

# THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, SEPTEMBER 11, 1896.

No. 37

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 & 85

TO THE COURT OF HOLLAND AND THE KING OF ITALY  
PURVEYORS TO HER MAJESTY THE PRINCE OF WALES  
1878 CROSS OF THE LEGION OF HONOUR

*Bulls-Head Trade Mark*

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

## Kippered Herrings

The recognized leading Brand in all the markets of the world.



- Fresh Herrings
- Herrings in Tomato Sauce
- Herrings in Shrimp Sauce
- Herrings in Anchovy Sauce
- Herrings a-la-Sardine
- Preserved Bloaters, etc.

**SALT HERRINGS IN KEGS. "CROWN" BRAND.**

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

**MARSHALL & CO.**  
Spring Garden Works, ABERDEEN, SCOTLAND.

**Walter R. Wonham & Sons**  
Sole Agents for Canada, MONTREAL.

VARSAITY CIGAR 5c. THE BEST IN THE MARKET

SMOKING CIGARETTES TRADE SEAL OF NORTH CAROLINA SMOKING TOBACCOS

## Deviled and Potted Meats



(Ham and Tongue) put up under the Helmet Brand are indispensable for luncheons, picnics, fishing parties and outing generally. These meats are well seasoned, perfect in taste, correct in color and consistency, very appetizing. At present prices they are attractive leaders for pushing grocers who cater to discriminating trade. The Helmet trade mark on any can of meat is a guarantee of superior excellence.

Manufacturers' Agents,  
**JAMES HAYWOOD**  
 Toronto  
**J. L. WATT & SCOTT**  
 Montreal  
**J. HUNTER WHITE**  
 St. John, N.B.

**Armour Packing Co. . .**  
 Kansas City,  
 U.S.A.

## Batty's



Are unquestionably the finest and most enjoyable in the world. Have been awarded

ALL WHOLESALERS  
 HAVE THEM.

... EIGHT PRIZE MEDALS

Canadian Agents

**J. A. GORDON & CO.**

... Montreal

## Two Winning Cards

### THE FIRST ORDER

When you have induced a customer to make a trial of

**Mitchell's Scotch Whiskey** that trial is sure to make a convert. It's pure, old, and pleasant. That is the reason this Whiskey won two Gold Medals at the Glasgow Exposition.

### A RETURN ORDER

Is a sure thing after the first order for

**P. Richard's Brandy** has been received. It has been proven pure by chemical analysis. The favorite of Europe, it is now rapidly becoming popular in Canada.

SOLE AGENTS  
 FOR CANADA

**LAPORTE, MARTIN & CIE.**

72-78 St. Peter St.

**MONTREAL**

**Standard Goods THE Best to Handle**

FOR  
**PURITY**

**Bi-Carbonate of Soda**

FOR  
**STRENGTH**



TRADE MARK

This brand is always reliable.

Highest test 98.50% pure.

Made only  
by

The UNITED ALKALI CO., Ltd., Liverpool.

"New Process" Soda, finest on the market.

**Lazenby's Jelly Tablets**

These are **ABSOLUTELY PURE** and made with Choicest Flavorings only.

**THEY STAND AT THE HEAD as the Finest Quality Made**

**CHOICEST  
JELLY  
TABLETS**

... FLAVORS ...

<i>Lemon</i>	<i>Punch</i>	<i>Vanilla</i>	<i>Calves' Foot</i>
<i>Orange</i>	<i>Cognac</i>	<i>Champagne</i>	<i>Strawberry</i>
<i>Cherry</i>	<i>Raspberry</i>	<i>Madeira</i>	<i>Pine Apple</i>

**CHOICEST  
JELLY  
TABLETS**

BOXES CONTAIN: 2 doz. ½-pint, 1 doz. pint, or 1 doz. quart packets.

... USE

**Fry's**

**CHOCOLATES - and - COCOAS**

The above lines to be had of the Leading Wholesale Grocers throughout the Dominion.

AGENTS

A. P. TIPPET & CO.  
MONTREAL and TORONTO

F. H. TIPPET & CO.  
ST. JOHN, N.B.

# The St. Lawrence Sugar Refining Co.

LIMITED

MONTREAL

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

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

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

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

## Do You Sell Crockery?

Then we want  
your business

We manufacture all kinds of

White Enamelled Bristol Stoneware Butter Crocks, Churns, Milk Pans, Liquor Jugs, Molasses Jugs, Preserve Jars, Fire-Proof Stew Pans, Bar Spittoons, Cuspidores, Bed Pans, Beer Mugs, Ale Tumblers, Ink Bottles and Ginger Beer Bottles, Flower Pots, etc.

We have the largest Stoneware Pottery in Canada, most modern equipment, and can give close prices for any of above lines. Write for our Illustrated Catalogue.

**GLASS BROS. & CO.** POTTERSBURG P.O. **London, Ont.**

OTHER SPECIALTIES.

NOUGAT  
RAHAT LAKUHM  
ALMOND ROCK  
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS : LONDON, W.C.

MEDALS AND DIPLOMAS.

PARIS  
SYDNEY  
MELBOURNE

ROSE & LAFLAMME, Montreal.

SPECIAL  
SCOTCH WHISKY.

*Cockburn & Co.*  
*Leith & London.*  
ESTABLISHED 1796. 8 LIME STREET E C

Try—  
**COCKBURN'S  
SCOTCH  
WHISKY**

Nothing Finer in the Market

Cockburn & Co this year attain their centenary, the firm having been founded 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

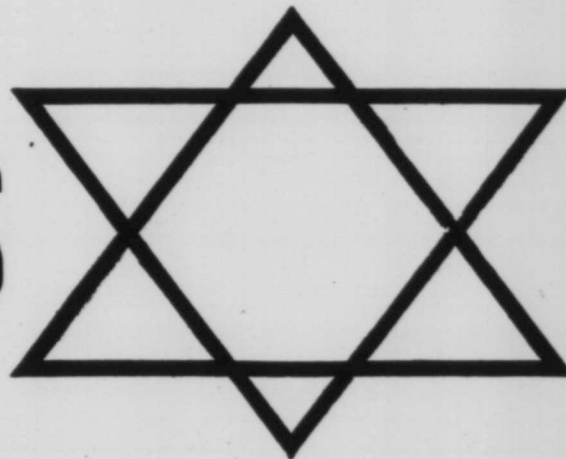


Cockburn's Special Liqueur  
Cockburn's Special Scotch  
Cockburn's Very Old Highland

**EVERYTHING**

to be gained by selling the best.

**BATGER'S**



**PEELS...**

# E. B. Eddy's Matches

No fault  
to find---  
No trouble  
with  
E. B. Eddy's  
Matches

Made on honor,  
Sold on merit,  
At attractive prices,  
With liberal discounts.

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

318 St. James St. - - MONTREAL  
38 Front St. West - - TORONTO

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



## Are You Satisfied

With the Lard you are selling? If not, try a sample of **ROSE BRAND** Lard, and be convinced of its superiority. Then you will always use it.

Packed in 1, 2, 3, 5, 10, 20 and 50 lb. pails for family trade.

The **GEO. MATTHEWS CO.** Ltd.,

OTTAWA AND  
PETERBOROUGH

## No Sulphur Match on Earth —

... CAN BEAT OUR ...

**SOVEREIGN BRAND**

We guarantee them to be A1.  
Freight charges allowed on 5-case lots.

**H. A. NELSON & SONS - - TORONTO**

## SHOOTING PARTIES

USE

### “REINDEER” BRAND

CONDENSED COFFEE  
CONDENSED COCOA  
CONDENSED MILK  
EVAPORATED CREAM

At this season, you should never be without them.  
Your own customers should be supplied by **you**, not by your neighbors.

**BUY IN SMALL LOTS AND OFTEN**

**ABUNDANT EVIDENCE** of the real merits  
and delightful characteristics of

## Gillard's New Pickle



is the fact that throughout England, for half a century, they have been known as the "best procurable." In Canada they are fast becoming as deservedly popular as in the Mother Country. Packed 2 dozen in a case.

Single case lots, \$3.40 per dozen.

Five case lots, \$3.30 per dozen.

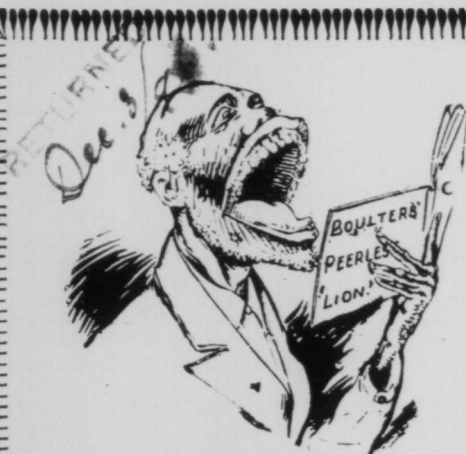
### GILLARD'S NEW SAUCE

A relish of unequalled excellence

Single dozen lots	-	-	-	-	\$1.75
Barrel lots of 12 dozen	-	-	-	-	\$1.60

Sold  
by all  
Grocers

**W. H. Gillard & Co.** MAKERS *London, Eng.*



Singing Boulter's Praises.

## Noble Gaudaur

'Twas he who made our fair Dominion feel proud on Monday last by lowering the colors of the great Australian oarsman, Jas. Stanbury, and bringing back once more to Canada the **Championship** of the World.

Truly it's a great year for Canadians.

Just so with the

## PEERLESS "Lion" Brand Canned Goods

from one end of the Dominion to the other, the live Retailers readily affirm, they are the "**MONARCH GOODS**" in all Canada.

WORKS - PICTON, TORONTO and DEMORESTVILLE



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. X. (Published Weekly)

MONTREAL AND TORONTO, SEPTEMBER 11, 1896

(\$2.00 per Year) No. 37

## DROPS FROM THE EDITOR'S PEN.

A bright store betokens a bright merchant.

Tempers and customers are oftentimes lost together.

The brighter a merchant is the more does he value his trade paper.

Business is not as fickle as love, but it will not brook inattention.

If a man hasn't brains he cannot be expected to have a business.

Only to the industrious do the gods reveal the secret of success in life.

The genius that every young man should court is the genius for work.

A "sour" man behind the counter is not fit even for vinegar making.

It is not the man with the glibbest tongue that makes the best salesman.

As the precious golden moments fly, the hopes of Silverites seem to die.

Price-cutting is often the badge which declares the incompetent merchant.

He who is lacking in respect for others can hardly have respect for himself.

Failure to adopt suitable avocations is one of the chief causes of failure in life.

Rough roads should not deter any sane man from traveling the road to Success.

Business men are hoping that the fall of the year will see trade rise into greater activity.

Merchants who always follow where their competitors lead can no more be leaders

while they pursue these tactics than can the tail of the dog become the proboscis. It is the leaders that are the winners.

A few good kicks from his friends is the best help a man who will not help himself can get.

When a window does not sell goods, the fault is not with the window. It is with the merchant.

As the hopes of the Free Silver party in the United States fall the hopes of the business men rise.

Some men in the race for business, like some trotting horses, display much action but little speed.

A merchant does not need to know a note of music in order to be able to sing well the merits of his wares.

The value of an idea is not usually ascertainable until it has been ground on the grindstone of experience.

If we had not to earn our bread by the sweat of our brow we would soon be drowned in the slough of indolence.

The cross word of a merchant or clerk is sometimes the finger-post which directs customers to competitors' stores.

The man who is always satisfied with his work is not likely to occasion much satisfaction to those for whom the work is done.

Some people exhibiting goods at the Exhibition appear to be exhibiting themselves more than the goods they are in charge of.

It is filled with empty vagueness that is the man who goes about trying to impress people with the idea that he is great in mental capabilities.

The shop window is one of the merchant's chief avenues for letting the people know

that he is up to date. And the people love an up-to-date man.

Merchants who bring discredit upon themselves bring the people to view with discredit their goods, excellent as these goods may be.

Young men who spend their spare moments in rolling up scores at the billiard table are not likely to establish much of a record in life.

A business must be made to fit the conditions of the place in which it is situated, or else, like a 30-inch coat upon a 50-inch man, there will be a misfit.

Merchants who do not look after the little things will in time be looked after by the bailiff. It is the care of the little things that bars the door against bankruptcy.

It is the rough things of life that sharpen men's wits. Plain sailing in business no more creates good business men than does plain sailing at sea create good sailors.

Intelligence saves a man from making a fool of either himself or other people. And intelligence is the development which comes of the study of men, methods and books.

Merchants, like all other classes of men, have their weak points, and the measure of their success will be in ratio to the strictness with which they guard these weak points.

The wholesale and retail grocers of Fort Wayne, Ind., recently secured the passage of an ordinance requiring every pedlar to pay a license fee of \$60 per year. And now the police of that place have been instructed to arrest any agent of a wholesale doing business without a license. It is almost needless to say that the merchants are furious.

## THE RISING SUN STOVE POLISH

AND

## THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.



AGENTS: LYMAN SONS &amp; CO., 382 ST. PAUL STREET, MONTREAL

## TO STOP SAMPLING.

A WRITER in *The Grocery World* has the following remedy for stopping the sampling of his goods:

It has always been my custom since I have been in business here to expose various goods in their original packages in front of my counter. I have taken considerable pains in making attractive displays of these goods, and have always believed that they constituted a good advertisement. I would expose such goods as dried fruit, cakes and sometimes candy in buckets. In most cases the lids were left off in order to make the display more attractive. Such articles as these would be attacked by everybody who came in the store. I watched one woman one day who had to wait a few minutes for the filling of her order, and I actually saw her eat ten dried halves of peaches. I weighed the same quantity after she had gone, and discovered that they weighed nearly an eighth of a pound, being of a very large size. To make a long story short, I bought a stenciling outfit and had signs printed on small cards, one of which I put in every package of goods left open as I have described. For instance, the sign that I put in the bag of dried peaches bore these words: "Every time eight people take free samples from these peaches I lose a pound. Remember this."

I followed this plan with every package of goods and placed the sign so that no one could fail to see it. Its effect was immediate. The most inveterate samplers came into the store shortly after I had arranged the sign, and while their hand was actually on its way to the package the sign would catch their eye and they would immediately drop the hand, looking at the same time very much ashamed. The system has been in operation only a very few weeks, but I am confident that its usefulness will not wear out, as I shall always keep the signs there, and if necessary shall have others printed expressing the point even more strongly.

## LOBSTERS ON THE COAST.

The Department of Fisheries has received intelligence that the lobsters transported to British Columbia have been seen. This indicates that the experiment has proved successful, as it proves that the water is suitable and the necessary food is found there.

It will be remembered that 700 lobsters were taken over and planted in five places on July 9th last. One of the lobsters was caught a few days ago and shown in Victoria, B. C., as a curiosity.

## BROOM CORN CROP.

Several large dealers in broom corn, speaking of the reported damage in the crop, said the reports of the injury by recent storms were exaggerated. It is true, however, that the yield will be only 50 per cent. of last year on account of the decrease in acreage.

The second crop, about 25 per cent. of the whole, will not be harvested until the latter part of September, and it is impossible to tell how it will turn out. The crop, though small, will be of excellent quality.

## CRANBERRY CROP.

During the last few days cranberries have appeared in the market, and while the stock has been generally green and not attractive, the season is about opening. There is practically no consumptive demand here at such an early period, but some orders are coming in from the west for sample lots, and a moderate movement is reported. Advices from Cape Cod relative to the yield this year are very conflicting, and from some important sections the crop is estimated all the way from 50 per cent. of what it was last year to 20 per cent. more than last year. Growers seem to be very much apart as to the yield. Some investigations have been made by dealers here in an effort to obtain some idea as to the yield, and from their reports the crop will average 10 to 20 per cent. more than it was last year. Jersey growers seem to be unanimous in reporting the crop in that state about the same as last season. Dealers here thought prices should open at about \$5 to \$6 per barrel for light to fairly good color fruit, though very little stock has been received showing color or size to command those figures; some of the stock received is very green and almost

unsalable. A moderate quantity are raised on Long Island, and as they are of fine quality they usually command extreme prices. Reports from there indicate the yield fully up to the average.—N. Y. Journal of Commerce.

## ONCE CLERK, NOW BOSS.

It makes a great deal of difference with some men whether they are clerks or proprietors of stores as far as work is concerned, says a Denver paper, and we know of no better illustration than the case of a dealer who has a store on the corner of Twenty-fourth and Larimer. Some months ago this party was clerking in a down-town retail clothing store. He was a prominent member of the clerks' union, and he devoted all his spare time to getting the stores to close at 6 o'clock. He was not only an enthusiast on the question, but believed in extreme methods, such as a boycott to compel the dealers to close. A few months ago he went into business for himself, and now he keeps open till 10 o'clock every night and all day on Sunday, and woe to the clerk who would dare to make a protest in behalf of shorter hours. Here is consistency for you.

## THE STORE STATIONERY.

There's a heap of sense in the following clipping from *The Typographic Advertiser*: "Use this argument with your customers: The way to fail is to use cheap printing. The addressing, folding, enclosing, sealing and stamping of five thousand circulars, with postage, will cost at least \$65, whether the circular is good or bad. Notwithstanding this fixed charge, some strive to save a dollar or two on the cost of printing, although the goods advertised are going to be judged by the character of the printing, just as a house is judged by the character of its salesmen. Good printing costs a little more, but that 'little more' brings greater returns than any other part of the cost."

---

# Golden Age. . .

We have now completed our list of leaders by adding the Golden Age package tea, packed in cases containing 60 lbs. each.

No. 1, 60 lbs. all black.

No. 2, 30 lbs. black and 30 lbs. mixed.

No. 3, 60 lbs. all mixed.

OUR LIST NOW IS . . .

**Ram Lal's Pure Indian Tea** Fine, Extra and Choice qualities.

**Golden Age Blend of Teas** All black or black and green in 1 lb. lead packages or 100 lb. tins.

**Mascot Blend of Teas** All black or black and green in 1 lb. lead packages or 100 lb. tins.

**Rangnugger Indian Blend** In 100 lb. tins only.

MECCA COFFEE,

DAMASCUS COFFEE,

BENSDORP'S COCOA.

---

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

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**BALFOUR & CO. - HAMILTON**

**Importers of Teas, Fruits,  
and General Groceries**

We are offering exceptional values in Cleaned Currants and Selected Valencias. Every grocer should have our **Buckeye Paper Cutter**—three sizes.

Prompt shipment given to all orders. Prices right.

### TALLOW AND LARD.

It has rarely occurred, and never for any great length of time, says a contemporary, that tallow has been firm and even advancing, in the face of a contrary tendency in lard. But, as has been repeatedly pointed out, the relation of prices on the two fats has of late been such as to quite upset all previous theories as to what it should be, and it has been regarded as a serious question whether tallow and its closer ally, cottonseed oil, had not practically divorced themselves from the hog product. So far as the animal fats are concerned, however, it is clear that their value has been largely sustained by the extraordinary export demand which has been pretty steadily maintained here for three months, and has taken upward of 30,000,000 pounds of tallow within that period.

The export demand for tallow, olea-stearine and the other soap and candle greases has come almost wholly from France, and is looked upon by the best-informed traders here as being largely speculative. France has always supplied itself for the most part with greases from domestic sources, and has drawn the bulk of whatever it may have required to meet any home deficiency from the River Plate territory. Australian tallow has gone to England rather than France,

and although there is a falling off in the shipments from those colonies there is still a large stock in British warehouses available for use in English kettles or for re-exportation. But the United States at present affords the lowest market of the world on all greases, being considerably below the parity of the London price for Australian tallow, while the sale of 1,250,000 pounds of oleo-stearine at Chicago last week at three and three-quarter cents brings that commodity down below the comparative line of almost any other grease, unless it be lard.

### QUEBEC'S APPLE CROP.

The Hemmingford correspondent of The Huntingdon Gleaner says: "The Fameuse crop in this part of the country is the finest in quality and quantity that we have had for many years past. In driving through a part of the township on Saturday my eyes fairly feasted upon the sight of orchards, most of the trees in which were heavily laden with fruit perfect in form, free from "spot or blemish," and richly colored. The absence of (long-continued, at least) hot weather in the summer just closing and of late summer frosts of any severity has left the foliage of the trees in a remarkably well-preserved condition, and the contrast of the deep, rich green of this foliage with the crimson

tints of the fruit is a most striking and beautiful one. A man living near Hallerton (in Northeast Hemmingford), who has an orchard numbering 1,200 Fameuse trees, recently declined a bona fide offer of \$600 for the fruit in his orchard, to be gathered by the purchaser. The owner of the orchard believes that he will have at least 1,000 bushels of choice No. 1 fruit."

### HOW LIQUID CANDIES ARE MADE.

The liquid is a saturated solution, and will not dissolve any more sugar, just as your coffee in the morning will not dissolve the fourth lump of sugar that you put into it, but disintegrating it, deposits it at the bottom of the cup. The sweet mixture is poured into molds of absorbent material, starch for example, which at once begins to absorb the water. That part of the sugar which has been robbed of its water is deposited against the mold, and the result is the liquid drop. The liquid which is confined within the drop has already all the sugar it can possibly hold, being saturated, so it cannot attack the sugar walls which confine it. The whole process is a simple and interesting experiment in absorption, although probably not one in a thousand of those who have tasted the candy have had any idea of the method of its manufacture.—Happy Thought.



**Look 'e here, Honey!**

Dar ain't no Polish like

## **The Gem Stove Polish**

De frost don't hurt it, and it never dries up nor rusts de tins. It don't make no dust, an' de work ain't hard. It shines up dandy, an' you should jes' see how long de shine lasts!

Mfd. by **THE F. F. DALLEY CO. LTD., HAMILTON, ONT.**

Five qualities to  
retail at

25, 30, 40, 50 and 60  
cents per lb.



In lead packages only.  
Handsomely labelled.

A good margin of profit  
for the Retailer.

**The DAVIDSON & HAY Ltd.**

Wholesale Agents . . . . .

TORONTO, ONT.

**Our Experience**

in the manufacture of  
Rolled Oats teaches us that quality is the most profitable point bearing upon their ready sale.  
In Pan Dried Rolled Oats the secret of quality lies in Pan Drying.

**Your Profit**

depends largely upon  
the readiness with which your goods are sold. Our interests are mutual. Our experience  
teaches us wherein the greatest profit lies—and the most certain. Quality counts.

From Manufacturer to  
Retailer Direct.

**The Tillson Company, Ltd.**  
Tilsonburg, Ont.

**DO YOU KEEP** —————

# Pilkington's Powdered Perfumed Lye

Perfectly Pure.

**"BELL BRAND"**

Superior to all  
Other Brands.

IF NOT ASK YOUR WHOLESALE GROCER FOR IT  
THE BEST AND THE CHEAPEST IN THE MARKET

Sole Agents in Canada

## Bellhouse, Dillon & Co.

47 Wellington Street East

.... TORONTO

30 St. Francois Xavier Street

.... MONTREAL



# Prove it by the Tin

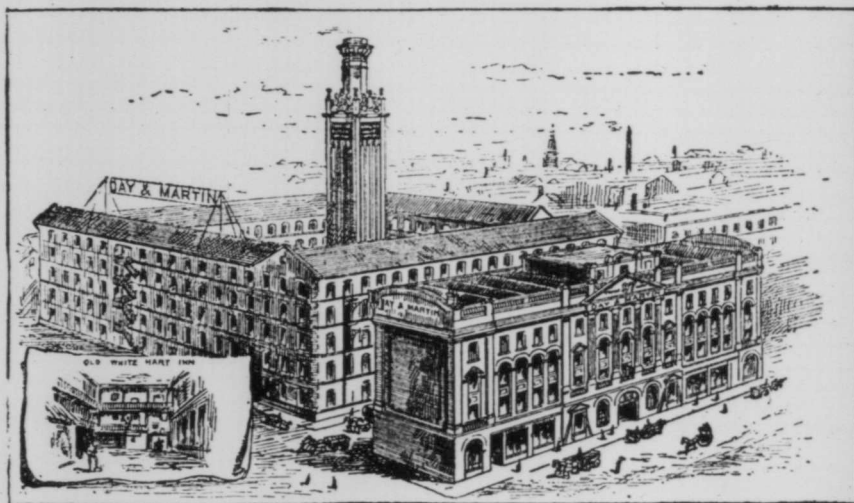
SEE that they are the genuine Carr & Co's Biscuits and you'll find no dissatisfaction among your customers along the fancy biscuit line. The "Cafe Noir" is an especially quick seller.

Sole Agents for Canada.

## ROBERT GREIG & Co.

MONTREAL.

Manufacturers by appointment to Her Majesty the Queen, H.R.H. The Prince of Wales and the Army and Navy.



# 150 Years' Record



MARTIN & ROBERTSON,  
Victoria and Vancouver,  
for British Columbia

E. T. STURDEE, St. John, N.B., for Maritime Provinces.

TEES & PERSSE, Winnipeg, for Manitoba and North-West Territory.

## Liquid and Paste Blacking

Black and White Cream for Patent Leather.

## Russet Cream

For Brown Boots, Saddlery, Etc.

## DAY & MARTIN LTD. London and Liverpool

CHAS. GYDE, Montreal, for Ontario and Quebec.

## Goods that Make And Keep Customers

This is the season of the year when good goods can make new customers.

It's the perfect satisfaction of even a small purchase which often turns a family's trade your way.

It doesn't pay to trifle with the quality or experiment with the prices of table supplies.

Shrewd housekeepers and capable cooks soon detect imperfections or over charges. Don't experiment.

The excellence of both our foreign and domestic goods makes customers and keeps them, too.

One trial by the trade or the consumer always results in a permanent use of these articles.

### **CROWN BRAND FLAVORING EXTRACTS**

The purity and strength of these goods are making friends for them all over the Dominion. We make them in forty different flavors.

Already flavored and sweetened. Add boiling water and it makes a most delicious jelly. 3 dozen packages assorted flavors in each box.

### **TRYPHOSA THE NEW JELLY**

### **KEOPFF'S FAMILY GELATINE**

One trial is all that is necessary to secure a permanent place for these goods in the homes of your customers. 1 oz. packages, white or red. Sheet gelatine, gold, silver and bronze labels.

Used as a substitute for coffee, with the same flavor and fragrance; added to which are the sustaining qualities of the Kola nut. Made by John Mackay & Co., Edinburgh.

### **KOLA-CAFE A NOURISHING DRINK**

SOLE AGENTS FOR CANADA

# **ROBERT GREIG & CO.**

**MONTREAL**

# Extracts

You want the best.



We desire to furnish you with the **VERY BEST.**

## Seely's

ALL SIZES.  
EVERY FLAVOR.

FINEST QUALITY  
OF GOODS.

ELEGANTLY PUT UP.  
SIGHT SELLERS.

The most attractive Extracts on the market.  
Profit to the trade as handsome as the goods.



Selling Agents

Turner, Mackeand & Co. WHOLESALE GROCERS Winnipeg



*This Week We Offer* —

Just what we offered last week. We cannot offer anything better, and no one else can offer you anything as good as

## Snow Drift .. Baking Powder

... Manufactured by

**The Snow Drift Co., - Brantford.**



Plain and Spiced  
**Purnell's .. Malt Vinegars**

For Pickling, Table Use and Export

- - ESTABLISHED OVER 100 YEARS - -

*Brewery, Bristol, England.*

PRICES UPON APPLICATION.

W. H. GILLARD & CO.,  
Hamilton.

J. WESTREN & CO.,  
61 Colborne St., Toronto.

J. M. KIRK, Imperial Buildings  
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# THE CANADIAN GROCER

**J. B. MacLEAN,** President. **HUGH C. MacLEAN,** Sec.-Treas.

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### A CALL TO BUSINESS MEN.

THE Minister of Trade and Commerce is courting suggestions from the business men of the country as to ways and means of extending the export trade of the country.

It is a wise suggestion, and if persevered in must result in good. Canada's export trade needs expansion. The average annual export trade of the Dominion during the past five years has been much larger than it was during the previous five years, but it by no means follows that because of this increase in our export trade in volume it is satisfactory. It is not as large as it should be, and it is not as large as it can be.

Our exports per head are about \$23. This is less than that of any other British colony of any importance except India. Taking Australasia as a comparison, we are far behind it. The exports per head in that part of the British Empire range all the way from \$46 in Tasmania to \$105 per head in South Australia. Newfoundland, Bermuda, Honduras, British Guiana, all beat us according to per head of population. Taking the volume of our total exports, Canada stands ahead of all the British colonies or dependencies, India excepted, although it must be acknowledged that were the different colonies composing Australasia confederated, as are those composing the Dominion, we would have to take a step lower in the list.

We do not make these comparisons in order to belittle the Dominion. We are actuated by a desire to stimulate the business men of this country; yes, and the Government of this country, too, into more aggressive action in the matter of securing

more customers abroad for the products of the Dominion.

Putting comparisons with other countries aside, the fact that we are to-day producing more than we can dispose of, taking both the home and foreign market, while not producing to nearly our present capacity, is evidence indisputable that we need an enlarged export trade at even our present rate of production, let alone with the object of developing our rich resources which are almost yet untouched.

No country under the sun has probably within her borders the possibilities for a greater diversity of industries than has the Dominion of Canada. Ninety-five thousand square miles of coal fields are within her confines; her forests are rich in unlimited supplies of timber that are marketable in almost every country in the world; her expansive fields produce grain that in quality is without a superior; her orchards produce apples that for superior keeping qualities excel anything produced on this continent and that find a market in not only Great Britain, but in the United States as well; her cheese has earned the world's championship and occupies the first place in the great consuming market of Great Britain; the quality of her beef has a world-wide reputation, and the bacon she produces is, with that of Denmark, being recognized by competing countries as the ideal; as a gold producer the Dominion is to-day the cynosure of all eyes.

Canada is great in possibilities. The trouble in the past has been the want of business common-sense in our legislators and the want of push and business enterprise in our manufacturers and merchants: Our legislators have been too busy fomenting race and religious feuds to find time to promote the business interests of the country, and our merchants and manufacturers have been depending over much on the Government to do the "necessary turning up" for them.

The Government can do a good deal to develop the natural resources of the country and to promote its business interests. But the business men must also be aggressive. The Minister of Trade and Commerce desires to enlist their co-operation in extending the trade of the country. They are the men most interested in the realization of this fact. They are the source from which the Minister must necessarily get light for his guidance. If the light is not forthcoming the fault will not be the Minister's; it will be the business men's fault.

With the business men and the Government pulling together for the one goal there need not be much fear regarding the future of the Dominion.

### NEW PACK SALMON.

NEW pack canned salmon arrived on the Toronto market on Tuesday. It was the "Horseshoe" brand, and was delivered to the trade the following day. The price at which it is selling to the retailer is \$1.45.

Mail advices from the Coast, under date of August 21, state that the pack on the Fraser River up to that time was 250,000 cases, nearly 150,000 cases less than the total pack on that river last season.

Readers of THE CANADIAN GROCER will remember that the Government extended the season five days to September 1. How much salmon was put up between the 21st ult. and that date we have not yet been able to ascertain.

As some of the canneries had closed down before the end of the fishing season, and as the run of fish fell off about the third week in August, it is probable the pack between August 21 and the close of the season was not materially increased. While, however, the pack of Fraser River fish is much less than a year ago, it must not be forgotten that the pack on the northern rivers is much larger, so there is not likely to be any dearth of canned salmon, although the outlook for prices is steady. It is said that very few packers on the Fraser are preparing to put up cohoes.

The advices in question also point out that the largest portion of the pack on the Fraser is in flat tins, which are not appreciated on the Canadian market. It is on the English market that they are the staple kind.

It is claimed by the Fraser River people that there is not likely to be any competition between their pack and that of the northern river canneries, the former having paid more for their fish.

It appears that this season there has been a good demand from England and Europe generally for tall tins, and large sales have been made at equivalent to \$4.70 to \$4.75 per case f.o.b.

London, Eng., advices state that the demand for salmon there has been unusually brisk, and a decided scarcity of salable brands is expected before the new pack arrives, which will not be till about six months hence.

During the past couple of years popular favor in England has been transferred from the Columbia River to the Fraser River salmon, and the British trade press assert that it is pretty certain that little of 1896 pack of Columbia River fish will be imported this season. At present on the London market Fraser River salmon is selling at from 2s. to 3s. higher than the Columbia River product.

### THE BOOM IN CHEESE.

**S**PECULATORS have taken another whirl in regard to the last half of August cheese. The result is an advance in country cost of from  $\frac{1}{2}$  to  $\frac{3}{4}$  c. per pound. On the other hand, the legitimate demand from the other side does not respond to the rise, and the English market has to appreciate at the very least 1 to  $1\frac{1}{4}$  c. per pound to be on a parity with values on this side the water.

This is hardly a healthy condition of affairs, for as matters are at present it is a question of strength between the holders on this side and the British buyers.

Last year's operations were not profitable to the former, and if they get another defeat this year the effect may be disastrous to some of them.

They are basing their belief in higher prices on the reports of continued drouth in Great Britain. If this is as severe as advices have it, the English make will certainly fall very short, in which event there is a good chance that recent purchases can be turned over at a profit.

The receipts to date at Montreal are also lighter than for the corresponding period of 1895. From May 1 to September 5, 1,052,500 boxes of cheese were received at Montreal, against 1,248,900 for the same period in 1895, a decrease of 196,400 boxes.

The exports are about the same as they were last year, viz., 969,800 this year, against 970,300 for 1895.

Statistically, therefore, the speculators have some reason for a belief in better prices, but it has been frequently demonstrated that reasoning on this basis often brings disappointment.

### THOSE LOW OFFERS ON FRUIT.

About a fortnight ago reference was made to rather low offers on California raisins and prunes by sales agents in Montreal. These offers were considerably below what the other commission men could afford to sell at, and this fact, coupled with the tenor of advices from the Coast, was a genuine surprise.

Some good-sized orders were booked, but when they were sent forward they were not confirmed. It transpires that somehow or other a mistake of  $\frac{1}{2}$  c. per pound or so on the wrong side was made and the shippers refused to accept the orders for this reason.

### NEW CROP NUTS.

Latest advices regarding nuts are to this effect: Tarragona almonds will be slightly lower than even the phenomenally low prices of last year. Filberts, on the other hand, will be half a cent per pound dearer than last year. Grenoble walnuts will cost about 10 or 15 francs more than last year, or say 1

to  $1\frac{1}{2}$  c. per lb. The market has not opened yet. Marbot walnuts will cost half a cent per pound more than they did a year ago. Both Tarragona almonds and filberts, new crop, are due to arrive in November.

### NEW VALENCIA RAISINS.

**T**HE first shipment of new crop Valencia raisins are on the Toronto market this week. It was only a small shipment, coming in one car, and arrived on Monday.

There was some little competition among the various wholesale houses as to who would be the first to get a box in its warehouse. The honor of doing this fell to Perkins, Ince & Co., although Monday was a public holiday, they getting fifty boxes out of the car. On Tuesday morning the Eby, Blain Co. was the first to get a supply from the car, the entry being passed shortly after 9 o'clock. By noon, probably every house on the street had the new fruit in its warehouse.

The fruit is of excellent quality, and came just in time to be on view to the many country customers who are in the city this week.

The ruling prices are 6 to  $6\frac{1}{2}$  c. for off-stalk and 7c. for selected fruit.

Cable advices received the early part of the week denote higher prices in the primary market. Bids that were made by local wholesalers on Saturday last brought back a cable counter offer of one shilling advance.

### DIRECT FRUIT STEAMERS.

The following advices showing the sailing dates of the direct fruit steamers from Mediterranean ports to Montreal will be interesting to the trade. Cables on December 5 from Wm. Thomson & Sons, giving the probable sailing dates of the ss. Avlona, Bellona and Escalona are:

SS. Avlona	leaves	Patras	Sept. 10.
" "	"	Denia	" 20.
" Bellona	"	Patras	" 26.
" "	"	Catania	" 29.
" "	"	Palermo	" 29.
" "	"	Tarragona	Oct. 2.
" "	"	Denia	" 8.
" "	"	Malaga	" 11.
" "	"	Cadiz	" 13.
" Escalona	"	Bordeaux	" 15.
" "	"	Charente	" 20.

### MALAGA GRAPES AND RAISINS.

Malaga grapes were cabled on Thursday from Liverpool by Smith & Crouch as bringing 11 to 13s. on the public sale. No interest, however, will be taken here for another month, or until domestic fruit is marketed.

W. C. Bevan & Co. state that the crop of Malaga raisins is larger and the quality better than last year, and advise late execution of orders. They report opening prices high, but claim they cannot be maintained.

### HEAVY APPLE EXPORTS.

**T**HE consignments of early fall Canadian apples to Great Britain this year have been unusually heavy.

The experiment is a new one and considerable doubts are entertained in Montreal regarding its success.

Up to this year practically all our export apple trade was done in the late fall and winter varieties, which possess special keeping qualities. The apples now going forward will of necessity have to be turned over promptly if they are to meet with success. If they drag on the Liverpool market at all, deterioration in quality and its consequent injurious results on the reputation of Canadian apples is bound to follow. It is this fear in view of the unusually heavy shipments that is bothering Montreal shippers at present.

So far, only one account sale has been received. This lot nets a moderate profit on the shipment, which, however, was not a large one.

Up to Monday over 22,133 barrels had gone forward, and it is expected that the exports for the present week will foot up over 15,000 barrels to Liverpool and Glasgow.

At this writing the Montreal market is dull and heavy at a range of 75c. to \$2 per bbl. It may be interesting to note that cables on Tuesday quoted green apples down one shilling.

### THE SUDDEN DEATH OF MR. DONALD.

**T**HE grocery trade of Toronto was probably never more shocked than it was on Friday last when it became known that Mr. Richard A. Donald, the well-known grocer in King street east, near St. Lawrence market, had dropped dead in his store that morning.

His snow-white hair, his ruddy and pleasant features, his striking figure, were well-known to many citizens outside the grocery trade. He was not known to have had any ailment of any kind, and no one to have looked at him would have ever dreamed that he had. For a man of his age he was wonderfully well preserved. One would have thought that he would have outlived 50 per cent. of the men who were not half his age.

On the morning of his death he appeared to be in his usual good health. He came down to business on his bicycle, which he had but recently learned to master. He was accompanied by his son, Mr. Richard Donald, and had barely entered the store when he was taken with what appeared to be a fainting spell. Medical Health Officer Sheard, whose office is almost directly across the street, was on the spot almost immediately, but in a few minutes Richard

Donald was no more. All this took place within ten minutes after he had dismounted from his wheel. The cause of death was heart failure.

Mr. Donald was 67 years of age, and was born in Montrose, in Scotland. He came to this country in 1854 and went into business. For upwards of a quarter of a century he conducted the grocery business at 134 King street east. He leaves a widow and five children, four sons and a daughter, all of whom are living in Toronto. The eldest son, Mr. James P. Donald, is a manufacturer; Mr. Richard A. Donald is a partner in his father's business, and Messrs. Robert C. and Duncan Donald are barristers in the firm of Maclaren, Macdonald, Merritt & Shepley. Captain Duncan Donald is a captain and acting adjutant in the 48th Highlanders. His daughter is Mrs. E. P. Gordon, of Toronto.

The funeral was private and was held on Monday. The pall-bearers were: Messrs. J. P. Donald, Richard Donald, Jr., and Duncan Donald, sons of the deceased; Master Robert P. Donald, a grandson; David Fleming, a nephew, and Dr. E. P. Loudon, a son-in-law.

#### VISITING MERCHANTS.

THE past ten days has been a busy time around the wholesale grocery warehouses in Toronto. Never during any previous Industrial Exhibition have there been so many country merchants in the city, and the sample rooms of the various warehouses have been thronged with them. As a rule, their purchases have been fair, but not heavy. The travelers now cover every part of the country so thoroughly that extensive buying is not to be expected when the merchants visit the city. It is generally conceded, however, that the aggregate volume of trade is larger than it was a year ago at this time.

THE CANADIAN GROCER had a chat with a number of them, and secured the names of a great many others, but of course even the names of those obtained were only a very small proportion of those who graced the wholesale houses with their presence.

Mr. J. Bruebacher, of Elmira, who, by the way, was one of the prize-winners in THE GROCER'S tea essay contest two or three years ago, was in good spirits. The crops in his neighborhood were good, and everything was promising. "We have about the best land in the country," he declared enthusiastically. "Why, your farms down this way are not a patch upon them. The farmers up our way keep their farms like the people down this way do their lawns."

Mr. R. Johnstone, of R. Johnstone & Co., Sherbrooke, greeted me with the remark: "I am, to use a somewhat stereotyped expression, one of those who could not do without THE CANADIAN GROCER." Mr.

Johnstone is a Montrealer who went to Sherbrooke to do business about five years ago. And well is he satisfied with his move. "Trade prospects in Sherbrooke are good," he declared with much earnestness. "We never had a boom there, and, consequently, we had not so far to fall as a good many other places. And any improvement in trade that takes place we're bound to gain by it. We seldom have a failure in Sherbrooke, and, when we do, it is generally someone who never should have been in business. One peculiar feature about Sherbrooke is this: We get good prices. There is a good deal of competition, but we do not cut each other's throats. Water power? O yes, we have an excellent water power. I was almost going to say the best in the country; but that would be an exaggeration. We have, however, one of the best. There is a great fall of water there. You see we have two good lakes, one 36 miles long and the other six, to feed the river."

Mr. H. T. Barker, one of Stratford's leading merchants, came to town with two of his sons, bright and intelligent boys. Mr. Barker was another of those who were in a happy frame of mind over the trade conditions. "Trade during the past month," he declared, "has been very good. In fact, we have had to work hard to keep up with it. The crops? Oh, they are good. And as for the apple crop, it is enormous. I have driven through the country in different directions in our neighborhood, and everywhere it is the same tale: branches bending over with fruit. The trade outlook is good. We seldom have a failure in Stratford. A good many merchants are doing business on a cash basis, and those doing a credit business are doing it on a great deal better basis than they formerly did. It now seems certain that the Grand Trunk shops there, which now employ 600 hands, will be enlarged, when it is expected that double that number of hands will be employed. There are no vacant houses in Stratford, and those being erected are all of a substantial character."

Mr. C. B. Dunke, of the firm of Dunke & Co., Berlin, said the crops were good and the outlook for fall trade bright, although one of the sore spots in Berlin's trade appears to be excessive competition.

Mr. H. W. Waddell, of Port Lambton, was also in good spirits over the trade prospects. "Apples are a good crop," he said, "and the farmers have almost completed harvesting." Mr. Waddell does a general business, and he is looking for a large trade this fall.

G. H. Johnston, of Pefferlaw, favored THE GROCER with a call last week. He says business is good, and crops in his section large, but prices low. He is looking for a large fall trade, and is a constant reader of THE GROCER, which he says he would not be without.

Thos. J. Widden, of Port Perry, was among the visitors to the Exhibition last week. He anticipates a good fall trade and is doing well at present.

Mr. Hugh Ferguson, of Arthur, reported the hay crop in Wellington County better than it was last year, although it is still poor. "However, we shall have plenty of feed with one thing and another for the stock the coming winter. There is a great deal of

stock in our part of the country. The cereal crops are good. Prices are low, but we are used to that now. Business has been quiet this summer, but we are looking for a good fall and winter's trade."

Mr. R. C. Brumpton, of Chesley, was in Toronto on Tuesday. He came in primarily to buy goods. He has recently bought out the business of D. Montgomery, of that place. Mr. Brumpton has, up till recently, been living in the Red Deer district, Northwest Territories.

"Business is fairly good," remarked Mr. Geo. Wallbridge, of Wallbridge & Clarke, Belleville, as he quietly puffed a cigar. "Belleville is as well off as most cities. Travelers tell me so, at any rate."

Among others noticed in the city: James McCrae, Guelph; W. J. Brumpton, Moorefield; W. A. Belyea, Southampton; Frank Schefter, of Herringer & Schefter, Mildmay; John King, Mount Forest; T. Clark, Mount Forest; J. S. Ireland, Mount Forest; Fred P. Douglas, representing Douglas & Co., Napanee; J. Uffelman, Waterloo; S. H. Northcott, Hespeler; Arthur Vick, Orillia; R. W. Humphries, Guelph; James Craig, Kingston; Ed. Guillet, Cobourg; J. A. McCrae, Guelph; J. C. Barber, Guelph; A. J. Fitzsimmons, Guelph; W. C. Clay, Galt; Jas. McLaughlan, Owen Sound; C. Stephens, Collingwood; F. Telfer, Collingwood; A. W. Wilkinson, Barrie; Sam. Cauldwell, Barrie; W. A. Brunton, Newmarket; H. Davis, Mitchell; Thos. Haywood, Orillia; A. L. McKechnie, Mount Forest; J. A. Mather, New Lowell; A. H. Carter, New Lowell; W. McDonald, Barrie; James Vair, Barrie; J. M. Gibbs, Parkhill; A. D. Leslie, Barrie; W. J. Fortune, Port Arthur; A. Hay, Thornbury; G. H. Powell, Vandorf; Geo. McDermott, Georgetown; M. Carberry, Erin; Milton Pearce, Parry Harbor; G. W. Dettlor, Tweed; J. W. Currie, Nottawa; C. Chapman, Orangeville; R. P. Hopper, Claremont; Miss A. W. Brown, Drumbo; S. Baird, Saintfield; J. F. Hoover, Port Hope; W. H. Pelton, Brussels; Mrs. Gobel, Barrie; Geo. Hagerman, Zephyr; M. Carnahan, Meaford; D. H. Currie, Rosemont; Geo. Evans, Virginia; Mr. Malcolmson, of H. Malcolmson & Co., Chatham; D. Brown, Midland; H. Henderson, North Bay; Mr. Schiedel, Berlin; W. Zaeger, Newton; G. McLaurin, Savanne; Mr. Sneath, of Sneath & Thompson, Penetang; W. E. Preston, of Playfair, Preston & Co., Midland; W. Ray, Stouffville; H. Wilson, Orillia; J. S. Boddy, warden Simcoe Co., Bradford; F. A. Gonne, Chatham; Jas. Good, of Bochner & Co., Milford; Capt. G. F. Marsh, Huntsville; H. M. E. Mertry, Bowmanville; R. W. Humphries, Galt; C. Curtis, sr., and C. Curtis, jr., Fenelon Falls; Mrs. A. Tegart, Southampton; W. Struthers, Tara; R. O'Brien, Collingwood; Mr. and Mrs. A. Young, Seaforth; D. Wright, Alliston; H. Bray, Wolseley, N.W.T.; J. Spence, Pike Bay; A. Smith, of Ferguson & Co., Hamburg; E. Martin, Trenton; R. A. Dutton, Barrie; D. M. Smith, Beaverton; M. E. Vandervoort, Belleville; J. F. May, Drayton; J. Bruebacher, Elmira; J. H. Steiss, Berlin; Dan Mahoney, Niagara Falls; J. W. Watson, Minden; F. W. Hutton, St. Mary's; J. H. Maunder, Cameron; Geo. Upton, Alliston.



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# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

### GROCERIES.

THE past week has been a busy one around the wholesale warehouses of Toronto. Being the last week of the Industrial Exhibition great numbers of country merchants have been in the city, and probably the number who have visited the warehouses exceed that of any previous year. Although a few orders for carload lots have been left, yet, as a rule, orders were not large. As the representative of one house put it, "The travelers keep the merchants pretty well supplied, and they have no need to place the large orders that they formerly did during Fair time." A great deal of business was on the whole done, however, as most of the country merchants did some purchasing. The sugar market is still in an unsatisfactory condition as far as prices are concerned, London and New York having experienced further declines since our last review. Locally, the demand continues active. The first shipment of new crop Valencia raisins arrived on the market on Monday and the fruit is being distributed to the retail trade. Currants are in fairly good demand and higher in the primary market. New pack of "Horse-shoe" salmon arrived on the local market on Tuesday.

### CANNED GOODS.

New pack canned salmon reached the market on Tuesday, and is going out to the retail trade at \$1.45. Transactions in canned salmon are being but sparingly carried on, business in this line being quieter than usual. For this season of the year there

has been a fair enquiry for peas and tomatoes. We quote as follows: Tomatoes, 75 to 80c.; corn, 55 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 95c.; extra sifted, \$1.45 to \$1.50; beans, 70c. up; peaches, \$2.50 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 80 to 90c.; gallons, \$1.90 to \$2.25; salmon, "Horse-shoe," \$1.50 to \$1.55; "Maple Leaf," \$1.40 to \$1.45; Lowe Inlet, \$1.30 to \$1.35, in tall tins; cohoes, \$1.20 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.10 to \$2.30 for tall tins; flats, \$2.60 to \$2.65; half tins, \$1.55 to \$1.60; Canadian canned beet, 1's, \$1.25 to \$1.30; 2's, \$2.25 to \$2.35; 6's, \$7 to \$8; 14's, \$14.50 to \$15.50.

### COFFEE.

The local market is in rather light supply again of green Rio coffees of fine quality, but further shipments are near at hand. There is a fairly good enquiry. We quote green in bags: Rio, 15½ to 17c., according to grade; East Indian, 27 to 30c. South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 25 to 35c.; Mocha, 27½ to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

### SYRUPS.

There is still scarcely anything doing. We quote: Dark, 28 to 31c.; medium, 33 to 35c.; bright, 40 to 42c.; corn syrup, 3 to 3¼c. per lb.

### MOLASSES.

The movement continues fair. We quote: New Orleans, barrels, 28 to 30c.; half-barrels, 30 to 35c.; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

### SUGAR.

The outside markets ruled weak until towards the middle of the week, when beet advanced 3d. in London, and a stronger feeling ruled on the New York market. Prices at the refineries in Canada are slightly lower than they were last week, but a better feeling naturally now obtains in sympathy with the outside markets. There has been no recovery in price, however, the competition for business among the refineries being just now very keen. The demand for sugar is still brisk. We quote granulated as before at 4.25 to 4.35c., and yellows at from 3¼c. up.

### SPICES.

The demand for pickling spices keeps good. We quote: Pure black pepper, 10 to 12c.; pure white, 18 to 25c.; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do, best, 28 to 30c. per lb.; allspice, 14 to 18c.; cassia, 12 to 15c. for China and 18 to 20c. for Batavia.

### RICE, ETC.

There is scarcely anything doing in rice, but business is fairly active in tapioca and sago, in the former particularly. We quote: Standard "B," 3½ to 3¾c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

### NUTS.

New Tarragona almonds will be slightly lower than a year ago, while Grenoble walnuts will cost more. Marbots will be cheaper. Locally there is no change to note. We quote: Brazil nuts, 11 to 12c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 12 to 13½c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts,

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\$4.50 to \$5 per sack; Grenoble walnuts, 12 to 12½c.; Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

TEAS.

Shipments of China country green teas ex ss. Empress of Japan are on the way between this and Vancouver, samples having reached Toronto market this week. The market for Ping Suey teas opened August 15. New season's China black teas are arriving on the Toronto market freely; although they are not yet receiving much attention. Mail advices from Shanghai, under date of August 6, state that the settlements of black tea up to that time were 6,624 half-chests, compared with 14,422 a year ago; Ping Sueys, nil, compared with 84,504 half-chests; country teas, 21,546 half-chests, against 33,184 a year ago. India and Ceylon teas are firm and there is a better demand from local wholesalers. In the latter descriptions, however, wholesalers' stocks are pretty liberal and new Ceylon teas are rather slow. The retail demand is principally for Indian, Ceylon and Japan teas, and there is a fair movement. Ruling prices on the Toronto market to retailers are: Young Hyson, 12 to 18c. 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 35c. 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.

DRIED FRUITS.

Currants are higher and the market is ac-

tive in Patras. A good deal of business has been done for Canada ex ss. Avlona, which sailed from Patras yesterday (Thursday) and proceeds to Denia to load raisins for Montreal. Locally, the demand continues good. We still quote as follows: Provincials, 3¼ to 3¾c. in bbls.; fine Filiatras, in bbls., 4 to 4¼c.; do., half-bbls., 4½ to 4¾c.; ditto, half-cases, 4¾ to 5c.; Patras, 4¼ to 4½c.; Casalinas, cases, 5 to 5¼c.; Vostizzas, cases, 6 to 6½c.; do., half-cases, 6½ to 6¾c.; do., extra fine, 6¾ to 7¼c.; do., half-cases, 7¼ to 7½c.

The first shipment of Valencia raisins, new crop, reached the Toronto and Hamilton markets on Monday ex ss. Patria. The fruit is of excellent quality and is meeting with a good demand. Shipments have also come to hand via Liverpool ex ss. Laurentian, which carried 2,250 boxes for Canada, 2,000 of which were the Rogers brand. We quote new fruit as follows: Off-stalk, 6 to 6½c.; selected 7c.

Sultana raisins are higher abroad, bright fruit selling at 24 to 26s., an advance of 6s. per cwt. on last year's quotations. Locally there is the usual steady demand, principally on bakers' account, at from 5½ to 6½c. per lb.

There is a complete absence of orders for new crop French and Turkish prunes, though the prices are exceedingly low, but importers appear to think our large fruit crop at home will greatly interfere with consumption, although some seem to think that the importance of this is over-estimated, particularly as California peaches and other fruits of that state are much higher than

last year. We quote nominally as follows: Bosnias, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7¼c.; "U," 102 to lb.; 6 to 6½c.; California prunes, 30-40, 11 to 12c.; 40-50, 9 to 10c. per lb.; 50-60, 8½ to 9½c. per lb.; 60-70, 8 to 9c.; 70-80, 8 to 8½c. per lb.; 80-90, 7¼ to 7½c.; 90-100, 6½ to 7c.; 110-120, 5½ to 6c.; Bohemian, 3½ to 4c.; French, 5½ to 6½c.

In California fruits, this season's business has begun in a small way. Raisins are firm with a scarcity of four-crown loose muscatels. Apricots are already offering in car-load lots at prices which show considerable reduction on last year's figures, but it is thought that prices will not be lower than they are to-day. There is nothing doing yet in new season's California prunes. We quote wholesale prices nominally as follows: Apricots, 8 to 14c.; peaches, 5¼ to 8½c., in bags, and ½c. per lb. more in boxes; pears, 8 to 10c.; plums, 6½c. for unpitted and 9½ to 10½c. pitted; nectarines, 9½ to 10½c.

Advices state that the fig crop will be smaller than last year, but prices will be no higher.

In regard to Malaga raisins, W. C. Bevan & Co. advise their agents in Toronto that the crop is larger and of better quality than last year, and advise late execution of orders. Opening prices are high, but it is claimed they cannot be maintained.

GREEN FRUIT.

The demand for all kinds of foreign green fruit is limited on account of the attention which domestic fruit is receiving. Oranges

**Wm. H. Dunn**  
 Manufacturers' Agent and Grocery  
 Commission Merchant  
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Special Facilities for introducing new lines with  
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HYGIENIC COCOA  
 ROYAL NAVY CHOCOLATE  
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YOU DESIRE TO INCREASE  
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The most certain way to do so is to handle

**J. F. ROGERS'**

JUSTLY CELEBRATED

Breakfast Bacon, Hams and  
 Choice Backs.

OUR LARD absolutely Pure and kettle rendered  
 solely from **LEAF LARD**

Consignments of Butter and Eggs solicited. Unrivalled  
 facilities for selling these at highest prices.  
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YOUR CONSIGNMENTS

**FRUITS**

CAREFULLY HANDLED BY

**CLEMES BROS.**

Wholesale Fruit and  
 Commission Merchants

51 Front St. East,

**TORONTO**

are higher. Lemons are unchanged and plentiful. Bananas are plentiful and lower in price. The season is over for watermelons. Shipments of Jersey sweet potatoes are on the market this week. These are the first of these kind this season, and there is a good enquiry for them. We quote; Lemons—Messina, \$4.50 to \$5. Oranges—Rodis, \$7 per box. Bananas, \$1 to \$1.25; coconuts, \$4 to \$4.25 a sack and 60c. per doz.; Egyptian onions, \$2 per bag; cucumbers, 12½ to 15c. per basket; tomatoes, Canadian, 10 to 15c. per basket, 15 to 25c. per bushel; Jersey sweet potatoes, \$3.25 to \$3.50; apples, 75c. to \$1.25 per bbl.; pears, 30 to 40c. per basket for Bartlett's; peaches, 75c. to \$1 per basket for Crawford's; plums, 25 to 60c.; grapes, 15 to 25c. per basket; musk melons, 50 to 60c. per case.

**BUTTER AND CHEESE**

**BUTTER**—The demand is good for choice butter, but the proportion of that desired coming forward is small. Prices are about the same as a week ago. We quote: Dairy butter—Tubs, 13 to 14c. for good to choice; low grade to medium, 7 to 11c.; pails and crocks, 12 to 13c.; pound prints, 15 to 16c. Creamery—Tubs, 17 to 18c. 1-lb. blocks, 19 to 21c., according to make.

**CHEESE**—Prices are firmer. The demand locally is not heavy. We quote 8¼ to 9c.

**COUNTRY PRODUCE**

**BEANS**—Dull and nominal at 75c.

**DRIED APPLES**—Nothing doing and quotations unchanged at 3 to 4c., according to quality.

**EVAPORATED APPLES**—No movement, and 5½ to 6½c. are merely nominal quotations.

**EGGS**—There is a firmer feeling. Good eggs are scarce owing to the exports that are being made. The idea as to price is 12c.

**HONEY**—Quiet at \$1.75 per dozen for comb, and 8 to 9c. per lb. for strained in 10 and 50-lb. tins.

**POTATOES**—The demand is still being principally supplied by the farmer at about 45c. per bag.

**PROVISIONS.**

There has been a very large demand for long clear bacon, and packers are looking for an advance in prices. Business is still active in smoked meats.

**DRY SALTED MEATS**—Long clear bacon, 5 to 5½c. for carload lots, and 5½ to 5¾c. for small lots; backs, 7 to 7½c.

**SMOKED MEATS**—Breakfast bacon, 9½ to 10c.; rolls, 7c.; hams, large, 22 lbs. and over, 9½ to 10c.; medium, 15 to 20 lbs., 11c.; small hams, 11 to 11½c.; backs, 9½ to 10c.; picnic hams, 7c.; all meats out of pickle, 1c. less than above.

**LARD**—Pure Canadian, tierces, 6½c.; tubs, 6¾c.; pails, 7c.

**BARREL PORK**—Canadian heavy mess, \$12 to \$12.50; Canadian short-cut, \$12.50 to \$13; clear shoulder mess, \$10 to \$10.50.

**DON'T FORGET . . .**

to give us a trial when shipping produce. We can assure you of highest prices and prompt returns.

**Graham, McLean & Co.**  
 Produce Commission Merchants  
 77 Golborne St. TORONTO.

**Joseph Carman**

Mercantile Broker and  
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References—  
 All wholesale Grocers.

**WINNIPEG, MAN.**

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**JOHN HAWLEY**

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Butter Eggs Lard Apples Cheese Etc.

Raspberry Jam in 1, 5 and 30 lb. Pkgs.

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**MORROW & EWING**

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We beg to notify the Wholesale Grocery Trade that we have on hand full lines of

Japan, Congou, Indian, Ceylon  
 and Gunpowder Teas  
 also Maracaibo, Rio  
 and Mocha Coffees

Samples and particulars on application.  
 Wholesale supplied only.

ESTABLISHED 1893.

**Butter and Eggs  
 WANTED NOW!**

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62 FRONT ST. EAST, - TORONTO.

Egg Cases supplied on application.

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**FANCY**

PATNA  
 JAPAN  
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 BURMAH

"MOUNT  
 ROYAL  
 MILLS"

**RICES**

D. W. ROSS CO., Agents, MONTREAL



**Brand HAMS, BACON, LARD**

All finest quality.

**T. R. F. CASE, SEAFORTH, ONT.**

**CRISP SODAS**

Put up in 3-lb. Tins, always fresh : quality is perfect.

Their increasing sale is rapidly proving it.

**Jas. McLauchlan & Sons** Biscuit Manufacturers **Owen Sound, Ont.****GRAIN, FLOUR, FEED, ETC.**

**GRAIN**—Deliveries are still coming in well. We quote: White wheat, 65c.; red, 65 to 66c.; goose, 49½c.; oats, 20 to 22c.; peas, 45c.

**FLOUR**—Quotations are the same as a week ago, but there is a stronger feeling on account of the heavy exports of wheat and flour. The local demand is fair. We quote in carloads on track, Toronto: Manitoba patents, \$3.85; Manitoba strong bakers', \$3.45; Ontario patents, \$3.75 to \$3.85. Straight roller is quoted at \$3.10 to \$3.15, Toronto freights.

**BALED HAY**—The demand is good for choice at \$10.75 to \$11.25 in car lots delivered at Toronto.

**BREAKFAST FOODS**—Business is much the same as a week ago. We quote: Standard oatmeal and rolled oats, \$2.60; rolled wheat, \$2 to \$2.15; cornmeal, \$2.45 to \$2.50; split peas, \$3.25 to \$3.50; pot barley, \$3.25 to \$3.50.

**SALT.**

Trade continues good at unchanged prices. We quote at Toronto: In carload lots, \$1 per barrel and 60c. per sack; in less than carload lots, \$1.05 per barrel and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

**PETROLEUM.**

Business continues to improve, particularly in illuminating oils. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19½c. in bulk.

**HIDES, SKINS, WOOL AND TALLOW.**

The following prices are being paid by Toronto dealers: Hides, No. 1, 5c.; No. 2, 4c.; No. 3, 3c.; Calfskins, No. 1, 5 to 6c.; No. 2, 5c.; wool fleece, 18 to 19c.; sheepskin, 50c.; tallow, rendered, 3½ to 4c.

**MARKET NOTES.**

The season is over for watermelons.

Sultana raisins are 6s. higher than a year ago.

The flour market is firmer on account of an increased export demand.

A further slight advance has taken place in oranges on the local market.

Samples of country green teas are on the

market this week, and the shipments are on the way between here and Vancouver.

New season's Valencia raisins are on the market, and they are going into consumption.

New season's "Horseshoe" brand of canned salmon reached the Toronto market on Tuesday.

Currants are dearer in Patras. The Avonlea left Patras yesterday for Denia en route for Montreal.

**QUEBEC MARKETS.**

MONTREAL, Sept. 10, 1896.

**GROCERIES.**

**T**HERE has been more activity displayed during the past week in the general grocery market. Demand for sugar has been quite active, but the fact has not induced any firmness in prices, which continue easy. Syrups have been more active also, and there has been more desire to operate in dried fruit for forward shipment. The general tendency of prices on the latter is firm, as noted elsewhere. Molasses exhibit an easier tendency, with lower offers on round lots. Teas in a distributive way have furnished a larger volume of business, while prices are steady. The easy feeling in canned vegetables continues and has rather checked the demand, though there is no quotable change in values to note. Provisions remain much as they were, while the feature in produce is the speculative demand for cheese, which has forced up prices ¾ of a cent and the decline of fully 1c. in buyers bids for creamery butter.

**SUGAR.**

The sugar market has continued easy and unsettled and frequent fluctuation in the raw article has not been calculated to dispel this feeling. Locally the demand has shown decided improvement, an active business passing during the past eight or ten days. The fact, however, did not lead to much firming up in refiners' views. On the contrary, toward the close of last week they accepted orders involving quite a quantity of granulated on the basis of 4 1-16c., and it is just possible, also, that this figure has been shaded and business done at the even figure. There has been less change in yellows, but low grades have sold at 3c. in round lots. In a jobbing way prices are

quotable as follows: Granulated, 4¼ to 4¾c., and yellows, 3¼ to 3¾c. as to grade, the outside for very bright stock.

**SYRUPS.**

There has been a better demand for syrups, but the market is still far from being active. Prices rule steady at 1½ to 2¾c. per lb. as to quality.

**MOLASSES.**

The molasses market continues quiet and with rather heavy stocks values have an easy tendency, though no quotable change can be reported. A round lot of 500 puncheons of Porto Rico, at 27½ to 28c. laid down, has been the only important sale. Barbadoes can also be had in round lots at 27½ to 28c. In a jobbing way, however, the price is unchanged at 30 to 31c. as to quantity.

**RICE.**

The rice market continues firm under an active demand, and prices are well maintained. We quote: Crystal Japan, \$4.75 to \$5; standard B., \$3.45; polished Patna, \$4.75 to \$5; Carolina, \$6.50 to \$7.50, and Java, \$3.75 to \$4.

**SPICES.**

There is no new feature in the spice market. Demand is of a very quiet jobbing character. We quote: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 20 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

**COFFEE.**

The coffee market remains quiet and prices have a rather steadier feeling, and it looks as though bottom had been touched on Maracaibo. Sales of this grade have been made at 16½c. in round lots, which may be considered an extreme inside price. We quote: Rio, 16½ to 17½c.; Maracaibo, 16½ to 17½c.; Java, 24 to 27c., and Mocha, 23 to 28c.

**TEAS.**

There has been a better demand for tea from retailers during the week, especially for medium Japans, considerable quantities of which have been sent out in this province, and also in western Ontario. Between houses in a large way, however, trade has been extremely quiet. We quote: Young Hysons, 10 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous,

**2 PEAS****NEW-PROCESS**

THAT ARE ALIKE

**STRATHROY  
PEAS**... TENDER ...  
DELICIOUS FLAVOR.●  
AND  
●**FRENCH  
PEAS**



# THOUSANDS OF PEOPLE

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## "Kolona" Ceylon Tea

*Sent to  
Brough  
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30c. Black or Mixed,	-	22c. per lb.
40c. " "	-	28c. "
50c. " "	-	35c. "
60c. " "	-	42c. "
80c. " "	-	58c. "

1-lb. and 1/2-lb. Lead Packages.

It is without a doubt the most delicious and popular Tea in Canada.

All orders taken at the Fair for "KOLONA" have been handed to our customers to be filled—

**DO YOU CARRY IT IN STOCK ?**

## New Japans . .

We have in stock NEW SEASON'S JAPANS, (medium grade.) Large shipment just arrived—excellent cup quality.—in Patent Tins.—

Write for samples of our "ANCHOR" brand.

## Green Rio Coffee

We make a specialty of Green Rios. We have at present a splendid range of values.

**THE EBY, BLAIN COMPANY LTD.**

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

**TORONTO - CANADA**

11½ to 18c. for mediums, and 25 to 55c. for high grade; Japans, 12 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

#### DRIED FRUIT.

There has been more activity in California raisins during the week and values have a more settled tendency. In fact, wholesale houses have, within the past eight days, contracted a large quantity of stock for October delivery. On the basis of primary cost these fruits are now being offered for future delivery as follows: 2-crown, 5 to 5¼c.; 3-crown, 6 to 6½c.; and 4-crown 7 to 7½c.

Valencia raisins are firm and the first shipments will cost laid down fully 1c. per pound more than the prices which have recently ruled on spot, fine off-stalk being offered for forward delivery at 6 to 6½c. It is understood that considerable business has been put through on this basis.

There is little to note in regard to currants, but we understand that business for future delivery in new crop has transpired which is about equivalent to 4c. in barrels for provincials.

Advices on prunes continue very firm. Bosnias are cabled 2s. up from the lowest, and French imperial plums are 1s. or about ¼c. per pound higher at primary markets. Prices on French and American on spot are more or less nominal. California prunes are offering at 6 to 11c., as to grade. Advices with regard to Oregon prunes indicate a light offering, and it is anticipated that Santa Clara Californias will be high. Some good sized sales of the latter for forward delivery have transpired.

Evaporated California fruits have also opened up fairly active for future delivery. Peaches are quotable at 8½c. up; apricots, 12½c. up, and pears, 9c. up, according to grade.

Figs are quiet at 9 to 10c. for ordinary, and 13 to 17c. for fancy.

Dates continue as before at 4½ to 5c.

#### NUTS.

Business in nuts continues quiet. We quote: Grenoble walnuts, 11 to 11½c.; Brazils, 11c.; almonds, 10½ to 11c.; filberts, 7 to 7½c.; peanuts 7 to 9c., and cocoanuts, \$4 to \$4.25 per 100.

#### CANNED GOODS.

The easy feeling already noted in canned vegetables continues, and the fact has rather interfered with the demand. We quote: Tomatoes, 65 to 75c.; corn, 65 to 75c.; peas, \$1 to \$1.10 for ordinary; sifted select, \$1.25 to \$1.35; extra sifted, \$1.45 to \$1.50; beans, 70c. up; peaches, \$2.90 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.40 to \$2; strawberries, \$1.80 to \$2.45, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 85 to 90c.; gallons, \$1.90 to \$2.25; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.27 to \$1.30, in tall tins; cohoes, \$1.15 to \$1.20; canned mackerel, \$1.15 to \$1.20; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.25; 6's, \$6.75 to \$7; 14's, \$14 to \$15; lobsters, \$8.25 to \$9 per case.

#### GREEN FRUIT.

There has been a fair degree of activity in green fruit. Seasonable fruit of all kinds move with freedom. Heavy consignments of apples are going forward to Great Britain, and there is some doubt entertained as to the results. Prices on spot have declined 25c. to 75c. to \$2 as to quality. Peaches are steady, with a fair demand at 50c. to \$1. Plums are 10c. easier under increased receipts at 30 to 40c. per basket. Bananas can be had for almost any price, 75c. per bunch being a nominal quotation. Lemons are quiet and steady, \$2 to \$3.50 per box. The only oranges offering are Jamaicas, which sell at \$6 to \$6.50 per bbl. as to quality. Some Malaga fruits are on the way, but it is impossible to state what they will offer at.

#### COUNTRY PRODUCE.

EGGS—The firm feeling in eggs is maintained and prices have scored a further advance of 1c., choice candled selling at 11¼ to 11½c., and seconds 8½ to 9c.

BEANS—Demand for beans continues slow and values are steady at 70 to 75c., in car lots, and 80 to 90c. in a small way.

HOPS—Business quiet and prices steady at 5 to 7c.

HONEY—Remains quiet at 10 to 12c. per lb.

POTATOES—There is no change in these, prices holding steady at 35 to 40c. per bag.

DRIED APPLES—Quiet and steady at 3 to 3½c.

EVAPORATED APPLES—The same remarks apply to these, which are held at 5½ to 6c.

BALED HAY—The market has ruled weak and prices are now \$1 per ton lower than they were a week ago, No. 1 offering at \$10.50 and No. 2. at \$9.50.

#### PROVISIONS.

The provision market has ruled quiet, the only changes of importance being a further decline in lard and a better feeling in hams. We quote as follows: Canadian short cut, clear, \$10 to \$10.25; Canadian short cut, mess, \$10.25 to \$10.50; hams, city cured, per lb., 9 to 11c.; lard, Canadian, in pails, 7 to 7½c.; bacon, per lb., 8½ to 9½c.; lard, com., refined, per lb., 5 to 5½c.

#### FLOUR, MEAL AND FEED.

There has been a fairly active trade in flour during the week, and prices are precisely as they were. A feature has been the export demand for Manitoba grades, both from Australia and Great Britain, some 10,000 sacks being put through on the former and 8,000 on the latter account during the week. We quote: Winter wheat, \$3.60 to \$3.80; spring wheat, patents, \$3.75 to \$3.90; straight roller, \$3.40 to \$3.50; straight roller, bags, \$1.60 to \$1.65; extra bags, \$1.30 to \$1.35; Manitoba strong bakers', \$3.25 to \$3.50.

There was no change in oatmeal, business being quiet and prices about steady, rolled in car lots offering at \$2.50 in bags and at \$2.60 in barrels. We quote: Standard, bbls., \$2.80 to \$2.90; granulated, bbls., \$2.90; rolled oats, bbls., \$2.50 to \$2.60.

The demand for feed continues good and the market rules active and steady. We



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Any man or woman who has any responsibility in life or anyone dependent on him or her, for whom provision cannot otherwise be made, is in duty bound to see that such dependent is not left destitute by his or her death.

By a policy of insurance in the CONFEDERATION LIFE ASSOCIATION on the Unconditional Accumulative Plan, complete and unquestionable protection is immediately secured.

The policy has but one condition, viz., that the premium shall be paid.

It is absolutely free from restrictions as to residence, travel or occupation, the insured being at perfect liberty to travel or reside in any part of the world.

Rates and other information desired will be sent on application to the Head Office, Toronto, or to any of the Association's agents.

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Head Office: Toronto.

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Ready for the table in 10 minutes.  
No Soaking. No Boiling. No Odor.

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**J. W. BEARDSLEY'S SONS, New York, U.S.A.**

## VINEGARS

Made under Government Supervision. Absolutely pure.

**BADGEROW  
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79 and 81  
JARVIS ST.  
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## Dawson & Co.

**FRUIT  
PRODUCE  
and COMMISSION MERCHANTS**

**32 WEST MARKET STREET**

Consignments  
Solicited

**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.

## COOKED MEATS

We are putting up a very fine line of Cooked Pigs' Feet and Cooked Pigs' Tongues in jars. Cooked Pigs' Tongues, Cooked Ox Tongues, English Brawn and Cooked Boneless Hams for slicing on the counter. If you have not handled these lines send us a small sample order and we know you will want more.

**F. W. Fearman**

HAMILTON

quote: Bran, \$10 to \$11; shorts, \$11 to \$12; mouillie, \$15 to \$17.

### CHEESE AND BUTTER.

The speculators have again taken hold of the cheese market, and rushed up prices with a vengeance, paying advances of  $\frac{1}{2}$  to  $\frac{3}{4}$  c. in the country over a week ago. The legitimate demand has not followed the rise at all, and the English market has to appreciate from 1 to  $1\frac{1}{4}$  c. per lb. at the very least to be on a parity with values on this side. This, so far, it has shown no signs of doing. We quote 9 to  $9\frac{1}{2}$  c. as the nominal range, according to quality.

The weakness in butter continues, and buyers and sellers are apart as to value. In the Townships buyers have reduced their bids 1c. per pound, offering only 17c. for creamery against 18c. last week. Spot prices are nominal at 18c.

### ASHES.

The receipts of ashes during the past week have been quite up to the average, but as the demand from abroad continues fair, stocks do not accumulate to any extent, consequently the general feeling, if anything, is better, and prices are fully maintained. We quote: Firsts, \$3.50 to \$3.55; seconds, \$3.05 to \$3.10; and pearls, \$4.55 to \$4.60 per 100 lbs.

### MONTREAL NOTES.

Bosnia prunes are cabled up 2s. from the lowest point.

Cables on Malaga raisins estimate that they will open steady to firm.

It is anticipated that the yield of Oregon prunes will be light this season.

Advies on high-grade Santa Clara California prunes are strong in tone.

Cables on Tuesday from Liverpool on apples quoted green stock down one shilling.

Cables on Tuesday quoted French imperial plums 1s. per cwt., or  $\frac{1}{4}$  c. per pound, higher.

Round sales of granulated sugar were made at the refineries here at the close of last week at 4 to  $4\frac{1}{2}$  c. per pound.

### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Sept. 10, 1896.

THERE continues to be rather better movement in business, but the summer has been a hard one, our merchants carrying large stocks which they have been selling at a loss, besides the cost of carrying, and prices continue in many

### TORONTO EXHIBITION

In the centre of the main building you will find the finest display of BIRD SEED ever shown in Canada. Go and look at it.



### BROCK'S BIRD SEED

Ask your wholesaler for it.

**NICHOLSON & BROCK - TORONTO**

### Exhibition Visitors

We will be pleased to have all country merchants and shippers call upon us in our new warehouse during their visit to the Exhibition. Send us your consignments and call and see us. Consignments of all Country Produce handled carefully. Storage free if you do not wish to sell at present.

Reference—Bradstreet's Mercantile Agency.

## H. P. Gould & Co.

Wholesale Produce and Commission Merchants,  
33 Church St., TORONTO

### SPECIAL NOTICE.

We beg to advise our friends and patrons and the trade in general that the business carried on for the past twenty-five years by the late Wm. Ryan, Pork Packer, Wholesale and Commission Merchant, will be continued as heretofore by the Executors, under the same management as in the past. We respectfully solicit a continuance of your patronage, and will, by our usual prompt methods, endeavor to merit the same.

## WM. RYAN & CO.

Pork Packers and Commission Merchants,  
70 and 72 Front St., East,  
TORONTO

## S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

**76 COLBORNE ST.,**  
TORONTO, ONT.

We are offering special inducements in

**Shoulder Hams  
Rolls..**

Write us.

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

Pork Packers, Toronto.

**Hugh Walker & Son**  
Guelph, Ont.

**W**holesale Fruit and  
Commission Merchants

Consignments Solicited.

lines to fall off. There is in beans and old wheat flour rather a firmer feeling. Canned goods are lower and almost all lines are weak. There is beginning to be the usual demand for lumber supplies, a number of crews already arranging to go into the woods. The booksellers as well as the grocers feel the growing effect of competition. The retailers here are trying to outdo each other in offering school books, a line which at best must be sold close. Labor Day (Monday, Sept. 7), was generally observed by the grocers. Among the wholesale men particularly many went out of town, the half day (Saturday) and the whole day (Monday) giving them a much appreciated holiday.

**OIL.**—In cod oil receipts continue quite liberal. In burning oil the fall demand is starting, and some orders for future have been placed. The price seems steady after the late drop and little further change is looked for for some time. We quote: American burning oil, 21c.; best Canadian, 19½c.; prime, 17c.; no charge for barrels.

**SALT.**—Two small lots arrived from Boston by schooner. Market is quite bare and prices are firm at rather higher range. A growing demand is noticed for Canadian fine salt in bags. We quote: Coarse, 50c.; factory-filled, 90c. to \$1; 5-lb. bags, in bbls., \$3.25; 10-lb. bags, in bbls., \$3; butter and cheese salt, bulk, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 20c.; 10-lb. wood boxes, 12c.; cartoons, \$2 per case of 2 doz.

**CANNED GOODS.**—Each factory representative that comes cuts the price of corn, peas and tomatoes, and this week lower prices than ever were offered, but orders have been largely placed at rather higher figures. It is thought the very low prices will create a much larger demand than usual. Our vegetables have always been held much higher than those packed in the States, but it looks as if we would reach their prices if we do not do better this year. Good standard pack corn of last season is being retailed as low as 5½c. per can. In this particular it might be stated that on two cars a rebate was made owing to labels being somewhat damaged. In California fruit low prices are quoted, but there is little or no demand here. They quote shortage in many lines, such as cherries, raspberries, currants and blackberries, also they expect higher prices in apricots and peaches. Gallon apples are very low and easy. New canned blueberries, of which a large quantity have been packed, are being shipped freely to Boston. We quote: Corn, 70 to 80c.; peas, 75 to 80c.; tomatoes, 75 to 80c.; gallon apples, \$2 to \$2.25; 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 \$2.25; 1's, \$1.35 to \$1.50; peaches, 3's, Canadian, \$2.85 to \$3.10; 2's, \$1.90 to \$2; pineapple, \$2.25 to \$2.75; salmon, \$1.35 to \$1.40; haddies, \$1.25 to \$1.30; clams, \$5 for 4 doz; chowder, \$2.75 for 2 doz.; scallops, \$5.50 to \$5.75 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.


**GREEN FRUIT.**—The interest at present is in apples, pears, plums and grapes. In apples the chief business at present is in New Brunswick stock, which is of good quality and low. A few American

apples are still seen. The Nova Scotia apples so far to arrive are but fair. Gravensteins, their principal fall fruit, and which is such a splendid apple, will range very low, as will all apples. The pears most largely sold now are Canadian Bartlett's, Californian being about out of the market. The size of the Canadian is very large; and the quality gives every satisfaction. In grapes and peaches the principal movement is in the Canadian article, large consignments arriving daily. The usual quantity of Delaware plums are to hand in large quantities and have good sale at low prices. From one orchard 500 baskets were picked in one day, and though but seven years old it is thought this year to get 3,000 baskets from it. We quote: Lemons, \$6 to \$6.25; Valencia oranges, \$7 to \$8; bananas, \$1.50 to \$2.90; grapes, 40 to 60c. per basket; California plums, \$2 to \$2.25; peaches, \$1.25 to \$1.75; apples, \$1 to \$2 per bbl.; keg grapes, \$5 to \$6; Bartlett pears, \$4.50 to \$7; N. S. plums, 30 to 40c.

**DRIED FRUIT.**—This is still a quiet line. Valencia raisins are daily expected. Some few cars of California loose muscatels for early shipment have been bought at a delivered price. Four crown are held more firm than three. First shipments of peels are to hand, and show good quality. Market is short on cocoanuts. In peanuts best grades are rather lower. Merchants begin to give more attention to nuts, showing that the holiday season is again approaching. In onions, American now have the market. Evaporated apples, new, tend lower. Old, dried, are a drug. We quote: Valencias, 4½ to 5c.; layers, 5½ to 6c.; California L. M. 3-crown, 6½ to 7c.; London layers, \$2 to \$2.25; currants, cases, 4 to 4½c.; bbls., 3¾ to 5c.; cartoons, cleaned, 6¾ to 7½c.; bulk, cleaned, 5½ to 6½c.; prunes, boxes, 6 to 7c.; dates, 4½c.; dried apples, 4 to 5c.; evaporated apples, 6½ to 7c.; Egyptian onions, 1½ to 1¾c.; American onions, \$2.75 to \$3 per bbl.; cocoanuts, \$4 to \$4.50 per 100 lbs.; figs, 9 to 10c.; Sultana raisins, 6½ to 7c.

**DAIRY PRODUCE.**—While butter is firmer dealers do not care to pay the price asked by creameries and real first-class dairy is hard to get at any price. Farmers are holding butter for higher prices. Cheese

"NEVER TURN A WHEEL" WITHOUT IT  
CAN'T YOU SELL?

PEERLESS  
**MACHINE** 

Best general purpose oil known. Specially adapted to farmers' trade. Best advertised and most used. If our travelers have missed you send for samples and prices.

SAMUEL ROGERS & CO  
Sole proprietors, Toronto, Ont.

**ALBERT PAIN . . .**

36 Merrick St.,  
HAMILTON, ONT.

PRODUCE AND COMMISSION MERCHANT

Strawberries and spring vegetables are now in. All orders promptly attended to.

TELEPHONE 1211.

**E. T. STURDEE**

Mercantile Broker,  
Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc.

Wholesale trade only.

**EPPS'S COCOA**

1-4 lb. Packets. 14 lb. Boxes  
secured in tin.

Special Agent for the Dominion

C. E. COLSON - MONTREAL

The Most Searching Tests

"GOLDEN" FINNAN  
HADDIES

Have been subjected to the most severe tests, and have come out on top.

Remember, when you buy "GOLDEN" Haddies you get a full pound tin.

Quality guaranteed or money refunded.

Packers' Agents.

**NORTHROP & CO.**

St. John, N.B.

**VERRET, STEWART & CO.**

MONTREAL . . . . . QUEBEC.

Have always on hand

Full stocks of . . . . .

**..SALT..**

\*\*\*\*\*

**"I never thought,"**

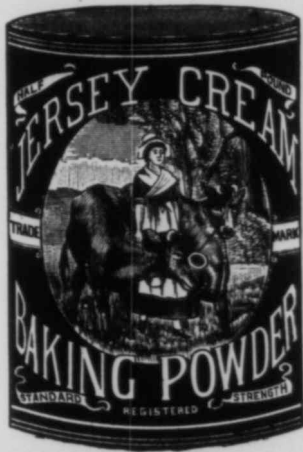
said a grocer, "how many birds my customers had until I handled 'COTTAMS' Seed. This last few weeks I have sold more 'COTTAMS' than of all other brands combined in a year."

**Little Wonder!** His customers had been buying "Cottams" elsewhere. Then he backed up our advertising by a prominent display of "C. B. S." and gave the few who hadn't used it an opportunity of easily proving what they had read about "Cottams" Seed.

**IT PAYS TO PUSH "COTTAMS."**

Each 1-lb packet contains a patent Bird Bread and Sanitary Perch Holder and Beak Sharpener, together with "BIRD BREAD," manufactured under our 1891 and 1896 patents. All wholesalers.

\*\*\*\*\*



# Jersey Cream

is generally acknowledged to be a little bit better than other cream. So is

## JERSEY CREAM BAKING POWDER

everywhere acknowledged to be superior to any other baking powder that is being sold to-day. You can easily prove this by a practical test.

**Lumsden Bros., Hamilton, Ontario**

### Our Reputation

For always manufacturing and selling the best goods makes the sale of

#### "KENT"

canned goods easy and safe. They never fail in quality.

THE . . .

**"KENT" CANNING AND PICKLING CO.**  
CHATHAM, ONT.

### White Wine Vinegar

**PURE ENOUGH**—to stand the most exacting chemical test.

**STRONG ENOUGH**—to keep fruit or vegetables in pickle for any length of time.

**CHEAP ENOUGH**—to let you supply your customer with a good article and make a profit.

Write for quotations.

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

Vinegar Manufacturers

TORONTO

We have kept in . . .

#### COLD STORAGE

a few 10 lb. boxes of FIGS

. . . also . . .

LAYER VALENCIA RAISINS

**JOHN SLOAN & CO.**

45 Front Street E.

Wholesale Grocers

TORONTO

#### NOW IN STORE

New Valencias

New Large Dry Gaspe Cod

New Pure Boneless Fish

New Sportsman Brand Sardines 1/4s.

**WARREN BROS. & CO.**

35 and 37 Front St. East, Toronto.

### Dried Fruits

SPHINX PRUNES "U"  
FRENCH PRUNES  
CALIFORNIA AND OREGON  
HALLOWEE DATES

At low prices.

**T. KINNEAR & CO.**

49 Front St. East, TORONTO

## Piquant Pickles

One of the best known combinations of Whole Spices for Pickling Purposes is

### East India Pickle Spice

In largest 5 and 10-cent packets or bulk. Thoroughly tested and guaranteed.

**Todhunter, Mitchell & Co.**

TORONTO

## SOUPS

#### TO THE TRADE.

I beg to call your attention to a very fine line of soups, in pints and quarts.

#### Second to None in the Market

In hermetically sealed cans, in cases of 4-doz. pints, or 2-doz. quarts. Sold by all wholesalers.

**W. CLARK, MONTREAL**

See prices current for quotations.

First arrival of New Season's

## Valencia Raisins

now in store.

**PERKINS, INCE & Co.**

TORONTO.

*Laurentian  
Spring Water*

Bottled by the

LAURENTIAN SPRING WATER CO.

90 Beaudry Street

— MONTREAL

FINER THAN ANY IMPORTED WATER

And comes within the reach of all.

ASK FOR SAMPLE AND PRICE.

## THE CYCLIST

with a supply of

## JAMIESON'S BISCUITS

may wheel any distance, scorning hotels. They are sustaining, refreshing, always crisp and tasteful.

None better—scarcely so good, in fact.

ALL GROCERS KEEP THEM

Manufactured by

R. E. JAMIESON - OTTAWA

shows little or no change. Stocks are not large. The Prince Edward Island factories have sold their July cheese for 8 to 8½c.—some thousand boxes. They are being shipped to England via Halifax. In eggs stocks have moved off more freely than last season and less complaint has been heard as to quality. Price shows no change. We quote: Dairy butter, 17 to 18c.; new creamery, prints, 20 to 22c.; do., tubs, 18 to 20c. Cheese, 9c. Eggs 9 to 10c.

**SUGAR**—Prices continue at the low figures. There is a fairly steady demand. We quote: Granulated, 4¾ to 4½c.; yellows, 3½ to 4c.; Paris lump, 6c.; powdered, 5¾ to 6c.

**MOLASSES**—The cargo of Porto Rico referred to last week is to hand and is offered low, but finds little demand. The West Indian steamer brought but a small quantity of St. Croix and Barbadoes. Movement is light and importation large, and sales were pushed while the goods were landing. A better demand is noticed for New Orleans in barrels, which is offered low. We quote: Barbadoes, 27 to 28c.; Porto Rico, 30 to 34c.; New Orleans, bbls., 30 to 36c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

**FISH**—Receipts have been better during the week, particularly in dried. This has made prices rather easier. A good demand is noticed. Upward of 10,000 boxes old smoked herring arrived and sold low. For bloaters a good demand continues at fair prices. It is the one bright spot in smoked herring. Pickled fish come in slowly, and, as yet, there are small sales. Fresh cod and haddock are good receipts. For some

time fair quantities of fresh sturgeon have been shipped to Boston, but the season is about over. Pickled shad (fall caught) are scarce, and there is good sale. We quote: Large cod, \$3.40 to \$3.55; medium, \$3 to \$3.25; pollock, \$1.20 to \$1.25; bay herring, \$1.25 to \$1.30 per half-bbl.; smoked, 4 to 5c.; shad, half-bbl, \$4.50 to \$5; Shelburne, \$2.75 bbl.; boneless, 2½ to 8c.; Canso, 4c.; bloaters, 6c. per box.

**PROVISIONS**—Pork, which it was thought would show improvement, continues low. Quite a quantity of American lard is coming into this market. In pure lard there is quite a range in price. Stocks are still large. Beef shows steady price. A better all-round demand is noticed. The trade fail to understand the advance in hams. Roll is light sale. We quote: Clear pork, \$12.75 to \$13.50; mess, \$13 to \$13.50; beef, \$12.50 to \$13; hams, 11 to 12c.; rolls, 7½ to 8c.; pure lard, tubs, 7 to 8½c.; compound, 6½ to 7¼c.

**FLOUR, FEED AND MEAL**—Flour shows steady price and fair sales, except low grades, which are hard to sell. Feed also moves slow. In oatmeal no change in price is noted, but there is an increasing demand. In oats prices of new will rule low. Both in this province and P. E. Island crops are large. Cornmeal, owing to competition, is again quoted rather lower, but there is a very free sale. Beans, while they continue to hold advance west, show little change here and stocks are large. Hay shows but light movement. Crops have turned out fair. Some demand is noticed for buckwheat meal. Large quantities of corn for grinding are arriving. We

quote as follows: Manitoba flour, \$4.40 to \$4.50; best Ontario, \$4.00 to \$4.20; medium, \$3.95 to \$4.00; oatmeal, \$2.90 to \$3.10; cornmeal, \$1.90 to \$2; middlings, car lots, in bulk, \$14 to \$15; bran, do do, \$13 to \$14; hand-picked beans, \$1; prime, 90c.; oats, 30 to 32c.; hay, \$13 to 14; barley, \$3.50; round peas, \$1.15; split peas, \$3.30 to \$3.50; yellow eye beans, \$1.75; buckwheat meal, \$1.25.

### ST. JOHN NOTES.

Tignish, P.E.I., had a \$100,000 fire last week, some 40 buildings being destroyed.

McAffee & Loomer have received a large consignment of pickled shad, fall caught.

Some grocers are disappointed not seeing Mr. Boulter, who has been expected here for some weeks.

Large quantities of corn for grinding is now coming in, upwards of 30 cars arriving during the week.

The committee of the grocers' picnic handed the treasurer of the park funds \$100 as the result of the day's outing.

J. Hunter White, agent for Beardsley's shredded cod fish, reports that the usual fall demand is opening early this year.

The present outlook is that the Woodstock and Centreville railway, which has been under consideration for so long, will be completed at once.

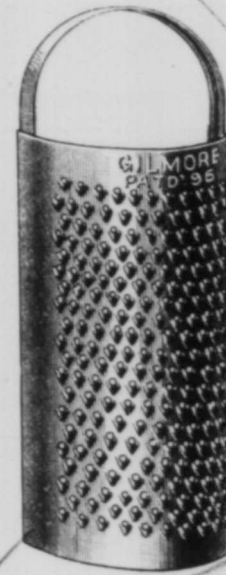
Str. Taymouth Castle, arriving this week, brought 40 Chinamen, who, except one, were on their way home. The one remaining here paid the \$50 Government charge. The steamer brought 41 hhds. and 75 casks

# Look . . . at our Latest

We have secured the sole control for Canada of the Gilmore Patent Grater, and will pack one with each pound of Vienna Coffee . . . Our travellers will have samples next week.

See that hole?  
that is the patent

Free with . . . .  
1 lb. Vienna Coffee



**PURE GOLD M'FG. CO.** 31 & 33 FRONT ST. EAST.  
TORONTO.

lime juice; also 150 casks limes for Boston, 260 bags cocoanuts for Ontario, 18 casks St. Croix molasses and 25 puns. Barbadoes molasses. Her outward cargo from here was a heavy one.

The packers of Nova Scotia apples have been advised by H. Bamford, manager for D. D. Pankhurst, of London, not to nail the heads in so much, but to use a small lining hoop.

Last season reference was made by THE CANADIAN GROCER to a project to cut and press hay for the English market by Amherst parties. A company has been formed this fall and a machine bought which cuts about four tons per hour. Beside filling a demand, much is saved in freight, as thus prepared the hay occupies only half the space per ton. The company will also grade hay. In this way they expect to get a better price for the best qualities.

The Chatham Board of Trade met this week and elected delegates to the Maritime Board of Trade, which will shortly meet here. The matter of cold storage was talked over. The present project is for a central warehouse in St. John and four auxiliaries, one of which will be at Woodstock and one at Moncton. The location of the other two has not yet been decided upon. A committee was appointed to see what could be done in regard to having Chatham selected as one of the two remaining points. Sussex is making a move to have one of the warehouses built there.

John Mackay & Co.'s "Kola Cafe" is in stock with Robert Greig & Co.

## HINTS TO BUYERS.

**W**ARREN BROS. & CO. expect their shipment of green Rio coffee, fine selection, to arrive daily. The greater portion of it has been sold to arrive, but another shipment is nearly due.

\* John Sloan & Co. are in receipt of a new shipment of candied peel.

In the vinegar trade T. A. Lytle & Co. are holding their own against all comers. Quality tells.

"Tryphosa," the new instantaneous jelly, is having a large sale. Robert Greig & Co. are agents.

"Flagship" salmon is being offered by Lucas, Steele & Bristol at a close figure. Get their quotations.

The Alcides unloaded a large shipment of Dandicolle & Gaudin's French preserved goods for Robert Greig & Co. last week.

W. H. Dunn, St. Paul street, Montreal, has just received this week a carload of Babbitt's soap. Quotations on application.

In a Japan tea to retail at 25c. W. H. Gillard & Co. have a large assortment, which they state contains values unexcelled.

The Pure Gold Mfg. Co., with their characteristic push, have secured sole control for Canada of the Gilmore patent grater, and are putting it up with 1-lb. tins

of Vienna coffee, so that each consumer gets one free with each tin.

The experience of the grocer referred to in the advertisement of Bart. Cottam & Co., on page 26, is worthy the consideration of our readers.

Robert Greig & Co. have booked some large orders this week for "Crown" extracts. This favorite brand is daily growing in popularity.

Laporte, Martin & Cie., Montreal, received a shipment of "Golden" finnan haddies this week. They report a good trade in that brand.

A consignment of prepared American mustard in fancy pots and glass sugar bowls and butter dishes arrived this week for the Eby, Blain Co., Ltd.

Dixon's carburet of iron stove polish is meeting with a steady demand in Canada, we are informed by the agents, W. H. Gillard & Co., of Hamilton.

Clemes Bros. have this week received a shipment of Jersey sweet potatoes. This is the first shipment of the kind this season, and the quality is fine.

Some excellent values in Assam and Ceylon teas are being offered by Lucas, Steele & Bristol at 17 to 18c. A few extra choice ones at 30 to 32c.

The enterprising firm of Keen, Robinson & Co., London, England, have issued several new and attractive show cards. Their latest for Keen's mustard, entitled "Tickets

## A sight to see

Our exhibit of Cereal Foods in the Main Building at the Toronto Fair. Try and get round to see us, we will be glad to meet all our friends and customers.

## THE IRELAND NATIONAL FOOD CO., LTD.,

OPERATING one of the largest and most complete  
Breakfast Cereal Food Mills in the Dominion.

TORONTO.

Please," is a work of art. The agents for this firm, Frank Magor & Co., will be happy to forward one to any reader of THE GROCER.

P. C. Larkin & Co., the packers of "Salada" tea are shipping "Ideal" tea packing machines to Colombo, Ceylon, and to Liffiton & Co. Montreal.

"L. P. & Co." brand whole mixed spice contains mace, penang cloves, white pepper and nine other varieties. Lucas, Steele & Bristol's men have samples.

The Eby, Blain Co., Ltd., has sold its exhibit of "Kolona" tea at the Fair to T. W. Dutton, grocer, Queen street west, Toronto. There is 1,000 pounds of tea in the exhibit.

H. P. Eckardt & Co., Toronto, are offering the "Golden" finnan haddies. They have received a new lot this week. They say sales of "Golden" haddies are increasing.

The reason why the "Gem" stove paste is a success is because the F. F. Dalley Co. has overcome the trouble of a stove paste drying up and the frost affecting it in the

winter season. It does not rust the tin, will keep in any climate, gives a beautiful polish to the stove, with little or no labor, which will last.

W. H. Gillard & Co. are offering their "Diamond" baking powder at a greatly reduced price, and anyone knowing the sterling value of this article must consider it a snap.

The new "Sun Paste" stove polish, made by the proprietors of the "Rising Sun" stove polish, is put up in the most attractive sort of packages possible, and dealers appreciate goods which make a fine appearance on the shelves.

The Eby, Blain Co., Ltd., report the arrival of their import orders for medium grade new Japan teas. They have a large shipment of very fine Congou teas, which they are offering at exceptionally low prices.

Mr. J. H. Magor, of the firm of Frank Magor & Co., Montreal, has this summer visited every city and large town in Canada, from the Atlantic to the Pacific coast, and reports that the various lines handled by

this firm are meeting with a ready sale, and that business in grocery circles has now assumed an upward tendency.

Enormous quantities of corrugated paper packing are used in the cases of the "Rising Sun" stove polish. The goods are packed in the neatest and most careful manner, and reach the storekeeper in the best possible condition.

Frank Magor & Co., Montreal, write that they will forward to any grocer in Canada, charges prepaid, an assortment of new show cards just received from the manufacturers of Keen's mustard and Keen's Oxford blue; also of other leading grocery houses represented by them.

"If grocers," writes a reader, "would back up the extensive advertising of some of the well-known packet goods by an immediate and very prominent display of the goods, they would often be surprised at the result. In this way many of the large advertisements in the daily papers may be made to serve as a direct advertisement for the grocer."

## There's not much difference . . .



in price, but a wonderful difference in quality, between reliable goods such as ours and the unreliable product of unknown canners. There's another difference to be considered, too—the difference between satisfied and dissatisfied customers. Put our goods to any test you please. They will stand it.

DELHI CANNING CO., DELHI, ONT.





We carry a full line  
in stock...

HUDSON'S BAY CO.

Get our  
Quotations

Winnipeg

Sole Agents for Manitoba and N.W. Territories.



# East India Pickles

Good Sellers  
Good Profit

Have been pronounced by epicures to be the most  
appetizing and delicious pickles prepared in the world.

The sauce makes an excellent dressing for all kinds  
of meats, game and fish.

A TRIAL WILL CONVINCe.

Large bottles—  
1 dozen in case.  
Small bottles—  
2 dozen in case.

**A. E. Richards & Co.** Canadian Agents **Hamilton.**

We invite the GROCERS to  
Come, Taste and Examine

# Knox's Gelatine

and find out its superior qualities over other brands.  
It will be exhibited at the Great Industrial Fair,  
Toronto, near the Eastern Entrance of the Main  
Building.

**C. B. KNOX**

Manufacturer, JOHNSTOWN, N.Y.

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

Selling Agents, HAMILTON, ONT.

## S. &amp; H HARRIS'S HOUSEHOLD REQUISITES.



SOLD EVERYWHERE.

## Ebonite Blacking

(WATERPROOF.)

FOR BOOTS AND SHOES.

Does not  
Injure the  
Leather

Trade Mark.

Requires  
No . .  
Brushing

..ASK FOR IT..

MANUFACTORY: LONDON, E., ENGLAND.



## THE LATE WM. RYAN.

THE death of Mr. W. Ryan, the well-known pork packer and provision merchant of Toronto, was not unexpected. He had been ill for some time, but it came as a shock to the provision and grocery trades of the city and country.

By his death a well-known figure is removed. He began business in Toronto twenty-five years ago in the old Corn Exchange building, now the site of the Imperial Bank. In those early days he principally handled flour. It was in 1874 that he embarked in the produce and commission business. When in 1881 he removed to 70 to 72 Front street east, which he occupied up to the time of his death, he added pork packing as a branch of his business.

At one time, in conjunction with his brother, the late Collector of Customs Ryan, of Montreal, he did the largest cheese and butter exporting trade on this side of the Atlantic.

The deceased was a thorough business man, and one of his peculiarities was the quickness with which he acted in business transactions.

He was a big-hearted man, and was

liberal in his charity. Ireland was the land of his birth, but he came to this country with his parents when a mere lad.

THE CANADIAN GROCER extends its sympathy to the afflicted family.

The business will be carried on by the executors under the style of Wm. Ryan & Co., with Mr. James T. Madden, who had been in the late Mr. Ryan's employ since 1879, as manager.

## PERSONAL MENTION.

Mr. J. E. Ganong, of the St. Croix Soap Co., St. Stephen, N.B., is in Toronto this week.

"Commodore" Lucas is back again in Hamilton with his fine yacht, Zelma. He is looking well sunburnt.

Mr. W. H. Gillard, of W. H. Gillard & Co., Hamilton, was in Toronto this week paying his respects to his brother wholesalers.

L. E. Geoffrion, one of the partners of L. Chaput, Sons & Co., Montreal, is away on a holiday enjoying the sea breezes on the Maine coast.

At the Niagara Golf Tournament Mr. Bristol, of Hamilton, held his end up well against the experienced players. It is hard to beat the grocers at anything.

## TO INSPECT SICILY FRUIT.

A movement is now on foot in Sicily for a system of inspection of fruit intended for exportation, which may, if generally adopted, remove the source of a good deal of past and present difficulties in the trade of this country. One of the leading causes of the heavy losses in the lemon trade here this season was the inferior quality of the fruit shipped from Sicily. Advices have recently been received that arrangements for preventing shipments of poor fruit another season have already been perfected at Catania, Italy, and similar plans have been proposed at Palermo and several other prominent export depots. The Societa Agrumaria Etna and the Unione Agrumaria, of Catania, have united in establishing an inspection bureau, which will inspect all fruit intended for export to America, and issue certificates to the exporters of all such fruit as is considered merchantable and suitable for shipment to foreign markets. These certificates will be required as a requisite for shipment of the fruit.—Journal of Commerce.

A shipment of English orange and lemon peel is on the way to Canada from John Greenhalgh, Ltd., of Redditch, one of the new firms competing this season for the Canadian trade.



## It Has No Equal

We know it because we sell more each year.

The Jobber sells more!

The Retailer sells more!

The Consumer buys more!

The Babies cry for more, and more mothers write us stating that the

## Gail Borden Eagle Brand Condensed Milk

Is unequalled as a food for infants.

It Pays to Handle Such Goods. For Quotations See Price Columns.

Send for particulars to F. W. HUDSON & CO., Toronto, Selling Agents.



## Wethey's Condensed Mince Meat

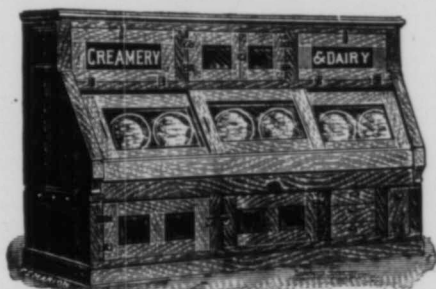
NOW IS THE TIME FOR QUICK SALES.

GUARANTEED PURE FRUITS, MEATS AND SPICES.

Sold by all wholesalers.

J. H. WETHEY, MFR., ST. CATHARINES, ONT.

### Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

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



50 Casks Best Imported Chicory

EWING, HERRON & CO.

Coffee and Spices

... MONTREAL

**A FULL POUND** **A PURE POUND**

Every package of **Instantaneous Tapioca** contains a full pound. Beware of light weight imitations and other substitutes of **ordinary ground Tapiocas**. Instantaneous Tapioca is **pure**, not only in the sense that it is not adulterated with starch, etc., but also because it is free from all **natural impurities**, the result of a thorough refining process. A boon for invalids and young children.

HOWE, MCINTYRE CO.

Agents, Montreal.

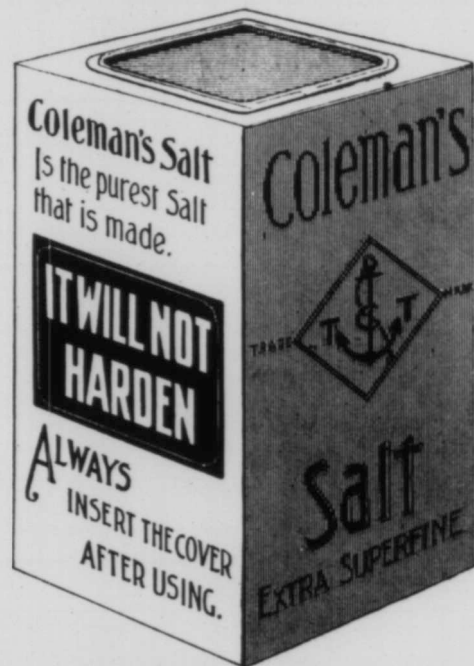
# COLEMAN'S SALT

UNEXCELLED FOR

## Table or Dairy

Put up in the most attractive packages on the market. . . .

**IT WILL NOT HARDEN**



We have all kinds of salt for sale in barrels, sacks and bulk. Our packages are new and first-class. We will not be undersold by any. Our salt is No. 1. We have shipping facilities that are unequalled. Nobody has lower rates of freight. We can quote delivered at your station or F. O. B.

It will pay you to write us before ordering elsewhere. We guarantee prompt shipment.

THE CANADA SALT ASSOCIATION

CLINTON, ONTARIO.

FAC SIMILE OF 5-LB. BOX.

J. Hunter White, Agent for Maritime Provinces, St. John, N. B.

J. S. & D. Ferguson, Agents for Montreal.

R. Mitchell, Agent for Quebec.



Our Exhibit at Toronto.

Agents

**TORONTO—THOMPSON & THOMPSON**  
18 Front Street East  
**MONTREAL—FRANK MAGOR & CO.**  
16 St. John Street

## Appleton's Package Tea

Has been shown at Toronto Exhibition for the past two weeks, during which time thousands of customers have been made for the retail trade. Similar exhibits will be made in Montreal, Ottawa, London, Brantford and other cities. This is bound to stimulate trade, and it will pay you to be in a position to supply enquirers with this delicious tea.

Packed by . . .

**Appleton, Machin & Smiles,**  
LONDON, ENG.

The Acme of Success  
In Tea Blending

# Tetley's

## TEAS . . .

Choice growths of India and Ceylon  
in ½-lb. and 1-lb. air-tight lead packages.  
Retail at 50c., 60c., 70c., \$1.00.

**BLACK AND GREEN, 40 CENTS.**

**JOS. TETLEY & CO.,**  
14 Lemoine Street,  
.. MONTREAL

T. KINNEAR & CO.,  
49 Front St. East, TORONTO.  
THE HUDSON BAY CO., WINNIPEG.

## LIPTON'S TEAS

As Supplied to HER MAJESTY

THE QUEEN

OVER  
1,000,000

Packets sold  
weekly in  
Great Britain  
alone.

Largest sale in the World

Wholesale Agents:

Montreal: Caverhill, Hughes Co.  
Toronto: Eby, Blain Co., Ltd.  
Ottawa: P. Baskerville & Bros.  
Kingston: W. G. Craig & Co.  
Hamilton: Balfour & Co.  
London: A. M. Smith & Co.  
Sarnia: T. Kenny & Co.  
Winnipeg: Sutherland & Campbell



Chief Offices City Road, London, England.  
United States Offices: 80 Front St., New York.

**LIPTON**  
TEA PLANTER  
CEYLON

Ceylon Teas

Ceylon Teas

Ceylon Teas

Ceylon Teas

Ceylon Teas

Ceylon Teas

Ceylon Teas

Ceylon Teas

Ceylon Teas

Ceylon Teas

Ceylon Teas

Ceylon Teas

*Point  
to*



**SUCCESS**

*Be Wise  
Take the  
Pointer*



..HAVE YOU..

TRIED THE  
**Finest Whisky**  
 IN THE WORLD?

VIZ. —

**JOHN DEWAR & SONS'**

(Distillers, PERTH, SCOTLAND.)

**50 Medals.** Purveyors by appointment to Queen Victoria. Under competition, the only Scotch drawn at the bars of Spiers & Pond, Ltd., London, England. Highest Award International Exhibition, Edinburgh, 1890, Diploma of Honor and Gold Medal.

**J. M. DOUGLAS & CO. MONTREAL, Agents**

**PRACTICAL BUSINESS ORGANISER**

IN conversation with one of the keenest of business men and critics the other day, says The Northwest Merchant, the affairs of a certain widely-known and very extensive wholesale house of the Northwest were mentioned. "That concern," said the critic, "is a case of one-man power. The head of it is so thoroughly imbued with the idea that every transaction must come under his personal observation and be passed upon by himself, that he is not only working himself to death, but it actually interferes with the efficiency of everybody under him. There are two classes of men who have

made conspicuous success—one is the believer in this one-man power business and the other is the practical organizer. The latter knows good men when he sees them; he thoroughly organizes every department of his business and places a man over each who knows how to run it, and then he lets him run it, holding him accountable for results only. If the head of such a concern leaves business for a month he is not haunted with the idea that it will go to eternal smash before he returns. The other man believes in assuming all responsibility and, so far as he can, in doing all the work. I have seen many of them doing work which

they could hire a \$25-a-week man to do equally as well; and the business conducted by these men depends so largely upon their actual and continued personal supervision that the loss of it for only a brief time means disorganization and possible collapse. Bankers are beginning to realize that the man with a faculty for organization and who builds up a business that can be conducted in his absence and not be disrupted at his death, is the safest man to loan money to. They are beginning to inquire more than ever whether the business on which they are expected to risk their capital is one that will stop when one man ceases to turn the crank."



THE  
 ORDERS  
 ARE  
 GETTING  
 THICK  
 for

**"SCIENTIFIC"**  
 STOVE ENAMEL AND  
 STOVE PIPE VARNISH

They are elegant goods to handle. They are CANADIAN and of HIGHEST QUALITY. Order through your wholesaler. See quotations.

T-telephone 2905

TORONTO



**FREE....**

A cream pitcher, with 36 bars regular Tutti Frutti, being the same as one box. Be sure to get one from your jobber.

ADAMS & SONS CO., 11 and 13 Jarvis Street,  
 TORONTO, ONT.

**The Hilliard House, Rat Portage**

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

**MARINE INSURANCE**

**The Mannheim Insurance Company**

Grant Open Policies to Wholesale Grocers and Importers at specially favorable rates.

Further particulars obtainable by applying to Local Agent, or to

**JAMES J. RILEY & SONS**

Managers for Canada — Montreal

**La Fayette**

**Cigarettes**

Are up-to-date

Give them a trial

5 cents

**Silver Dust**

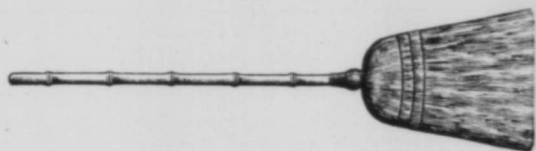
**WASHING POWDER**

For scrubbing, washing and cleaning of all kinds. Far more economical than soap. Try it yourself, and you will be able to recommend it.

**SILVER DUST MFG. CO.**  
HAMILTON

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

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



**BOECKH'S**  
Brushes and Brooms

The leading goods and handled by the leading trade of the Dominion.

Full lines of Samples at our Warerooms, which you are cordially invited to inspect when in the city.

**Chas. Boeckh & Sons,**

Offices and Warerooms, 80 York Street  
Montreal Branch, 301 St. Paul Street.

Factories, 158 to 168 Adelaide Street West, Toronto.

Manufacturers . . .

Toronto, Ont.



**Athletes Need It . . .**

Johnston's Fluid Beef contains in concentrated form all the qualities of Prime Lean Beef.

**Johnston's Fluid Beef** Gives strength without increase of flesh.

In Tins and Bottles.

**Fine Fruit Tablets**



**ENGLISH FORMULA TABLETS**

Have been our specialty and have been a success. Packed in elegant Flint Glass Jars, large glass stopper, the finest package in the Dominion. Also in round jars, similar to English, but made two inches shorter to fit the ordinary shelf. A large variety. List of flavors and prices on application.

**G. J. HAMILTON & SONS**

PICTOU, N.S.



INDIAN & CEYLON TEAS

**G.F. & J. GALT**

42 SCOTT ST. TORONTO

BOOK ON TEA BLENDING  
MAILED ON APPLICATION

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**W.** C. Sparkes, jr., general merchant, Dorset, has assigned to W. H. Lamont, Toronto. A meeting of the creditors will be held on the 14th inst.

P. J. Crevier & Cie, traders, St. Laurent, Que., have assigned.

The Port Fish Co., Toronto, has been closed out by the bailiff.

Isaac Hunt, grocer, etc., Southampton, has assigned to N. A. Ray.

C. Rickner & Co., fruits, Montreal, have assigned to Chas. Desmarteau.

Ross & Adamson, general merchants, Fort Saskatchewan, have assigned to F. F. Tims.

James Cain, general merchant, Huntsville, has assigned to Henry Barber, Toronto.

Lavertu, Louis & Co., general merchants, Lyster, have called a meeting of their creditors.

PARTNERSHIPS FORMED AND DISSOLVED.

G. Tremblay & Son, grain, Montreal, have dissolved.

A. Pelissier & Co., general merchants, St. Francois du Lac, Que., have dissolved. A. E. Pelissier continues.

CHANGES.

A grocery store has been started in Three Rivers, Que., by O. Duval.

F. Labreche & Co. have started a grocery business in Ste. Cunegonde, Que.

Maria Gamble, grocer, Loretto, Ont., has been succeeded by Geo. K. Keogh.

J. Leslie, general merchant, Blake, Ont., has been succeeded by Robert Walker.

Jackson & Johnson, grocers, Toronto, have been succeeded by J. A. Johnson.

Dame Rosalie Lalonde has been registered proprietress of the grocery firm of St. Jean & Co., Montreal.

SALES MADE AND PENDING.

The assets of the Montreal Sterilized Milk Co. have been sold at 15c. on the dollar.

E. H. Thurston, boot and shoe manufacturer, Montreal, is offering business for sale.

The assets of Charles Vaudry, grocer, Montreal, are to be sold by auction on the 14th inst.

The stock of Louis Montpellier, general merchant, Ripon, Que., has been sold at 52c. on the dollar.

The assets of Roy & Robinson, general merchants, St. Cyrille de Wendover, Que., are to be sold by tender.

Geo. Neibergall & Co., saw and stave mill and general store, Staples, Ont., are advertising stave and saw mill for sale.

FIRES.

Joseph Lachance, groceries and liquors, Quebec, has been partially burned out.

DEATHS.

W. Ryan, provision merchant, Toronto, is dead.

Richard Donald, grocer, Toronto, is dead. He died suddenly.

Henry Rinfret, general merchant, St. Raymond, Que., is dead.

C. H. H. Wadleigh, general merchant, French Village, Que., is dead.

Geo. L. Guilbert, of the Consumers' Wholesale Supply Co., Toronto, is dead. He died suddenly.

**A PUNSTER ON EGGS.**

An egg receiver gives the readers of a produce journal the following eggstremely sound advice: "I eggshort every shipper to see that each egg is eggssactly eggssaminated, so that buyers will not be eggssasperated, and their loss off will not be eggssaggerated. Do this and you will often eggsonerate your consignee, and not think he has not eggsserted himself in your behalf, or not eggshastened his patience in so doing."

**LAKE MANITOBA RAILWAY AND CANAL.**

Work on the Lake Manitoba railway and canal is being pushed forward. It will run from Gladstone, Manitoba, north 115 miles and will open up a new district, which is now only sparsely settled.

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

**A Reduction in Freights**

and in cost of handling can be effected on small importations by employing us as shipping agents. **HOW?** Write us for particulars.

**BLAIKLOCK BROS., MONTREAL****FALL IS COMING**

Don't forget us for **Stove-pipe Varnish**. You know our brands are reliable, and in this line, as well as in Stove Polish, it pays to handle the best goods.

Manufactured only by...

**ALPHA CHEMICAL CO.**

Write for Price List. **BERLIN, ONT.**

**Siamese Twins**

are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office.

No medical examination is required for our pension.

Bond policy and rates are away down.

**MANUFACTURERS' LIFE INSURANCE COMPANY**

HEAD OFFICE, Toronto, Can.

**MALLAWALLA**

continues

to hold its own;

. the .

strongest proof of excellence.







# Great Expectations

Are all fully realized in our goods. There is never disappointment, because we have caused the public to rely upon first-class goods, and we have never broken faith.

**LAING PACKING & PROVISION CO. - - MONTREAL**

AGENTS

Messrs. T. G. Williamson & Co., Toronto, Ont. Mr. Alfred Powis, Hamilton, Ont. Mr. Wm. G. Coles, London, Ont.

## 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.**

## The "Vacuum" System

of making salt is as far ahead of the old-time methods as the modern roller system of making flour is ahead of the old stone process. When your customers once get using the "Windsor" Salt made by the "Vacuum" system, they will want no other. Suppose you write to us for prices on a car lot.

**Toronto Salt Works**

128 Adelaide Street East

TORONTO, ONT.

Toronto agents for the Windsor Salt Co.



ASK FOR

# MOTT'S



For the  
Whitest, Lightest and  
Sweetest Cakes use

# Ocean Wave

Baking Powder

Manufactured by the

**Hamilton Coffee and Spice Co.**

HAMILTON, ONT.

## Western Fair LONDON

September 10th to 19th

We invite our friends and patrons to visit the Fair and . . . . .

Call upon us and make use of our Offices and Sample Room

Our travellers will be in the house to meet you and extend you a hearty welcome. The large number of visitors calling on us in past years has been a source of gratification. We hope to see a larger number of our friends than ever.

**T. B. ESCOTT & CO. - London, Ont.**

Importers and Wholesale Grocers.

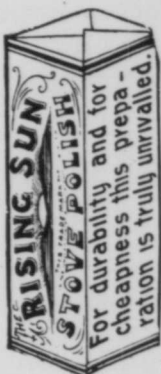


# Starch..

LAUNDRY  
STARCH  
CULINARY  
STARCH  
RICE  
STARCH

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

Edwardsburg Starch Co., Cardinal, Ont.



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

Plums, Green Gages, 2's	1 85	2 00
" Lombard	1 60	1 75
" Damson Blue	1 60	1 75
Pumpkins, 3's	0 80	0 90
gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	0 80	1 15
Tomatoes, 3's	2 10	2 30
Lobster, tails	2 50	2 65
" flats	1 20	1 30
Salmon, Sockeye, tails	1 35	1 50
" flats	1 40	1 75
" Cohoes	1 15	1 20
Sardines, Albert, 1/4's tins	0 20	0 13
" 1/2's tins	0 20	0 21
" Sportsmen, 1/4's genu- ine French high grade, key opener	0 12 1/2	0 10 1/2
Sardines, key opener, 1/4's	0 10 1/2	0 11
" 1/2's	0 18 1/2	0 19
Sardines, other brands 9 1/4	0 16	0 17
" P. & C., 1/4's tins	0 23	0 25
" 1/2's	0 35	0 37
Sardines, Amer., 1/4's	0 04 1/2	0 09
" 1/2's	0 09	0 11
Mustard, 1/4 size, cases	10 00	11 00

**MARSHALL & CO., SCOTLAND.**

Fresh Herring, 1-lb.	1 10	1 15
Kipper Herring, 1-lb.	1 65	1 90
Herrings in Tomato Sauce	1 70	1 90
Herrings in Shrimp Sauce	2 00	2 00
Herrings in Anchovy Sauce	2 00	2 00
Herrings a la Sardine	2 40	2 40
Preserved Boaters	1 85	1 90
Real Findon Haddock	1 85	1 90

**CANNED MEATS.**

(CANADIAN.)

Comp Corn Beef, 1-lb. cans	\$1 40	\$1 50
" " 2 " "	2 40	2 55
Comp Corn Beef, 4-lb. cans	7 75	8 25
" " 14 " "	16 00	18 00
Minced Callops	2 20	2 60
" " 2 " "	2 60	2 65
Lunch Tongue	3 40	3 50
" " 2 " "	3 40	6 00
English Brawn	2 75	2 80
Camb Sausage	2 20	2 50
" " 2 " "	4 00	4 00
" " 1 " "	1 30	1 30
Soups, assorted	2 25	2 25
" " 2 " "	1 80	1 80
Soups and Boull.	4 50	4 50



**Acme Sliced Beef.**  
No. 1 tins, key, 2 doz. per doz. \$2.50.



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

**ARMOUR PACKING CO.—HELMET BRAND**

Corned Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
" 4 lb.	5 50	5 80
" 6 lb.	8 50	8 80
" 14 lb.	17 50	18 00
Roast Beef, 1 lb.	1 40	1 50
" 2 lb.	2 60	2 75
Luncheon Beef, 1 lb.	1 60	1 70
" 2 lb.	2 75	2 85
Brawn 1 lb.	1 30	1 40
" 2 lb.	2 35	2 50
" 6 lb.	6 60	6 80
" 14 lb.	14 50	15 00
Ox Tongue, 1 1/2 lb.	7 00	7 20
" 2 lb.	8 50	8 80
" 2 1/2 lb.	10 75	11 00
Lunch Tongue, 1 lb.	3 35	3 50
" 2 lb.	6 50	6 80
Chipped Beef, 1/2 lb.	1 60	1 70
" 1 lb.	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham	70	75
" 1 lb.	70	75
Potted Meats, Tongue or Ham	1 20	1 25
" 1/2 lb.	70	75
Potted Deviled Ham or Tongue, 1/2 lb.	1 20	1 25

**WHITE LABEL.**

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

**Codfish.** per doz.

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

**CHEWING GUM.**

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 23 5c packages	0 90
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages	0 80
Horchound Tutti Frutti, glass tops, 36 5c packages	1 20
Cash Register, 300 5c bars and pkgs	15 00
Tutti Frutti Show Case, 180 5c bars and packages	5 50
Glass Jar with Pepsin Tutti Frutti, 115 c packages	6 00
Tutti Frutti Girl Sign Box, 160 5c bars and packages	6 00
Tutti Frutti Cash Box, 160 5c bars and packages	6 00
Variety Gum (new), 150 1c pieces	1 00
Orange Blossom, 150 1c pieces	1 00
Flirtation Gum, 150 1c pieces	0 85
Monte Cristo, 180 1c pieces	1 30
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 160 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, 115 1c pieces	0 75
Red Spruce Chico, 200 1c pieces	1 00

**CHOCOLATES & COCOAS.**

CADBURY'S. per doz.

Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 37 1/2
" " 1-lb. tins	0 40
Cocoa Nibs, 11-lb. tins	0 40

TODHUNTER, MITCHELL & CO.'S.

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

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



**CELLULOID**  
TRADE MARK REGISTERED

**STARCH**

EQUAL TO DOUBLE THE QUANTITY OF ANY OTHER STARCH

**A NOVEL INVENTION!  
REQUIRES NO COOKING**

For Collars, Cuffs, Shirt Bosoms and fine Laundry purposes, prepared by a New Process. The Celluloid Starch has no equal, look for our name and trade mark and take no other.

THE **CELLULOID STARCH COMPANY** SOLE MANUFACTURERS,  
NEW HAVEN, CONN. U.S.A.

IT LEADS THEM ALL FOR FINE WORK

Pays you a good profit.  
You should sell the genuine

# CELLULOID STARCH

It has no equal.  
Sold only in packages (see cut).  
For sale by jobbers generally throughout Canada.  
Include a case in your next order to . . . . .

**The EBY, BLAIN CO., Ltd.**  
TORONTO, CANADA

THIS STARCH WILL ASTONISH YOU  
WRITE FOR SAMPLES AND PRICES

Manufactured by

The Celluloid Starch Co. - New Haven, Conn.



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

**DO YOU?**

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

TORONTO  
will bring you  
tenders from the  
best contractors

## The Gulf of Georgia Cannery

MALCOLM & WINDSOR, Ltd.

Sole Proprietors, and Agents for

# "Ice Castle Brand" Canned Salmon

All salmon packed under the "Ice Castle Brand" are guaranteed to be the celebrated Sockeye.

FACTORY, Steveston, B.C. OFFICE, Vancouver, B.C.

Cocoa—		
Homeopathic, 1/4's, 8 and 14 lbs..	0 30	
Pearl,	0 25	
London Pearl, 12 and 18 "	0 22	
Rock	0 30	
Bulk, in boxes.....	0 18	
	per doz.	
Royal Cocoa Essence, packages.....	1 40	
Cocoa— E.P.S.	per lb.	
Case of 11 lbs. each .....	0 35	
Smaller quantities .....	0 37 1/2	

FRY'S.

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

Chocolate—		
Caracas, 1/4's, 6-lb. boxes .....	per lb	
Vanilla, 1/4's .....	0 42	
"Gold Medal" Sweet, 6 lb. bxs.	0 29	
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42	
Fry's "Diamond," 1/4's, 6 lb. bxs.	0 24	
Fry's "Monogram," 1/4's, 6 lb. bxs.	0 24	
Cocoa—		
Concentrated, 1/4's, 1 doz. in box..	2 40	
" 1/2's .....		
" 1 lb. " .....		
Homeopathic, 1/4's, 14 lb. boxes ..	0 33	
" 1/2 lbs. 12 lb. boxes ..	0 33	

JOHN P. MOTT & CO.'S.

(R. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	per lb. 0 30
Mott's Prepared Cocoa .....	0 28
Mott's Homeopathic Cocoa (1/4's)....	0 32

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

COWAN COCOA AND CHOCOLATE CO.

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

WALTER BAKER & CO.'S

Chocolate—	
Premium No. 1, boxes, 12 lbs. each..	0 42
Baker's Vanilla in boxes, 12 lbs. each.	0 50
Caracas Sweet, in boxes, 6 lbs. each.	0 37
Vanilla Tablets, 416 in box, 24 boxes	
in case, per box, net.....	4 20
German Sweet Chocolate—	
Grocers' Style, in boxes, 12 lbs. each.	0 25

Grocers' Style, in boxes, 6 lbs. each..	0 25
Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
Soluble Chocolate—	
In canisters, 1 lb., 4 lb. and 10 lb....	0 50
Breakfast Cocoa—	
In bxs, nd 12 lbs. each, 1/2 lb., tins.	0 49

COFFEE.

Green.

	per lb.
Mocha .....	0 27 1/2 0 30
Old Government Java .....	0 30 0 33
Rio.....	0 17 0 20
Plantation Ceylon .....	0 29 0 31
Porto Rico.....	0 24 0 28
Guatemala.....	0 24 0 26
Jamaica .....	0 21 0 25
Maracaibo .....	0 21 0 23

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend .....	0 34
Our Own .....	0 32
Jersey .....	0 30
Laguaya .....	0 27
Mocha and Java.....	0 32 0 35
Old Government Java.....	0 30 0 32 0 36
Arabian Mocha .....	0 32 0 34
Maracaibo .....	0 26 0 28
Santos .....	0 25 0 26
Crushed East India.....	0 00 0 20

CONDENSED MILK.

NEW YORK CONDENSED MILK CO.



per doz.  
Gail Borden  
Eagle, 4 doz. 1-  
lb. cans per case \$2 75  
Gold Seal Brand,  
4 doz. 1-lb. cans  
per case..... 2 00



Borden's Peerless  
Evaporated Cream  
Family size, 4  
doz. in case.. 2 00  
Hotel size,  
quarts, 2 doz.  
in case .....

Half-gallons,  
1 doz. in case  
Gallons, 1/2  
doz. in case  
Quality thoroughly  
guaranteed.



**WANTS**  
.. for ..  
**September**

# STARCH

# BRANTFORD STARCH

THE QUICKEST SELLER

\* The Brantford Starch Co., Ltd., - - Brantford, Ont.

Bright	0 38	0 43
Redpath's Honey	0 40	
" 2 gal. pails	1 10	1 15
" 3 gal. pails	1 45	1 50

**MOLASSES.**

Barrels	0 28	0 32
Half-barrels	0 30	0 35

**SOAP.**

Babbitt's "1776" Soap Powder \$ 5



1 Box Lot	4 20
5 Box Lot	4 10

Freight prepaid on 5 box lots.

BRANTFORD SOAP WORKS CO.



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

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

**TEAS.**

<b>BLACK.</b>		
Congou—	per lb.	per lb.
Half Chests Kaisow. Mon-		
ing, Paking	0 12	0 60
Caddies, Paking, Kaisow	0 18	0 50
<b>INDIAN.</b>		
Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 18	0 25
<b>CEYLON.</b>		
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	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	0 22	0 38
firsts	0 22	0 38
Half Chests, seconds	0 17	0 19

Half Chests, thirds	0 15	0 17
common	0 13	0 14

Young Hyson—		
Half Chests, firsts	0 28	0 32
seconds	0 16	0 19

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

Half Chests—		
Finest May pickings	0 38	0 40
Choice	0 32	0 36

Finest	0 28	0 30
Good medium	0 25	0 27
Medium	0 22	0 24

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

**TETLEY'S TEAS.**

No. 1. Retailed 70 cents, cost 50 cents.	
No. 2 " 50 " " 35 "	
Mixed " 40 " " 30 "	

**LIPTON'S TEAS.**

No. 1 Ceylon, retail 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.**

Green label, retail at	0 22
30c	0 22
Blue label, retail at	0 30
40c	0 30
Red label, retail at	0 36
50c	0 36
Gold label, retail at 60c.	0 44

Terms, 30 days net.

**"KOLONA"**

Ceylon Tea, in 1-lb. and 1/2-lb. lead packets, black or mixed.	0 22
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. of 30 days.

**TOBACCO AND CIGARS.**

British Consols, 4's; Twin Gold	0 59
Bar, 8's	0 57
Ingots, rough and ready, 8's	0 49
Laurel, 3's	0 47
Brier, 7's	0 44
Index, 7's	0 50
Honeysuckle, 8's	0 47
Napoleon, 8's	0 47
Victoria, 12's	0 44
Brunette, 12's	0 48
Prince of Wales, in caddies, 1/2 lb.	0 48
" in 40-lb. boxes	0 48

**CANADIAN TOBACCO CO., MONTREAL.**

Comfort, 1-6, 5 lb. box	0 22
Champion, 1-10, 5 lb. box	0 38
I. O. F., 1-10, 5 lb. box	0 28 1/2
Sohmer, 1-10, 5 lb. box	0 32 1/2

**Imperial Cigarette Tobacco, 1-10, 5 lb. box**

Queensl Tobacco, all sizes	0 40
Crown Cut Plug Mixture, 1/2 lb. tin	0 50
1 lb. tin	0 47

**Cigarettes—**

Sonadora Havana	per 1,000
Royal Turkish Egyptian	\$10 00
Creme de la Creme	10 00
Lafayette	7 20
Marquise	3 80
Imperial (Virginia tobacco)	7 00
per lb	3 50

**Plug tobaccos (sweet chewing)—**

Navy, in caddies	0 35
Navy, plug mark	0 33
Honey, boxes and caddies	43
Spun roll chewing, boxes	55

**Plug smoking (with or without tags)—**

Black Crown, caddies	per lb
Crown Rouge, smoking	0 35
Leaf tobacco, in bales	0 08
0 20	

**Cigars—**

La Sonadora Reina Victoria Flor Fina, 1-20	\$85 00
La Sonadora Reina Bouquet, 1-10	55 00
Creme de la Creme Reina Victoria Extra, 1-20	55 00
Creme de la Creme Reina Victoria Special, 1-20	50 00
Honeymoon, Regalia Comme il Fait, 1-40	55 00
El Caza Culebras, 1-40	55 00
La Fayette Reina Victoria, 1-20	32 50
Noisy Boys, Blue Line, 1-20	25 00
Princess of Wales, Princess, 1-10	25 00
Ditto, low grades	13 50 20 00

**CIGARS—S. DAVIS & SONS, MONTREAL.**

Madre E' Hijo, Lord Lansdowne	Per M
" " " " " "	\$60 00
Madre E' Hijo, Bouquet	60 00
" " " " " "	85 00
" " " " " "	85 00
" " " " " "	80 00
" " " " " "	55 00
El Padre, Reina Victoria	55 00
" " " " " "	50 00
" " " " " "	50 00
" " " " " "	55 00
" " " " " "	50 00
" " " " " "	80 00
" " " " " "	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
" " " " " "	29 00

**Cigarettes—All Tobacco—**

Cable	7 00
El Padre	1 00
Mauricio	15 00

**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.
" 3 " " " "	\$ 1 45
" 2 " " " "	1 60
" 3 " " " "	1 40
" " " " " "	1 55
" " " " " "	1 40
Tubs, No. 0	8 00
" 1	6 50
" 2	5 50
" 3	4 50

**THE E. B. EDDY CO.**

Washboards, Planet	1 60
" " " " " "	1 40
" " " " " "	1 25
" " " " " "	1 50

**Matches—**

5-Case Lots, Single Case	
Telegraph	\$3 30
Telephone	3 10
Parlor	1 70
Red Parlor	1 75
Safety	4 00
Flaners	2 25

**ROBERT GREIG & CO., AGENTS.**

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

## Licorice Goods

**YOUNG & SMYLIE'S**  
PURE Spanish  
**ACME LICORICE PELLETS**  
**STICK LICORICE**

SOME OF OUR LEADERS ARE:

- Pure Calabria "Y & S" Licorice
- Acme Licorice Pellets
- Tar Licorice and Tolu Wafers
- Licorice Lozenges
- "Purity" Penny Licorice

YOUNG & SMYLIE,

Brooklyn, N.Y.

For . . . . .

**10 cents**

We will mail you a valuable little book on

**BUYING SELLING AND HANDLING OF TEA**

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

The MacLean Publishing Co.

36 Front St. West, Toronto.

**DURABLE PAILS AND TUBS.**

TRY THEM



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

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

Represented by

Chas. Boeckh & Sons, Toronto,  
H. A. Nelson & Sons, Montreal.

**THE Oakville Basket Co.,**

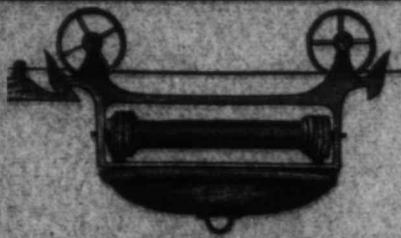
MANUFACTURERS OF



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

For sale by all Woodenware Dealers

Oakville, Ont.



**CHAMPION CASH RAILWAYS**

5 years trial has proved them the very best store service in the market. In use from P.E.I. to Victoria. Send for circular giving all particulars.

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OF PORTLAND, MAINE**

Only Company whose Policy Contracts are governed by the statutes of the . . .

**MAINE NON-FORFEITURE LAW**

WALTER I. JOSEPH, Manager

Room 2, 162 St. James Street, Montreal

*The Dry Goods Review*



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The Dry Goods Review and The Canadian Grocer

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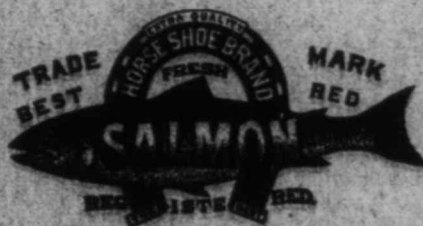
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**THE DRY GOODS REVIEW**

TORONTO . . . .

. . . . MONTREAL



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EVERY CAN WARRANTED.

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

ALL LIVE GROCERS KEEP THEM.

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

Victoria, B.C., Owners.

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

Established 1790.  
**WALTER BAKER & CO., LIMITED,**

Dorchester, Mass., U. S. A.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

**COCOAS**

AND

**CHOCOLATES**



on this Continent. No Chemicals are used in their manufactures. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate is the best plain chocolate in the market for family use. Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children. Consumers should ask for and be sure that they get the genuine

Walter Baker & Co.'s

goods, made at

Dorchester, Mass., U. S. A.

**CANADIAN HOUSE,**

6 Hospital Street, - - Montreal.

ALL THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCOS

PUREST & BEST

## Windsor Salt

Is manufactured by the "Vacuum" Process, the most modern and the best system known to the Salt industry. We use this process in order to be able to make the best Salt.

That we have succeeded in this, is evident by the fact that in every City, Town and Village in Canada you will find Windsor Table Salt coming into general household use. Housekeepers want it and you should **Keep it in Stock.**

You can order Windsor Table Salt from any wholesale house.

**The WINDSOR SALT WORKS, WINDSOR, ONT.**

ALL THE LEADING WHOLESALE TRADE HANDLE SEAL OF NORTH CAROLINA SMOKING TOBACCOS

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

# Fruit Jars



We have still a good stock of desirable sizes. Letter and telegraphic orders filled same day as received.

## Gowans, Kent & Co.

TORONTO

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

Agents for Canada:  
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ARTHUR P. TIPPET & CO.,  
Toronto, St. John, N.B., and Montreal

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Commercial Accounts and those of Estates, Municipalities, etc., thoroughly audited and investigated, Charters obtained for Joint Stock Companies. Parties in difficulties can procure prompt settlements with creditors, on easy terms, without publicity.

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

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MERCANTILE AGENCY**  
THE BRADSTREET COMPANY,  
Executive Offices, PROPRIETORS.  
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

*Offices in the principal cities of the United States, Canada, the European Continent, Australia and in London, England.*  
The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICES 36 Front St. East and 27 Wellington St. East.  
THOS. C. IRVING, Superintendent.

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**'WELLINGTON'**  
**KNIFE POLISH**

The Original and only Genuine Preparation for Cleaning Cutlery.

**JOHN Oakey & Sons, Limited,**  
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.  
**Wellington Mills, London, England**  
REPRESENTATIVE IN CANADA:  
**JOHN FORMAN, 650 Craig Street**  
MONTREAL