\frac{1}{4}$ c. for carload lots, and  $7\frac{1}{2}$  to  $7\frac{3}{4}$ c. per lb. for ton lots and cases; backs, 8c.

**SMOKED MEATS**—Breakfast bacon, 11 to  $11\frac{1}{2}$ c.; rolls,  $8\frac{1}{2}$ c.; hams, large,  $10\frac{1}{2}$  to 11c.; medium and small,  $11\frac{1}{2}$  to 12c.; shoulder hams, 8c.; backs, 11 to  $11\frac{1}{2}$ c.; all meats out of pickle, 1c. less than above.

**LARD**—Pure Canadian, tierces,  $6\frac{1}{2}$  to  $6\frac{3}{4}$ c.; tubs,  $6\frac{1}{2}$  to  $6\frac{3}{4}$ c.; pails,  $6\frac{3}{4}$  to 7c.

**BARREL PORK**—Canadian heavy mess, \$13 to \$13.50; Canadian short-cut, \$14 to \$14.50.

**COUNTRY PRODUCE.**

**BEANS**—The market is still dull. We quote mixed at 40 to 50c. and hand-picked at 60 to 65c.

**DRIED APPLES**—The market remains

dull. The idea as to price is 2 to  $2\frac{1}{4}$ c. f.o.b. for good to choice fruit.

**EVAPORATED APPLES**—The market appears to have been pretty well cleaned out. The little export demand experienced a couple of weeks ago has been satisfied. The little fruit that is now wanted must be strictly sound. The ruling price f.o.b. at outside points is about 3 to  $3\frac{1}{2}$ c. for choice stock.

**EGGS**—The demand, as a general rule, continues equal to the receipts, but some houses have light and others heavy receipts. In small lots prices are a shade higher. We quote for fairly large quantities: No. 1,  $9\frac{3}{4}$  to 10c., and No. 2,  $6\frac{1}{2}$  to 7c.

**POTATOES**—During the week potatoes rose in price still further, but owing to the presence of new potatoes on the market, the old variety is being marketed freely and so the price has fallen slightly. Cars have been bought by dealers at 30c. lately, but during the week 35c. has been paid. Price out of store is 40c. a bag. New potatoes are \$1.50 per bushel.

**HONEY**—Quiet. We quote: Comb, 80 to 90c. per dozen for dark and \$1.50 to \$1.75 for light; strained, 6 to 7c. per lb.

**GRAIN, FLOUR, BREAKFAST FOODS**

**GRAIN**—Trade is rather brisk. Wheat has dropped a few cents. Oats and peas are in good demand and prices are firm. We quote: Red wheat, 67c.; white, 67c.; oats are in good demand at  $20\frac{1}{2}$  to  $21\frac{1}{2}$ c.; peas, 40c.

**FLOUR**—Business is still dull. We quote in carloads on track, Toronto: Manitoba patents, \$4.50; Manitoba strong bakers', \$4; Ontario patents, \$4 to \$4.45; straight roller, \$2.30 to \$2.35, Toronto freights.

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

**SALT.**

The trade continues brisk. Prices are unchanged. Quoted at Toronto, carload lots go at \$1 per bbl. and 60c. per sack; less than carload lots, \$1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

**HIDES, SKINS AND WOOL.**

**HIDES**—Cowhides: Dealers pay 8c. for No. 1, 7c. for No. 2 and 6c. for No. 3. Steerhides: 60 lbs. and up,  $8\frac{1}{2}$ c. for No. 1,  $7\frac{1}{2}$ c. for No. 2 and  $6\frac{1}{2}$ c. for No. 3.

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

**SHEEPSKINS**—We quote: 40c.; pelts, 45c.

**WOOL**—Dealers are paying 19c. for all wool that comes in this week, but there is every likelihood of the price being 17c. next week when the American tariff goes into effect.

**PETROLEUM.**

The usual spring trade makes the oil market rather brisk, with machine oil leading in demand. Prices are unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian,  $14\frac{1}{2}$ c.; carbon, safety,  $16\frac{1}{2}$ c.; Canadian water white, 17c.; American water white,  $17\frac{1}{2}$ c.; Pratt's astral, 17c. in bulk.

**MARKET NOTES.**

Smoked meats are  $\frac{1}{2}$ c. higher.

Scotch yellow sugar is being offered on the Toronto market this week.

New Tennessee potatoes have arrived and are being sold at \$1.50 per bushel.

Most of the local houses are this week in receipt of shipments of new season's canned lobster.

The Royal Dandelion Coffee Co., manufacturers coffee and baking powder; Toronto, has sold out to H. A. Liffiton.

**WE ARE  
PAYING  
CASH  
FOR**

**DRIED  
APPLES**



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

46 FRONT ST. E. **Toronto**



**“Kolona”** Ceylon Tea is the purest, most economical, healthiest and best package tea on the market. Every pound is guaranteed by us, and we will refund the money if not entirely satisfactory.

**Sultana Raisins**--We have a small shipment of very fine “Choice” Sultanas in 60-lb. boxes which we are offering at a low figure.

.... WRITE FOR SAMPLES.

**Pickles**--We are offering a splendid Pickle for a 10c. retailer in barrels six dozen, at **\$1.00 doz.**

## *The EBY, BLAIN CO. Limited*

Wholesale Importing and Manufacturing Grocers

TORONTO - - CANADA

### QUEBEC MARKETS.

MONTREAL, June 24, 1897.

#### GROCERIES.

WITH everyone thinking of Jubilee down here and nothing else, it is not surprising that the grocery market is dull, especially as there was positively no business transacted here during the two first days of the week. As a result, there is little news to give. Yellow sugar was asked for to some extent, but granulated is still more or less unsettled. Syrups are dull, and offers of Barbadoes molasses have been made at lower figures. Rice, spices and coffee continue much as they were a week ago. In tea the offerings of new crop Japan, being at rather high prices, have not attracted a very active demand. Canned goods remain much the same, also dried fruit and other lines.

#### SUGAR.

There has been a better demand for sugar during the past week, especially for yellows, and prices generally are steady except in the case of outside lots of granulated, which are not yet entirely cleared out of speculators' hands. For jobbing business, however, values rule steady at  $4\frac{1}{4}$  to  $4\frac{3}{8}$ c. for granulated, and  $3\frac{1}{4}$  to 4c. for yellows. In raw sugar the feeling of late has been rather steadier for cane, but beet has ruled easy.

#### SYRUPS.

There is no change in syrups. Demand is slow and the market dull at  $1\frac{3}{8}$  to  $1\frac{1}{4}$ c. per pound, as to quality.

#### MOLASSES.

Barbadoes still exhibits an unsettled tone and holders have offered round lots lately at a decline of 1c., 21 to 22c., ex wharf being asked. Holders of good prime stock, however, are not disposed to concede anything in the way of prices. Demand at present is very slow for all descriptions.

#### RICE.

A fair business is reported in rice, and prices exhibit no material change. We quote: Crystal Japan, \$4.50 to \$5; standard B, \$3.50 to \$3.75; Patna, \$4.50 to \$5; Carolina, \$6.75 to \$7.75; choice Burmah, \$4 to \$4.25, and Java kinds, \$4.25 to \$4.50.

#### SPICES.

There is only a limited demand for spices, and the market rules steady as last quoted. We quote: Black pepper, 10c.; pure white, 12 to 15c.; 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, 10 to 14c.; nutmegs, 60 to 90c.

#### COFFEES.

There has been no improvement in the coffee market, and business rules dull at the recent decline. We quote: Maracaibo, 15 to 19c.; Santos, 11 to 15c.; Rio, 11 to 14c.; Mocha, 22 to 24c., and Java, 22 to 25c.

#### TEAS.

The chief feature in the tea market has been the trading in new crop Japans, the arrival of which we noted last week. The prices asked on these goods are from  $2\frac{1}{2}$  to 3c. above buyers' views, so that demand has been backward for them. Holders are firm, however, and look for much higher values in the class of tea offered them than was realized last season. According to primary advices the settlements in Japan to date are 150,000 piculs, some 9,000 odd less than at the corresponding date last year. Business in old crop goods has been exceedingly light. We quote: Young Hysons, 13 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 12 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 21c. for mediums, 28 to 35c. for high grades; Indians and Ceylons,  $16\frac{1}{2}$  to 20c. for mediums, and 30 to 65c. for higher grades.

#### CANNED GOODS.

There has been little fresh news in the canned goods trade. Tomatoes continu

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

## DRIED FRUIT.

Valencia raisins are quiet and unchanged. We quote: Ordinary off-stalk, 5¼ to 5½c.; fine, 5¾ to 6c.; selected, 6¼ to 6½c., and layers, 6¾ to 7c.

California raisins have been asked for in a moderate way. We quote 6¼ to 6¾c. for 2-crown, and 7 to 7½c. for 3-crown.

Currants are firm and unchanged at 3¾ to 4c. in bbls., 4 to 4¼c. in half bbls., and 4½ to 4¾c. in cases.

Dates are quiet at 5 to 6c. and figs at 8 to 12c.

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

Evaporated peaches are offering at 10 to 11c., and prunes at 8 to 12c.

## NUTS.

The business in this line continues quiet. We quote as follows: Grenoble walnuts, 10 to 11c.; Brazils, 11c.; almonds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; and cocoanuts, \$3.50 to \$3.75 per 100.

## APPLES.

There are practically no apples to be had here now.

## DRIED APPLES.

Dried apples are featureless at 2 to 2½c. and evaporated at 3¾ to 4c., with some selected fetching 4¼c.

## GREEN FRUIT.

There has been little change in the green fruit market. Bananas are somewhat lower and California cherries have eased off rather. Other descriptions are unchanged. We quote prices as follows: Valencia oranges, \$4.25 to \$6 and blood, do., \$2.25 to \$2.75 per half-box; Messina, do., \$2.75 to \$3 per box; choice to fancy lemons, \$2 to \$2.75 per box, and common to good, \$1.25 to \$1.75; bananas, \$1 to \$1.75 per bunch; California cherries, \$1.50 to \$1.75 per box; pineapples, 4½ to 10c., and strawberries, 10 to 11c.

## COUNTRY PRODUCE.

EGGS—A fair jobbing business continues

to be done in eggs, and the tone of the market is steady with no change in prices to note. Selected near-by stock sold at 10½ to 11c.; ordinary No. 1 at 9 to 9½c., and No. 2 at 8 to 8½c. per dozen.

MAPLE PRODUCT—The offerings of maple product are ample for the season, as sales are slow. We quote: Maple syrup, 4¾ to 5c. per lb., and 45 to 55c. per tin; sugar, 6 to 6½c.

HONEY—Business in honey is exceedingly quiet and prices show no material change. White clover comb is offering at 10c., and dark at 7c.; bright extracted at 6½ to 7c. and dark at 4 to 5c. per lb.

BEANS—The demand is almost nil and prices are nominally unchanged at 55 to 60c. in car lots, and at 65 to 70c. in a small way.

## "Minute Tapioca"

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

## "Minute Gelatine"

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

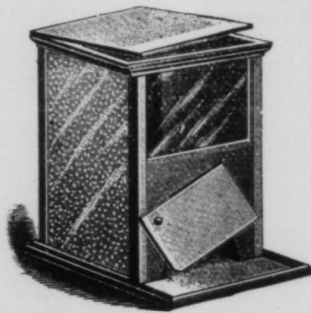
Manufactured and guaranteed by

WHITMAN GROCERY CO.

Manufacturers Grocery  
Specialties

Orange, Mass.

Samples Free.



MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.  
Manufactured by . . .

JOHN E. MARSHALL  
118 Commercial St.,  
Boston.

D. H. RENNOLDSON,  
Agent in Montreal.



## ENAMELLED MEASURES

In 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.

BOECKH'S  
HOUSEHOLD  
BRUSHES

are  
good things to have in  
stock when Brushes are  
most wanted—that's now  
of course. You can  
guarantee them—every  
way.

Brushes,  
Brooms,  
Woodenware.

Now  
They'll Want  
'Em.

We will stand back  
of every sale you make.  
This gives you a firm  
footing with your cus-  
tomers you see.

Boeckh's guarantee  
is good! Send a post-  
card for 127 page cata-  
logue—illustrated.

Chas. Boeckh & Sons  
Mfrs., Toronto.

**WANTED** Consignments of  
**BUTTER, EGGS & POULTRY**  
Quick returns guaranteed.  
**CHAS. J. GRAHAM,** Produce and Commission  
Merchant.  
88 Front Street East, TORONTO.

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

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

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

Cottams Seed is sold by all wholesalers.

**DAWSON & CO.**

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS,

32 WEST MARKET STREET  
TORONTO.

GEORGE McWILLIAM. FRANK EVERIST.  
TELEPHONE 645.

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

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.  
All orders will receive our best attention.

PURE  
**LARD**

.. OF THE ..  
**Best Quality.**

Special  
Prices  
This  
Week  
Get  
Our  
Figures.

IN  
**5 TUB**  
AND  
**15 PAIL**  
LOTS.

**F. W. FEARMAN - HAMILTON**

**FANCY  
ORANGES**  
All Varieties

TALLOW—Quiet at 1½ to 2c. for rough and 3 to 4c. for rendered.

POTATOES—Owing to increased receipts of late and falling off in the demand, an easier feeling has prevailed and prices have been reduced 5c. per bag, with recent sales of car lots at 40 to 45c. per bag.

ASHES—Prices steady at \$3 to \$3.10 for first pots, \$2.80 to \$2.85 for seconds, and \$4.40 for pearls per 100 lbs.

**PROVISIONS.**

There is no change in the provision market. The demand for all lines to-day was limited, and trade is quiet. We quote as follows: Canadian pork, \$13.50 per bbl.; pure Canadian lard, in pails, 6¼ to 7¼c., and compound refined at 5¼ to 5½c. per lb.; hams, 11 to 13c., and bacon, 11 to 12c. per lb.

**FLOUR AND MEAL.**

Business in flour has been slow and the market of a holiday character. We quote: Winter wheat patents at \$4.25 to \$4.40; straight rollers, \$3.75 to \$3.90, and in bags, \$1.85 to \$1.90. Manitoba strong bakers', choice, \$4; outside brands, \$3.65 to \$3.75, and spring wheat patents, \$4.25 to \$4.40.

There was no change in the feed market, prices being firm at \$10.50 for Manitoba bran, and at \$11.50 for shorts per ton, including bags.

The demand for rolled oats was slow and prices were unchanged at \$2.90 per barrel and at \$1.40 per bag.

**BALED HAY.**

A fair trade was done in baled hay at \$12 for No. 1, and \$10 for No. 2 per ton, in car lots.

**CHEESE AND BUTTER.**

The cheese market was irregular, with an unsettled feeling, and buyers were not willing to pay on spot what they were bidding in the country. For instance, the best bid here for finest Ontario white was 8½c., whereas a combination of 1,000 boxes realized that figure to-day at the factory. Colored cheese is scarce and at a premium, as evidenced by the higher prices paid for it at Iroquois. We quote: Finest Ontario cheese, 8½ to 8¾c.; finest Townships cheese, 8¾c.; finest Quebec cheese, 8¼c.

The butter market rules steady. Great difficulty is experienced at present in procuring finest creamery in 70-pound tubs, which are wanted at Bristol and Glasgow. The factorymen are all running to boxes. Trading in creamery on export account was put through for Glasgow at 16¾c. Dairy stock is not wanted at all. We quote:

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

**BROCK'S BIRD SEED**

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



**NICHOLSON & BROCK - TORONTO**

**E. T. STURDEE**

Mercantile Broker,  
Manufacturers' Agent,

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

**BUTTER**

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

**THE WM. RYAN CO. LIMITED**

70 and 72 Front St. East. TORONTO

**S. K. MOYER,**

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,  
TORONTO, ONT.

**PURE LARD**

MAPLE LEAF BRAND

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

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

Pork Packers and Commission Merchants,  
TORONTO, ONT.

Extra Fancy Lemons, Finest Ban-  
anas Grown, Pineapples, Straw-  
berries, Tomatoes, Etc., Arriving daily.

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

Finest creamery, 16½ to 16¾c.; seconds, 15 to 15½c.; dairy butter, 12c.

MONTREAL NOTES.

Commission men have offered round lots of Barbadoes molasses ex wharf at 1c. decline since last week.

The arrivals of new crop Japan teas, noted last week, are held here fully 3c. per pound above the generality of buyers' views. So far, about 1,000 packages have been received here. Cables from Japan give the settlements to date at 9,000 odd peculs less than last year.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., June 24, 1897.

THERE has been a rather better feeling in business, although the holidays have somewhat broken into the week's trade. St. John, the city of the loyalists, did credit to itself in its Jubilee celebration, Sunday and Tuesday being big days. The public buildings, banks and many business places were handsomely decorated, particularly the large store of Manchester, Robertson & Allison. In markets there is little change. The sugar market has been somewhat relieved by the selling of some 3,000 barrels to western points. Merchants are taking more interest in canned goods, but packers are the backward ones this season. Fresh salmon are holding up in price owing to the small catch at the north shore and Nova Scotia. The catch here is fairly good, so that the fishermen are getting something for their hard work.

OIL—While there is but a light demand for burning oil the price is fully maintained. The sale of lubricating oil continues good at firm figures. We quote: Best American burning oil, 18½ to 19c.; Canadian, 17¼ to 18c.; prime, 14½ to 16c.

SALT—Another cargo of coarse salt arrived this week. It contained some 6,000 bags. The market is now a full one with but light demand. Prices are easy. Sale of Canadian fine is large. We quote: Coarse, 44 to 46c.; Liverpool factory-filled, 95c. to \$1; Canadian fine, 95c. 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, \$2.60 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.

CANNED GOODS—This is one of the most interesting lines at present. Merchants are in some cases open to make offers at rather better prices than last season, but packers are backward. They look for higher prices. Tomatoes and corn are both expected to be smaller pack than last year. As the market

through Canada is about bare of tomatoes, quite an advance is looked for. As quite a quantity of last season's corn is still held, reduced pack will not so much affect this line. Dealers are open to buy last season's pack of corn, peas and tomatoes, but the latter are hard to get and their offers for corn are low. Gallon apples are offered low; also baked beans. There is but a limited demand. New California canned fruits are offered, but there is little or no sale here. Prices are low. Higher figures are looked for. Lobsters show no signs of going below the present high figures. New canned haddies are being received and quite a quantity are being shipped west. Prices are easy. Salmon for futures are easy, and buyers not anxious. We quote as follows: Corn, 65 to 70c.; peas, 80 to 85c.; tomatoes, 85 to 90c.; gallon apples, \$1.75 to \$1.80; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb tins, \$2.40 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.20; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.75 to \$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.25 to \$2.75; salmon, \$1.25 to \$1.40; lobsters, \$2.25 to \$2.50; 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—Each week brings more active business. Oranges tend higher. While the quality shows a falling off, it remains better than usual for the season. The sale is chiefly in Valencias. Lemons are firm. The lack of warmer weather affects the demand. Pineapples are rather lower and have increased sale. The Florida tomatoes are preferred to the California and bring better prices. Rhubarb shows large receipts, and is now at about the bottom price. Lettuce and cucumbers are both lower. California small fruits are now coming in. So far only apricots and cherries have been for sale here. The call for them is light. In strawberries those offered are still from the west, though our own should be on the market very soon. The shipment of wild berries in bulk to the United States market is large. Already the empties are arriving to be sent out into the country. In apples a few green ones from the States are seen. A few old are still in the market, and where quality is good fair prices are being obtained. We quote: Messina lemons, \$2.50 to \$3; oranges, Valencia, \$6 to \$6.50; Messina oranges, \$3.50 to \$4; blood oranges, \$2 to \$2.25; bananas, \$1.00 to \$2.25; lettuce, 20 to 30c. per doz.; pineapples, 10 to 12c.; strawberries, 13 to 15c.; rhubarb, ¾ to 1c. per lb.; cucumbers, 70c. per doz.; green apples, \$5; Florida tomatoes, \$2 to \$2.50; California tomatoes,

\$1 to \$2.25; California apricots, \$1.75; California cherries, \$1.50; cabbage, \$2.50 to \$2.75.

DRIED FRUIT—There is but little doing. Evaporated apples are higher and firm in the west, but show little change here. There are fair stocks. There are quite a few dried apples held here. They cost holders too high, being taken in exchange for goods. There is no sale whatever. They might be moved at about ¼ to 1¾c. Onions are rather higher. The only kind in the market, except a few Bermudas, are Egyptian onions. The stock of raisins is light and values easy. We quote as follows: Valencias, 5¼ to 6c.; California L. M. 3-crown, 6¾ to 7c.; London layers, \$1.75 to \$2; currants, cases, 5½ to 5¾c.; bbls., 5 to 5¼c.; cartoons, cleaned, 7¾ to 8c.; bulk, cleaned, 6½ to 7c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples 3 to 3½c.; evaporated apples, 4¼ to 4½c.; onions, 2¾ to 3c. per lb.; Bermuda onions, \$2.50 per crate; coconuts, \$3.50 to \$3.75 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.; Valencias, layers, 6½ to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 7¾ to 8c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—Granulated sugar still keeps low in this market, though the situation has been somewhat relieved by upward of 4,000 bbls. being sold, almost all of which went west. Refineries are quite firm, and with the berry season approaching, higher prices are expected. Yellows are firm. We quote: Granulated, 4 to 4¼c.; yellows, 3¼ to 3½c.; Paris lump, 5¼ to 6c.; powdered, 5½ to 6c.

MOLASSES—The market is still in ball shape, except for Porto Rico. Stocks of the latter are not large. Another cargo is, however, on the way. Prices are firm and may go higher, the chief demand being for this grade. Barbadoes is dull and except for the best, the price is low. Other kinds are hard to move. There is little or no syrup selling. We quote: Barbadoes, 22 to 24c.; Porto Rico, 25 to 28c.; New Orleans, bbls., 25 to 27c.; Antigua, 22 to 23c.; syrup, 36 to 38c.; St. Croix, 20 to 22c.

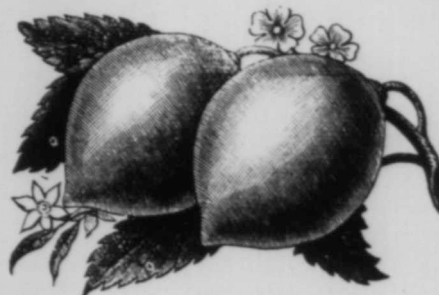
DAIRY PRODUCE—Eggs continue to stiffen in price, and no over supply. There is good steady demand. It begins to be a question of quality now. Butter is coming in more freely. There is fair sale at quotations. If the quality of the great bulk of the butter could be improved it would very much improve the price. Cheese are lower, our own factories now supplying the trade. Prices are now where they will be more steady. We quote: Dairy butter, 15 to 17c.; creamery, 18½ to 19c.; prints, 20 to 21c.; eggs, 9½ to 10c.; cheese, 10 to 10½c.

# ROSE'S

WEST  
INDIA

## LIME JUICE

Is DELICIOUS,  
WHOLESOME  
and REFRESHING.



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

Agents for Canada,

LAW, YOUNG & CO.

MONTREAL.



### The Club Coffee

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

Ewing, Herron & Co.  
Coffee and Spices  
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

## TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds.

Once Tried Always Used.

BALFOUR & CO., HAMILTON

To Celebrate

### JUBILEE YEAR

We put upon the market

## Sterling Pickles

A brand made only by ourselves. Attractively bottled

"Sterling" in red on every label

T. A. LYTLE & CO.

Vinegar Manufacturers

TORONTO

## Canned Salmon

HORSE SHOE - FLATS  
" " - TALL  
BEAVER  
MOSS ROSE

The leading brands at lowest prices.

Special quotations for round lots.

WARREN BROS. & CO.  
TORONTO.

## Extra Choice

Hams Bacon  
Pure Lard  
Mess Pork

PARK, BLACKWELL & CO. Limited

Pork and Beef Packers,

TORONTO

The Coffee  
with a  
PAST  
PRESENT  
FUTURE

## Excelsior Blend

Satisfies the most Fastidious.

Todhunter, Mitchell & Co.

Coffee Importers and Roasters

TORONTO

BUY

## Ivory Bar Soap

THE BEST MADE

## LOBSTERS...

NEW CATCH

NOBLE'S "CROWN"

XXX 1-lb. Flat Tins.  
" 1/2-lb. " "  
" 1-lb. Tall "  
XX 1-lb. " "

NOW IN STORE.

PERKINS, INCE & Co.

TORONTO.

**FISH**—Fresh salmon are still the active feature. Prices are well above last year's figures, and likely to be well maintained for some time. The chief reason is the short catch on the north shore of this province and in Nova Scotia, at present the catch running between 300 and 400 per day. The catch of shad is over, and the same may be said of gaspereaux. About the usual quantity of the latter have been packed as alewives, namely about 12,000 barrels. Last season the pack was large, being about 15,000. These are chiefly sold to New York houses for shipment south. Packers are now waiting for offers. The market is easy. In dry cod new are coming in more freely and the price is low. In dry pollock there is very little doing. Such demand as there is for these fish is largely in the fall. Pickled fish are dull, as are smoked. Very few of the latter are coming in at present. Lobsters are still scarce and high. The halibut season is about over, and prices are moving up. We quote as follows: Large cod, \$2.75 to \$3; medium, \$2.50 to \$2.65; pollock, \$1 to \$1.10; bay herring, \$1.25 to \$1.30 per half-bbl.; smoked, new, 6 to 7c.; shad, half-bbl., \$4.50 to \$5.50; boneless, 2½ to 8c.; Barrington, \$3 per bbl.; Shelburne, \$3 to \$3.25 per bbl.; lobsters, 4 to 10c. each, small; gaspereaux, 50 to 60c. per 100; halibut, 8 to 9c. per lb.; salmon, 11 to 12c.

**PROVISIONS**—There continues to be a fair demand for barrel pork at low prices, rather more mess selling than clear. In beef there is a better sale than for pork, but nothing large. Lard is low, and market well supplied. There are but light sales in smoked meats or compound lard. We quote: Clear pork, \$13.50 to \$14.50; mess, \$12 to \$13; plate beef, \$12.50 to \$13.50; hams, 11½ to 12½c.; rolls, 8½ to 9c.; pure lard, 7¼ to 7¾c.; compound, 6½ to 7c.

**FLOUR, FEED AND MEAL**—The feeling in flour is still easy, and prices are rather lower this week. There is a fair sale. Oatmeal is firm, but shows no change in price. Oats are rather higher. Cornmeal is being sold by our millers at close figures. There is a large sale. Beans continue to be quoted higher west, but owing to large stocks here and a not very active demand, there is no change in quotation. Hay is in improved demand and prices are better. Quite a little lot of hay is being received from Nova Scotia. Barley and split peas are low. We quote: Manitoba flour, \$4.80 to \$5; best Ontario, \$4.45 to \$4.50; medium, \$4.20 to \$4.30; oatmeal, \$3.35 to \$3.40; cornmeal, \$1.75 to \$1.80; middlings, car lots, in bulk, \$15 to \$16; bran, do, do, \$14.50 to \$15; hand-picked beans, 85 to 90c. prime, 70. to 80c.; oats, 32 to 33c.; hay, \$12 to \$12.50

barley, \$2.75; round peas, \$1.15; split peas, \$2.85 to \$3; yellow eye beans, \$1.50; timothy seed, Canadian, \$2 to \$2.25; do. do., American, \$1.75 to \$2; clover, 8¾ to 9c.; alsike, 8½ to 9c.

#### ST. JOHN NOTES.

Commercial travelers will be pleased to learn that the Mansard House at Petitcodiac is again open.

The C.P.R. is now quoting lower rates on flour from the west to meet those by teamer from Montreal.

James Patterson daily ships west some of the finest salmon caught here. He finds it difficult to fill his orders.

Myers Bros., of Montreal, are about to start a retail branch of the jewelry and fancy goods business in St. John.

W. A. Stewart is now receiving market quotations several times a day from J. R. Wilahd & Co., of New York.

The new English dye soap "Maypole" is being introduced into this market by Vivian Tippet, who is sole agent.

The first steamer of the Dobell Line to arrive from Montreal is expected about the 26th. It is said she has quite a full cargo.

Thomas Gorman this week received some particularly fine Grand Manan dulce. There is quite a demand for it from the west, particularly from American cities.

The Lordly Furniture Co., Ltd., have elected the following officers: Joseph Allison, president; J. A. Likely, vice-president; Isaac Burpee, secretary-treasurer, and S. B. Lordly, manager.

A new brand of condensed milk is now on this market, the "Owl." It is put up by the Canada Milk Condensing Co., of Antigonish, Nova Scotia. They last week shipped a carload to British Columbia.

The glass box containing about one hundred dollars offered by the Union Blend Tea people in connection with an advertising scheme was stolen this week from the store of W. Alex. Porter, where it was on exhibition.

Mr. L. A. Wright, representing A. C. Miller & Co., was in the city this week. Mr. Wright looks for higher prices this season than last, particularly in tomatoes. Corn he also expects to range higher than last year. Mr. H. B. White is the local representative.

#### PERSONAL MENTION.

Mr. W. Ramsay, of Edinburgh, Scotland, formerly a wholesale grocer in Toronto, is visiting in the latter city, and on Monday marched in the Jubilee procession.

#### FOUR FISHERS FROM TORONTO.

There have been the most extraordinary fishing exploits performed here during the week. The record of some of the visiting sportsmen have put all former records in the shade—as far back as the oldest resident can remember. The Trent River has been the scene of many a sensational day's fishing, in which it has not been necessary to invoke the aid of romancing tales or Ananiasims, but in which facts as strong as proof of Holy Writ have been adduced. Not for many a year, however, has anything like the same success attended the followers of the good apostle as that which has been in evidence here this week. One instance may be given, which can be vouched for by a score of the residents of our village. A party of four gentlemen from Toronto arrived at the Clarendon House on Wednesday for a few days fishing, and by Thursday afternoon had bagged nearly four hundred pounds of splendid bass. The fish were mostly black bass of more than the regulation dimensions—a large portion weighing four and five pounds each. They were all caught in the Trent, about three miles from the village, and the cargo was brought in wheelbarrows to the Clarendon House, where they were sorted, bagged and taken to Toronto Friday morning. The rod and line, with minnows for bait, was what was used in the slaughter. Messrs. J. G. Gibson, Henry Wright, of Wright & Copp, D. Blea and T. Anderson, all of Toronto, are the names of the successful fishermen as registered in the hotel register; and the way they made things "hum" round the Clarendon, after they came ashore and were interviewed, will not soon be forgotten by the crowd of admirers who swarmed to offer their congratulations. "For they are jolly good fellows" was the unanimous verdict of all. Toronto gets the credit of having things pretty much its own way in provincial "cinches" and "scoops," and unless Mr. T. Fitzgerald, of Peterboro' fame, and a few more of our local experts with the rod and line don't take a hand in pretty soon, Toronto will have the "pull" on our fish preserves as well.—Examiner, Peterboro', June 18.

#### WAREHOUSE AND FACTORY BROOMS.

Chas. Boeckh & Sons have added another new line to their numerous assortment of bamboo handle brooms, viz. factory or warehouse brooms. These brooms to be appreciated must be tested. They are the lightest, fullest and of good strong corn, and the firm says satisfaction is guaranteed or money refunded.



# EAST INDIA PICKLES

The most delicious Spiced Pickle ever prepared.

Handsome Glass-Stoppered Bottles.

**A. E. Richards & Co.**  
Agents  
HAMILTON, ONT.



# Pickles.

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

Other Popular Specialties

**SWEET PICKLES  
INDIA RELISH**

**TOMATO CHUTNEY  
TOMATO KETCHUP  
ETC.**

For sale by

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

MEDALS--

PARIS  
CHICAGO  
ANTWERP  
ATLANTA, Etc.

The GENUINE  
always bear this  
Keystone trade-mark.



### HINTS TO BUYERS.

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

THE 28-lb. and 56-lb. bags "Diamond Crystal" salt, for sale by Lucas, Steele & Bristol, are wrapped in heavy paper bags, thus ensuring delivery in a clean state.

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

The Davidson & Hay, Ltd., have in stock "Enaefeline" stove polish.

The Eby, Blain Co., Ltd., are offering a cheap pickle to retail at 10c.

John McKay & Co's "Kolacafe" is in store again with Lucas, Steele & Bristol.

The Eby, Blain Co., Ltd., report large sales of Clark's canned and potted meats.

T. Kinnear & Co. are in receipt of a shipment of new season's canned pineapple.

"We are quoting close figures this week in 3-crown muscatels," report the Davidson & Hay, Ltd.

The Eby, Blain Co., Ltd., report the arrival of a shipment of imported Japan and Patna rices.

"L. S. & B." coffee is put up in airtight cans, 25 to 50 lbs. each, either whole or ground.

T. Kinnear & Co. are in receipt of a shipment of new season's lobster in flat tins, halves and pounds.

The Davidson & Hay, Ltd., are showing a handsome sample of imported polished Patna rice just to hand.

Burnett's, Hill & Underwood's and Crosse & Blackwell's malt vinegars are in stock with the Davidson & Hay, Ltd.

Warren Bros. & Co. are in receipt of a shipment of early picked new season's Japan tea. The tea is flavory and good in style.

White wine vinegar is a standard line with Lytle & Co., and they express themselves as pleased with the constantly increasing demand.

Northrup & Co. have secured the agency for Brown Bros'. Lepreaux brand canned clams and are prepared to supply the trade at what they state are right prices.

Another shipment of selected layer Valencia raisins is to hand with T. Kinnear & Co. "These goods are being sold far below the original cost," said a member of the firm.

D. Gunn, Bros. & Co. report free receipts of dairy butter in tubs. The indications are that the make will be larger than for some

years past. They send buyers to examine and purchase f.o.b. when the quantity is sufficient to warrant extra expense.

W. H. Gillard & Co. are having an active sale for their orange marmalade in 7-lb. pails. This is manufactured from nothing but pure granulated sugar and the luscious oranges of Seville.

D. Gunn, Bros. & Co. report a recent active country demand for backs or Windsor bacon. There has always been a good demand for this cut from the city, but now the country is buying freely. They say also that roll bacon is in good demand, considering the season.

### LATE ADVERTISEMENTS.

[The following items arrived too late for insertion in the regular advertising space. Reading notices inserted in this column at 5c. per word.]

**W** H. GILLARD & CO: "Diamond" baking powder, although reduced in price, still retains its old time efficiency which has made it so popular with the consumer.

Lucas, Steele & Bristol: "Circle" tea is making new friends every day. The original style of packing and method of advertising has brought many repeat orders.

Our "Kolona" Ceylon tea is increasing in favor rapidly and repeat orders are coming in every day; so say the Eby, Blain Co., Ltd.

### AMONG THE RETAILERS.

**N**ICOLL & STEWART, the College street (Toronto) grocers, have sold out their business to Mr. A. A. Bogart.

*An Interesting Relic.* Mr. J. H. Greenshields has quite a curiosity in his shop at King and Berkeley streets, Toronto. When the Toronto Industrial Exposition was first held at the present Exhibition grounds Mr. Greenshields had a large show case made in the shape of a framed picture in which to display the goods he handled in his wholesale and retail grocery. The frame is handsomely gilded, and I should judge it to be about 7 x 4. The picture consists of a large number of small compartments, in each of which there is a sample of his coffee, cocoa, pepper, tea, sugar, etc. Except those that contained oil, all the occupants of the compartments are in a perfect state of preservation. It is a magnificent decoration, as well as a handy means of displaying goods. I notice that it is a feature of grocery stores to have numerous framed pictures, generally advertisements. I should judge that such an arrangement would not be out of place and that grocers could make it a little commoner to advantage. "It's old, but it's good," remarked Mr. Greenshields to me.

*Fruit Displays.* I notice that some retail grocers are still displaying their perishable fruits in the front of their establishments; but I see, too, that others, and I think the best class of merchants, are utilizing their window space for such purposes, while outside they hang cards and signs telling the passers-by that they keep their fruits inside, free from dust. Particularly are tomatoes displayed in the open air, and, although they can be washed, yet I think it is better policy to keep them inside.

*Profitless Goods.* "Any man can give goods away, but it takes a smart man to sell them," said a grocer to me this week. We were talking about the cutting of prices and were wondering how a grocer could stop selling goods at a loss. This gentleman has been in business for a long time, and his opinion ought to be of value to other grocers, so I give it. His plan is not to keep any goods in stock which he is forced to sell at or less than cost price to compete with other stores. For instance, some dry goods firms in Toronto sell soap. Now they sell soap only to draw custom, and you may depend on it they sell it at a low figure. Well then, a lady customer goes into a grocery store to purchase kind of soap, and of course, on hearing

the grocer's fair price she recollects the lower figure of the dry-goods store. This naturally brings on a suspicion that she is being duped in every purchase she makes at that store and she immediately closes her account. For this reason this gentleman says he prefers not to keep such goods. Well, there are other ways of looking at such a policy. If a customer finds you haven't the required article, you run the risk of losing her custom. But his method of solving the vexatious problem merits consideration by the retailers, and may to some extent be followed by others.

*The Coupon System.* The coupon system, which has now been running for a year or two, has had time to have its usefulness tested. While in conversation with a Yonge street, Toronto, grocer, he touched upon this subject. The system, by the way, is managed by a business man in the city who sells coupons to the retailer. These coupons the retailer gives out to his customers, and when any customer has bought \$100 worth of goods he presents his coupons to this manager and receives \$3. The retailer has to pay \$5 for them, the middleman thus making \$2 on a single transaction. This Yonge street grocer, who once was in the scheme, but has now dropped out, informed me that no grocer can afford to throw away 5 per cent. of his selling price. If he raised his prices to make up the discount the attraction of lower prices at other stores would counterbalance the magnetism of the coupon system. He also informed me that he did not consider the scheme had brought him any new customers, and that it seemed to him that he was only throwing away his coupons to old and reliable patronage.

*Fears not the Department Store.* Just think of it! I met a man during the week who wasn't afraid of department stores. He claims that although these large stores have advantages over the smaller ones, that the latter have more valuable advantages over the former. In the large stores the clerk can't ask a man how his wife is, can't enquire of the lady about the sick child, and can't in any way work on the sympathies of customers. The ordinary merchant, on the other hand, is acquainted with most of his customers and has time to enter into a short conversation. He also can offer more recommendations than can or does a clerk in the large store. This gentleman told me, and I see quite plainly that it is a fact, that these advantages are of great service to a grocer, and in this way he accounted for the failure of the department stores to monopolize the grocery trade. His advice to all retail grocers is to become thoroughly acquainted with the

goods they sell, and thus be able to recommend them, and to be able to entertain their customers while they are in the store. He says if these rules are followed that grocers need not fear department stores.

*Jubilee Window Displays.*

The Jubilee is over, and although there seems to be more to say about the holiday now that it is past than there was to talk about before, yet soon we won't hear much of it; for the expectation is gone. And yet I think such occasions merit after-discussion, for merchants do not frequently make attempts at such displays as were made on Tuesday last for any other reason than to draw trade. The feeling of loyalty does not overcome them often to such a degree, and, indeed, not often is their enthusiasm aroused to so high a pitch by any public spirit. Yet, in spite of the neglect of trade, business must have received a mighty impetus. All the grocers over the city seemed to excel themselves in lavishing decorations of flags, bunting, etc. Not only were the exteriors of the stores profusely decorated, but the interior and windows received their share of the lavish display, while delivery wagons in many cases attracted attention. Grocers as a class should recognize the advisability of having nicely dressed windows always. Pretty displays will attract attention at all times. The enthusiasm for window displays which was worked up during the Jubilee should not be allowed to die.

RAMBLER.

Headquarters for

## Stencil Brands

CORPORATE SEALS . . .  
RUBBER, BRASS AND STEEL STAMPS

HAMILTON STAMP & STENCIL WORKS

Hamilton, Ont.

### OTHER FIRMS

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

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

Write to

**Meadow Sweet Cheese Co.**

P.O. Box 2321, Montreal  
For Price List.





**MANITOBA MARKETS.**

WINNIPEG, June 24, 1897.

**T**HE weather is a little cooler than last week, but continues fine, with light warm showers. Trade is unchanged from last week. The first shipment of Hawaiian pines arrived last week in fine condition and are taking well with the trade. Some of the fruit weighed as high as 8 and 10 lbs. and the flavor is superior. The color is a deep yellow.

**CREAMERY BUTTER**—Supply is abundant. Sales were recently made at 14½c. at point of shipment, and in some cases even as low as 14c. Dairy butter prices are nominal, dealers paying 9 and 10c. for round lots of straight yellow dairy.

**CHEESE**—Is 7½c. at present, but dealers expect to buy on a 7c. basis during the present week.

**EGGS**—Dealers are paying 9c. and selling candled stock to jobbers at 11c.

**GREEN FRUITS**—Oranges—Med. sweets and St. Michaels are out of the market. Valencia have arrived and are selling at \$6 per case. Strawberries grow daily scarcer and are selling at \$4.50 per 24-quart case. Pines—Florida, \$2 to \$3; Hawaii pines, \$5 per doz. Plums are coming in slowly, price \$2.50 to \$2.75 per 20-lb. crate. California cherries, fancy, \$1.50 per box; onions, California, \$4 per cwt; cucumbers, 90c. to \$1 per dozen; pineapples, good, \$2.50 per doz.; ditto, extreme fancy large, \$3.50; Tomatoes (Mississippi), 4-box crates, \$2.25 per crate.

**CURED MEATS**—Prices firm. Hams, assorted, 10½ to 11c.; breakfast bacon, bellies, 10½ to 11c.; do., backs, 9½ to 10c.; short spiced rolls, 8 to 8½c.; shoulders, 6 to 6½c.; long clear, 7 to 7½c.; shoulders, 6½ to 7c.

**LARD**—\$1.70 to \$1.75 for 20-lb. pails, and \$4.25 for 50-lb. pails; pure leaf lard in 3, 5 and 10-lb. tins, \$6 per case.

**POULTRY**—Chickens, live, 50c. per pair, or 10c. lb. dressed; ducks, 50 to 60c. per pair.

**POTATOES**—Market is still stiffening; 40 to 50c. per bushel for Early Rose and Beauty of Hebron.

**CANNED GOODS**—Corn \$1.60 to \$1.65, per case; tomatoes, \$1.90 per case. Peas remain unchanged, with prices firm and demand good, at \$1.65 to \$1.70; gallon apples, \$2.25 per doz.; standard, 3's, \$2 per case; preserved, 3's, \$3.20 per case.

**DRIED FRUITS**—Dates, 7c.; figs, natural, in tapnets, 4½ to 4¾c. Apples, no improvement, stocks heavy, prices, 3½ to 4c.; evaporated, very cheap, 4¾c. Currants, firm at 5½ to 6¼c., according to quality.

**REALS**—Rolled oatmeal, 80-lb. sacks,

\$1.50 per sack; granulated, 98 lbs., \$1.75; standard, 98 lbs., \$1.75; rolled wheat, 80 lbs., \$1.75 sack; pot barley, 98 lbs., \$1.75; pearl barley, 98 lbs., \$3.25 sack.

**BANANAS IN HONDURAS.**

Honduras and its banana history is the subject of a consular report by Mr. J. Eugene Jernigan, the United States' representative at Utila. He states that two islands in the Bay of Honduras were the first to engage in banana culture for export, which is now the greatest of all the industries of Honduras. The consul adds that there are no wharves, piers, or warehouses where vessels can take fruit in the Gulf of Honduras, and in most cases they are obliged by the treacherous coast to anchor a thousand yards or more off shore, and the plantation owner has to convey his fruit in small dories and skiffs through the surf to the vessel, where it is inspected and received or rejected. The consul remarks that the royal road to fortune through a banana plantation in Honduras is a myth. True, millions of the fruit are produced annually, but the price paid the producer in the great majority of instances is not greater than the cost of production and delivery alongside of ship. It would have been interesting if Mr. Jernigan had enquired into the causes of these low prices. Perhaps his district, like that of Belize, is a prey to the monopoly of a shipping company, to whom the merchant or planter is bound to sell his fruit at whatever price the company likes to give.—British Trade Journal.

**MAKING A CHANGE.**

"Hov yez got any petroleum?" she enquired as she entered the grocery store early in the morning.

"Yes," replied the clerk.

"Are yez sure it's petroleum an' nothin' else?"

"Absolutely certain."

"Well, yez kin give ten cents' worth, an' I want it in a hurry. The missus says oi've got to shtop usin' kerosene to shtart the fire."—Washington Star.

**COULD SELL EVEN "CHAOS."**

The wholesale grocer was explaining the situation to the new drummer he had just employed.

"Your predecessor," he said, "has gotten his business all tangled up, and if you take his place you will have a difficult task getting order out of Chaos."

"I don't know who Chaos is," cheerfully replied the drummer, "but I bet I'll sell him a bill of goods if I have to hang on to him a week."

**DOCTOR LOBSTER.**

A perch who had the toothache, once  
Thus moaned, like any human dunce:  
"Why must great souls exhaust so soon  
Life's thin and unsubstantial boon?  
Existence on such sculpin terms,  
Their vulgar loves and hard-won worms,  
What is it all but dross to me,  
Whose nature craves a larger sea;  
Whose inches, six from head to tail,  
Enclose the spirit of a whale;  
Who, if great baits were still to win,  
By watchful eye and fearless fin,  
Might with the Zodiac's awful twain  
Room for a third immortal gain?  
Better the crowd's unthinking plan,  
The hook, the jerk, the frying pan!  
O Death, thou ever-roaming shark,  
Engulf me in eternal dark!"

The speech was cut in two by flight;  
A real shark had come in sight;  
No metaphoric monster, one  
It soothes despair to call upon,  
But stealthy, sidelong, grim, I wis,  
A bit of downright Nemesis;  
While it recovered from the shock,  
Our fish took shelter 'neath a rock;  
This was an ancient lobster's house,  
A lobster of prodigious nous,  
So old that barnacles had spread  
Their white encampments o'er its head,  
And of experience so stupend,  
His claws were blunted at the end,  
Turning life's iron pages o'er,  
That shut and can be ope'd no more.  
Stretching a hospitable claw,  
"At once," said he, "the point I saw;  
My dear young friend, your case I rue,  
Your great-great-grandfather I knew;  
He was a tried and tender friend  
I know—I ate him in the end:  
In this vile sea a pilgrim long,  
Still my sight's good, my memory strong;  
The only sign that age is near  
Is a slight deafness in this ear;  
I understand your case as well  
As this my old familiar shell;  
This sorrow's a new-fangled notion,  
Come in since first I knew the ocean;  
We had no radicals, nor crimes,  
Nor lobster-pots in good old times;  
Your traps and nets and hooks we owe  
To Messieurs Louis Blanc and Co.;  
I say to all my sons and daughters,  
Shun Red Republican hot waters;  
No lobster ever cast his lot  
Among the reds, but went to pot;  
Your trouble's in the jaw, you said?  
Come, let me just nip off your head,  
And, when a new one comes, the pain  
Will never trouble you again;  
Nay, nay, fear naught, 'tis nature's law;  
Four times I've lost this starboard claw;  
And still, ere long, another grew,  
Good as the old—and better, too?"

The perch consented, and next day  
An osprey marketing that way,  
Picked up a fish without a head,  
Floating with belly up, stone dead.

**Moral.**

Sharp are the teeth of ancient saws,  
And sauce for goose is gander's sauce;  
But perches' heads aren't lobsters' claws.

JAMES RUSSELL LOWELL.

# 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.**

## A COUNTRY STORE.

**A** WRITER in The Boston Courier gives this good description of a country store:

All the trade of Glen Hole is carried on by a single store; that is to say, all the trade, not reckoning the irregular traffic which takes place between the town's people as they meet going to and fro—and that, after all, amounts to something in a year's coming and going. Upon a certain winter's day, the outside walls of the store were snugly packed, window-sill high, with freshly fallen snow, and the few teams so venturesome as to attempt to reach its porch, seemed, by the imprints left behind in the highway, to have creened up to the hitch-rail like so many boats coming in before the gale—riding afloat rather than moving upon their runners. Within the store a large and angular-box-stove glowed with a cherry like ripeness of color, and it seemed to be the sole occupation of the people there to stand toasting themselves before its grateful warmth with no thought of the laden counters. The place was heaped up with all sorts of goods and wares displayed from floor to ceiling in disorder such only as could have been devised by careful attention to that branch of the business, yet, the post office, also kept in the store, was not entirely buried up and hidden. In a corner of

the room, behind the glass front of a dozen boxes, the postmaster's stamp beat a slow, and oftentimes interrupted, tattoo. More constant, the wind wailed in the chimney in several monotonous bagpipe tones. Unwearyingly, it plied its strength to the windowpanes and there followed a creaking or yielding resistance, as if a shoulder were pressing the frame. The sifting of the snow upon the glass sounded faintly within. Elder Monk was the most noticeable figure in the little group standing before the cherry glow of the stove. A broad-brimmed hat drooping over his forehead; a cape, great and full, sloping away from the shoulders, vied with nature in making him plump and rotund. The manner of the old-time preacher was his; yet, the eyes gleamed from under the shaggy brows with great worldly shrewdness. His words, on the contrary, bore boundless benevolence toward all persons; still, upon his lips, the tone in which the benignant blessing was uttered was expressive of every varying emotion, so that the same formula answered equally well for a blessing or for the essential sentiments of an oath.

## THE FAULT OF THE FISH.

"I remember," said a schoolmaster, "when I was a boy going out one morning

before sunrise to fish for pickerel. I had just hooked a big one, when along came a countryman. He said nothing, but, with mouth wide open, stopped to see the fun. The contest had lasted more than half an hour, when suddenly, as I was about to land the prize, the pickerel, with one last rush for liberty, made good his escape. With a lump in my throat, I instinctively turned to the countryman for consolation, and got it. 'Well, I declare,' said he, 'you held on to your end, young fellow, but he didn't hold on to his!'"—Golden Days.

## DID NOT NEED TO ADVERTISE.

I once called upon a manufacturer and he said: "No, sir—no advertising. Our business does not need advertising." I said: "But, my dear sir—" "But nothing," said he. "Don't take up your own and my time trying to tell me anything. I tell you our business needs no advertising. We shall make friends, lots of friends in another way." I told him that if he didn't advertise I thought "he would soon need all the friends he could get"—and he did, for in the place he occupied there is now an undertaking establishment. I had no idea it would be as bad as that, but I knew he wouldn't last. He passed down and out.—Interstate Grocer.

# 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

## GRASP OPPORTUNITIES.

"THERE is nobody whom Fortune does not visit once in life," says a Cardinal, "but when she finds he is not ready to receive her, she goes in at the door and out at the window."

"What is its name?" asked a visitor in a studio, when shown, among many gods, one whose face was concealed by hair, and which had wings on its feet. "Opportunity," replied the sculptor. "Why is its face hidden?" "Because men seldom know when he comes to them." "Why has he wings on his feet?" "Because he is soon gone, and once gone, cannot be overtaken."

Life pulsates with chances. They may not be dramatic or great, but they are important to him who would get on in the world.

Cornelius Vanderbilt saw his opportunity in the steamboat, and determined to identify himself with steam navigation. To the surprise of all his friends, he abandoned his prosperous business and took command of one of the first steamboats launched, at \$1,000 a year. Livingston and Fulton had acquired the sole right to navigate New York waters by steam, but Vanderbilt thought the law unconstitutional, and defied it until it was repealed. He soon became a steamboat owner. When the Government was paying a large subsidy for carrying European mails he offered to carry them free and give better service. His offer was accepted, and in this way he soon built up an enormous freight and passenger traffic.

Foreseeing the great future of railways in a country like ours, he plunged into railroad enterprises with all his might, laying the foundation for the vast Vanderbilt system of to-day.

Young Philip Armour joined the long caravan of Forty-Niners, and crossed the "Great American Desert" with all his possessions in a prairie schooner drawn by mules. Hard work and steady gains carefully saved in the mines enabled him to start, six years later, in the grain and warehouse business in Milwaukee. In nine years he made \$500,000. But he saw his great opportunity in Grant's order, "On to Richmond." One morning in 1864, he knocked at the door of Plankinton, partner in his venture as a pork packer. "I am going to take the next train to New York," said he, "to sell pork 'short.' Grant and Sherman have the rebellion by the throat, and pork will go down to \$12 a barrel." This was his opportunity. He went to New York and offered pork in large quantities at \$40 per barrel. It was eagerly taken. The shrewd Wall street speculators laughed at the young westerner, and told him pork would go to \$60, for the war was not nearly

over. Mr. Armour kept on selling. Grant continued to advance. Richmond fell, and pork fell with it to \$12 per barrel. Mr. Armour cleared \$2,000,000.

John D. Rockefeller saw his opportunity in petroleum. He could see a large population in this country, with very poor lights. Petroleum was plenty, but the refining process was so crude that the product was inferior and not wholly safe. Here was his chance. Taking into partnership Samuel Andrews, the porter in a machine shop where both had worked, Mr. Rockefeller started a single barrel still in 1870, using an improved process discovered by his partner. They made a superior grade of oil and prospered rapidly. They soon admitted the third partner, Mr. Flagler, but Andrews soon became dissatisfied. "What will you take for your interest?" asked Rockefeller. Andrews wrote carelessly on a piece of paper, "One million dollars." Within twenty-four hours Mr. Rockefeller handed him the amount, saying, "Cheaper at one million than ten." In twenty years the business of the little refinery, not worth one thousand dollars for building and apparatus, had grown into the Standard Oil Trust, capitalized at ninety millions of dollars, with stock quoted at 170, giving a market value of one hundred and fifty millions.

These are illustrations of seizing opportu-

ity for the purpose of making money. But fortunately there is a new generation of electricians, of engineers, of scholars, of artists, of authors, and of poets, who find opportunities, thick as thistles, for doing something nobler than merely becoming rich. Wealth is not an end to strive for, but an opportunity; not the climax of a man's career, but the beginning.

Mrs. Elizabeth Fry, a Quaker lady, saw her opportunity in the prisons of England. From 300 to 400 half-naked women, as late as 1813, would often be huddled in a single ward of Newgate, London, awaiting trial. They had neither beds nor bedding, but women, old and young, and little girls, slept in filth and rags on the floor. No one seemed to care for them, and the Government furnished simply food to keep them alive. She visited Newgate, calmed the howling mob, and told them she wished to establish a school for the young women and the girls, and asked them to select a schoolmistress from their own number. They were amazed, but chose a young woman who had been committed for stealing a watch. In three months these "wild beasts," as they were sometimes called, were tame, and became harmless and kind. The reform spread until the Government legalized the system, and good women throughout Great Britain became interested in the work of educating and clothing these outcasts. Four score years have passed, and her plan has been adopted throughout the civilized world.—Pushing to the Front.

# Crosse & Blackwell

★  
NEW  
18  
✠



★  
SEASON'S  
97  
✠

## Candied and Drained Peels.

Now is the time for ordering for Fall shipment.

C. E. COLSON, - MONTREAL.



# The Hamilton Cash Register

is the National Cash Register with all the Latest Improvements Up to Date.

We guarantee to save you from \$10 to \$100 in the price of a National Cash Register. We are now making over ninety different kinds of National Cash Registers, and can supply you with the following :

No. 301 1-2 at \$40.00.      No. 302-C at \$50.00.      No. 303 at \$60.00.

We have a number of second-hand total-adding National Cash Registers on hand which we will sell for less than half the price paid to the National Cash Register Co.

WRITE FOR CATALOGUE.

**HAMILTON BRASS MFG. CO., Limited. - HAMILTON, ONT,**

## Cash for Butter

Choice crocks and tubs wanted. Highest market prices paid for good stock nicely packed.

## Dried Apples

Write me for price and mail sample before you sell. Am always open to buy these goods.

## Jams, Jellies and Fruit Vinegar

of choice quality for sale at right prices. Also a special line of **LEMONS**—good, sound stock—at a bargain.

**R. J. GRAHAM**

**Belleville, Ont.**

### STUDY YOUR HELP.

The progressive merchant learns something every day he lives, says Commercial Enquirer. When a man gets too old to learn it is time for him to quit, no matter what his age may be. Ex-Champion Corbett believed he knew all there was to learn about the manly art of self-defence, yet he never realized that he had a solar plexus until Bob Fitzsimmons pointed it out to him. The knowledge was in the nature of a surprise to Gentleman Jim, who, being unprepared for the sudden delivery of such a shocking bit of information was quite overcome. We may often gain a bit of useful knowledge from a despised source. Even the errand boy is a reasoning creature and may possess an idea that would improve his own condition and expedite matters within his particular orbit.

Nobody knows where a packet of common sense or a nugget of genius may be found. Surface indications are not always reliable, and we may expose to the light some really bright fellow when we tear off the outer husks of his diffidence.

It is worth a merchant's while to study his help, they are the means towards an end, and should not be of uncertain usefulness. Too many mishaps may be traced to this very thing, and many a map has

failed because he was ignorant of the kind of metal he had supporting him.

Don't be too self-satisfied to ask questions. Don't be too dignified to mix a little with those in your employ. If you unbend a trifle they will reveal whatever they know or feel.

### A HINT TO SALESMEN.

Few people who start in as salesmen, or some line of the wholesale business, have any idea how long it takes to achieve full success. The retailer who opens a new store knows within a few months how much business he is able to do, but the wholesale man has to work a long time to get all his trade. According to the views of old salesmen, it takes more than two years to get as many customers as can be attended to by one man. The salesman who sells on a commission basis, therefore, keeps on increasing his income for two or three years, but at the beginning his remuneration is exceedingly small. He may not be able to earn over \$5 weekly for the first month, and it may take him a year to secure above \$10 or \$12, but as he keeps adding to his trade he may finally earn more than \$20 or \$30 weekly very easy, although there are many who cannot earn \$15. A salesman, whether he works on a salary or commission, always has his income in proportion to his

sales, and he cannot expect good pay until he has a proportionate number of customers. Therefore, if a man does not intend to stick to it for two or more years, don't let him begin to be a salesman.—Retail Grocers' Advocate.

### THE "IDEAL" TEA PACKER.

The "Ideal" tea packer, invented by Mr. P. C. Larkin, of the Salada Tea Co., appears to be taking well. A second one of these machines was a few days ago shipped to St. John, N.B., and one was last week sent to Vancouver. Nine months ago an order was received from Colombo, Ceylon, for one of these packers, and now another order is to hand from the same place for three more. An enquiry has within the last few days been received from Buenos Ayres. It is only eighteen months since the "Ideal" was put upon the market, but already about four hundred of them are in use. In Toronto, with one exception, every wholesale grocer has one or more of the "Ideal" tea packers in use.

### ADVANCE IN OLIVE OIL.

Recent advices from Italy state that prices on pure olive oil have advanced 10 lire per quintal owing to the poor prospects for the next crop. Although the stock here is said to be large under a good demand, the supply is gradually cleaning up, and in sympathy with the foreign market prices on spot goods are tending upwards.—N.Y. Journal of Commerce.

## A FEW OF OUR LEADERS

Crescent Dressing

Spanish Satin Gloss

New York Dressing

Spanish Glycerine Oil Dressing

Yucan Oil Blacking

Dubbin Blacking

English Army Blacking

SOLD BY ALL DEALERS

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

**HAMILTON, CANADA**

That...

# Boston Tea Party

of 1773

When George the Third was King--

Is being repeated throughout the States

But with this difference—

In 1773 the Colonists threw the Tea into Boston Harbor—not because they didn't want to pay the duty, but because [research has established the fact] it was Tea from China.

Now they are willing and ready to pay the duty and drink the Tea because they are getting the pure, cleanly-made, healthy and economical Teas of

Ceylon and India—

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**K**ENT & TURCOTTE have been appointed curators of the general business of F. B. Latour, St. Polycarpe, Que.

H. Mercier, grocer, Montreal, has assigned to Bilodeau & Renaud.

Gideon Dufour, general storekeeper, Les Eboulements, Que., has assigned.

Richardson & Loree, general storekeepers, Carman, Man., have assigned to M. J. Armington.

The stock of L. C. Henley & Son, grocers, Halifax, is advertised for sale under warrant of distraint.

The Toronto Coffee & Spice Co., Ltd., have called a meeting of their creditors for the 28th inst.

A meeting of the creditors of Robert Stafford, general storekeeper, Joliette, Que., will be held on the 25th inst.

Lefebvre & Taschereau, have been appointed curators of the general business carried on by J. E. Plourde, Cacouna, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Taylor, Dockrill & Co., cigar merchants, St. John, N.B., have dissolved. A. A. McCluskey retires.

Thos Glenn, manufacturer of cigars, Halifax, N.S., has admitted C. C. Brown as partner. The style now is Glenn & Brown.

Felix J. Hartley and Charles Sabeau have formed a partnership to carry on business in New Tusket, N.S., under the style Sabeau Milling Co.

Archibald Watt and Amabel Gordon, Montreal, have formed a partnership to carry on a grocery business under the style Watt & Gordon.

Fletcher McLaren F. Greenwood have formed a partnership to carry on a general store in Port Clyde, N.S., under the style McLaren & Greenwood.

Alphonse Laplante and Ferdinand Laplante have formed a partnership in Lachine, Que., to carry on business as grocers and butchers under the style Laplante & Frere.

Isabella Hodgson, widow of John Wright, and William J. C. Wright have formed a partnership to do a grocery business in St. Louis de Mile End, trading under the style Hodgson & Wright.

The grocery firm of Anselme Labrecque & Fils, Montreal, has been dissolved. Anselme Labrecque and Desire Leclair have formed a partnership and will trade under the style Labrecque & Leclair.

SALES MADE AND PENDING.

J. Bailey, grocer, Perth, Ont., has sold out.

W. M. Rae, grocer, Windsor, Ont., has sold out.

**TO THE TRADE**

Try a case of

**CLARK'S TOMATO SOUP**

It will please your customers.

**SOLD BY ALL WHOLESALERS****W. CLARK, Montreal****THE ARCTIC REFRIGERATOR**

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

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

Hiram Johnson, Stouffville, Ont., has sold out his grocery and baking business.

The assets of Neil McNeil, general storekeeper, St. Paschal, Que., have been sold.

Ambroise Laroche, dealer in flour, Quebec, has sold his stock at 70c. on the dollar, book debts, 52c.

The assets of Abraham Flardeau, tobacco merchant, Montreal, are to be sold by auction on the 24th inst.

The assets of J. B. Laforest, general storekeeper, St. Perpetue, Que., are to be sold by auction on the 25th inst.

The general stock of O. Bozler & Co., Brechin, Ont., was advertised to be sold by auction on the 23rd inst. under mortgage.

CHANGES.

Walter McRae, Perth, Ont., has started a grocery business.

Nicoll & Stewart, grocers, Toronto, has sold out to A. A. Bogart.

J. A. Pinard, jr., Nicolet, Que., has started a grocery and tinware business.

Jos. O. Lacasse, tobacco merchant, etc., Three Rivers, Que., is giving up business.

S. R. Frame, Halifax, N.S., is about to commence a grocery business.

R. Haskett, general storekeeper, Watford, Ont., has been succeeded by J. F. Aitken.

J. P. Villeneuve has been appointed curator of the business run by J. M. Deschatelets, grocer, Montreal.

John Moses, manufacturer of cigars, Galt, Ont., is giving up business in that town and moving to Toronto.

W. E. Johnston & Co., general storekeeper, Fort Steele, B.C., has been succeeded by Theic & Fink.

Maria Sexton, wife of Francis P. Brophy, is registered proprietress of the grocery business run by F. P. Brophy, Montreal.

Victoria Alice Primet, wife of Edward Cole Austin Bates, is registered proprietress of the grocery business carried on under the style of V. A. Bates, Montreal.

G. Goulet, general storekeeper, Wendover, Que., has sold out his branch at Pointe Fortune, Que., to Lalonde & Mallette, who take possession August 1, 1897.

FIRES.

John Sullivan, grocer, Arnprior, has had his storehouse burned.

R. A. Trenholm, lobster packer, Tiverton, N.S., has had his factory burned. Loss estimated at \$3,000; partially insured.

**CATCHING A CLEVER FORGER.**

Not long ago there stood before the paying-teller's window of one of New York's big banks an unctuous little Israelite, smiling blandly over a \$100 cheque. Signature, endorsement, and every detail were correct. To make assurance doubly sure, the little Jew explained, with some insistence, "You see I had my endorsement certified."

The cheque was paid without hesitation, but the teller said to himself: "Why is that idiot standing there with such a broad grin, trying to fix his face on my memory?" And duly he took note."

A few days later, the man appeared at the window again, his countenance distended in the same smile, with another cheque from the same firm; the endorsement was certified in exactly the same way, and this time the amount was \$900. There was absolutely nothing wrong with the cheque on its face and it came from a well-known customer of the bank. "In spite of all," said the paying-teller, "something told me that fellow was a crook. So I said I should have to look up the account before it could be paid, and while he waited I slipped around to the firm's office, which was only a short distance away. The cheque was examined and pronounced perfectly good, and I was about to walk away when the head of the firm said, 'Why, hold up. We've issued no cheques this morning.' And then I went back and bagged my crook. He had first sold the firm a bond and got his original \$100 cheque in payment. This he had used to imitate the firm's signature on the second and likewise to impress me with the fact that he was all right, so that when he came around a second time I would not bother him.—From "The Working of a Bank," by C. D. Lanier, in Scribner's.



**The Hilliard House, Rat Portage**

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

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

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

**THE QUEEN CITY OIL CO. LTD.**

SAMUEL ROGERS, President, TORONTO.  
Sales Agents for the Standard Oil Co.'s Oils and SPECIALTY GOODS.

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

Use **PEERLESS OIL** for Machinery.



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

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

Manufactured ONLY by...

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

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

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

WHEN YOU WANT  
Ask for } **SALT** } Glad to  
Prices } FOR ANY PURPOSE } Send Samples  
**VERRET, STEWART & CO., Montreal - Quebec.**



AN AUTOMATIC SELLING MACHINE ...

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

**Adams'  
Tutti Frutti**

For full particulars, apply ..

**Globe Automatic Selling Co.**

13 Jarvis Street, - TORONTO, ONT.

**PUREST AND BEST**

**WINDSOR SALT**

TABLE SALT  
BUTTER SALT

CHEESE SALT  
ORDINARY FINE SALT

Our capacity is large enough to enable us to ship all orders without the slightest delay.

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

Established  
A.D.  
1742.



One Hundred  
and  
Fifty-Five  
Years'  
Reputation.

# KEEN'S FOR QUALITY KEEN'S FOR DEMAND

KEEN'S MUSTARD LEADS ALL THE TIME

## CURRENT MARKET QUOTATIONS

Toronto, June 24, 1897.  
This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.  
Goods in large lots and for prompt pay are generally obtainable at lower prices.  
All quotations in this department are under the direct control of the Editor and are not paid for or doctored by any manufacturing or jobbing house unless given under their name, the right being reserved to exclude such firms as do not furnish reliable information.

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

**PURE GOLD.**  
5 lb. cans, 1 doz. in case..... 19 80  
4 lb. cans, 1 doz. in case..... 16 00  
2 1/2 lb. cans, 1 and 2 doz. in case..... 10 50  
16 oz. cans, 1, 2 and 4 doz. in case..... 4 60  
12 oz. cans, 2 and 4 doz. in case..... 3 60  
8 oz. cans, 2 and 4 doz. in case..... 2 40  
6 oz. cans, 2 and 4 doz. in case..... 1 80  
4oz. cans, 4 and 6 doz. in case..... 1 25  
cent can..... 0 90  
Ocean Wave—  
No 10 (15 oz.) 4 doz. cases, round or square..... 0 75  
1/2 lb., 3 doz. cases, round..... 1 20  
No. 1 (14 oz.), 2 doz. cases, round..... 1 80  
1 lb., 2 doz. cases, round..... 2 00  
3 lb., 1/2 " " " " " 5 75  
5 lb., 1/2 " " " " " 9 00  
Prices of cheaper goods or special brands on application



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

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

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

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

**BLACKING.**  
P. G. FRENCH BLACKING. per gross  
1/2 No. 4..... \$4 00  
1/2 No. 6..... 4 50  
1/2 No. 8..... 7 25  
1/2 No. 10..... 8 25

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

**per doz.**  
New York Dressing, 1 doz. cases..... 0 75  
Spanish Satin Gloss, " " " " " 1 00  
Crescent Ladies' Dressing, 1 doz. cases. 1 75  
Spanish Glycerine Oil Dressing..... 2 00

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

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

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

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

**Patent Stove Polish—**  
Sunlight Lead Bar..... 4 25  
Packed in 1/2 gross cases.....  
Sunlight Liquid, 1/4 gross cases..... 10 80  
Moody's Black Lead..... 4 25  
1/2 gross cases  
Reliable Stove Pipe Varnish 15 00  
1/4 gross cases  
6-oz. bottles  
Quickshine Pipe Varnish..... 12 0  
1/4 gross cases, pressed top tins.



**Stove Polish—** per gross

**QUICKSHINE**  
Quickshine Polish..... 01  
Reliable Paste..... 6 00  
Electric Crown Paste..... 8 00  
Electric Crown Lead Bar..... 7 80

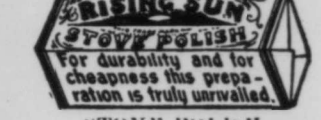
**BLACK LEAD.**  
Reckitt's Black Lead, per box..... \$1 15  
Each box contains either 1 gross, 1 oz., 1/2 gro. 2 oz., or 1/4 gro. 4 oz.  
Dixon's Carburet of Iron Stove Polish, 70c doz..... Per gr. 7 25

**SUNLIGHT STOVE POLISH**  
DUSTLESS, LABOR SAVING. BEST IN THE WORLD.

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

**STOVE POLISH.** Per gross

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









# There are reasons for it.

# FOR WHAT?

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

## WHAT ARE THE REASONS ?

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

## THE BRANTFORD STARCH CO. Ltd. - BRANTFORD

For puddings, custards, etc.

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

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—

Canada Laundry, boxes of 40 lbs.	0 04 1/2
Finest Quality White Laundry—	
3 lb. cartons, cases 36 lbs.	0 05 1/2
Bbls., 175 lbs.	0 04 1/2
Kega, 100 lbs.	0 04 1/2
Lily White Gloss—	
Kega, extralarge crystals, 100 lbs.	0 06 1/2
1 lb. fancy cartons, cases 36 lbs.	0 07
6 lb. draw-lid bx. 3 in crate, 48 lbs.	0 07
6 lb. tin enamelled canisters, 8 in crate 48 lbs.	0 07

Brantford Gloss—

1 lb. fancy boxes, cases 36 lbs.	0 07 1/2
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases 28 lbs.	0 09
Canadian Electric Starch—	
40 packages in case	3 00
Culinary Starch—Challenge Prep. Corn—	
1 lb. pkgs., boxes 40 lbs.	0 05 1/2
No. 1 Pure Prepared Corn—	
1 lb. pkgs., boxes 40 lbs.	0 06 1/2

SUGAR. per lb.

Granulated—

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

SYRUPS AND MOLASSES.

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

MOLASSES.

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

SOAP.

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



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



Ivory Bar" is put up in 1 lb., 2 6-16 lbs., 3-lb. bars, 60 lbs. in box: 10 and 12 oz. cakes, 100 in box; Twin Cake, 11 1/4 oz. each, 100 in box.  
 Quotations for "Ivory Bar" and other brands of soap furnished on application.

TEAS.

RAM LAL'S (lead packages)

Cases, each 60 1-lb.	0 35
" " 60 1/2-lb.	0 35
" " 30 1-lb.	0 35
" " 120 1/2-lb.	0 36

BLACK. per lb. per lb.

Congou—		
Half Chests Kaisow, Moning, Paking	0 12	0 60
Caddies, Paking, Kaisow	0 18	0 50

INDIAN.

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

CEYLON.

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

CHINA GREENS.

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

Young Hyson— PING SUEYS.

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

Half Chests— JAPAN.

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

LIPTON'S TEAS.

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

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

"SALADA" CEYLON. per lb.

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



Green label, retailed at 30c. 0 22

Blue label, retailed at 40c. 0 30

Red label, retailed at 50c. 0 36

Gold label, retailed at 60c. 0 44

Terms. 30 days net.

"KOLONA" black or mixed.

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

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

TOBACCO AND CIGARS.

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

WASHING POWDER.

"SILVER DUST"

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

WOODENWARE.

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

THE E. B. EDDY CO.

Washboards, Planet	1 60
" " XX	1 40
" " X	1 25
" " Special Globe	1 50
Matches— 5-Case Lots, Single Case	
Telegraph	\$3 50 \$3 70
Telephone	3 30 3 50
" 1/2 gro. bxs	3 50 3 70
Parlor	1 40 1 45
Red Parlor	1 40 1 45
Safety	4 00 4 20
Flamers	2 25 2 35
Tiger	3 15 3 35

BRYANT & MAY.

Robert Greig & Co., Agents.

No. 9 Safety, per gross	\$ 2 00
" 10 " "	1 10
" 2 Tiger, " "	5 00
" 4 " "	2 00

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Newest...  
 Specialty

# MINT ... PUFF-STRAPS

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

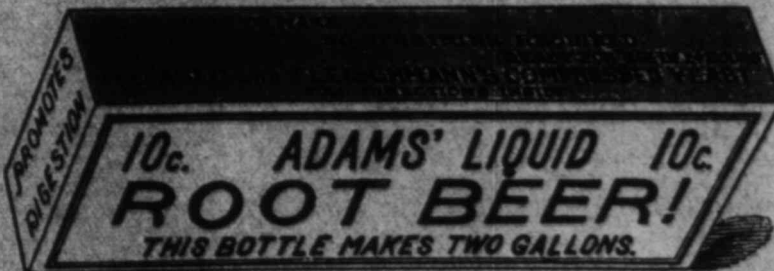
The delicious quality of our Pliable Licorice is well known; it is matchless in this respect as well as in its flavor and finish.

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

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

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

## "NOBBY" BROWN COMBINATION

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

## "JEWEL" BROWN COMBINATION

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

## BOSTON LIQUID WATERPROOF BLACKING

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



## PATENT LEATHER POLISHING PASTE

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