

THE CANADIAN GROCER

VOL. XI

MONTREAL AND TORONTO, AUGUST 13, 1897

No. 33

Manufacturers: *To Her Majesty* by Special Warrant *THE QUEEN*

COLMAN'S MUSTARD

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

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

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

COURT OF HOLLAND AND THE KING OF ITALY TO THE
PURVEYORS TO H.R.H. THE PRINCE OF WALES
CROSS OF THE LEGION OF HONOUR

Bull's Head Trade Mark

PEEK FREAN & CO'S

BISCUITS AND CAKES.

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

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

VERY OLD
HIGHLAND WHISKY.



Cockburn & Co.

ESTABLISHED 1796.

Leith & London.

Try—

**COCKBURN'S
SCOTCH
WHISKY**

Nothing Finer in the Market

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

J. & R. McLEA, Montreal

AGENTS FOR
THE DOMINION



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

TANGLEFOOT

ends her misery



Tanglefoot

SEALED

STICKY FLY PAPER

The only kind that fulfils all requirements and expectations

Is sold by the following Wholesale Grocers in Canada:—

Edward Adams & Co. - London, Ont.
Balfour & Co. - Hamilton, Ont.
H. N. Bate & Sons - Ottawa, Ont.
Birks, Corner & Co. - Montreal, Que.
Black & Co. - Truro, N.S.
Carter, Galbraith & Co. - Montreal, Que.
Caverhill, Hughes & Co. - Montreal, Que.
L. Chaput, Fils & Cie., Montreal, Que.
Dearborn & Co. - St. John, N.B.
Eby, Blain Co., Limited,
H. P. Eckardt & Co. - Toronto, Ont.
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Geo. Foster & Sons - Brantford, Ont.
Forbes Brothers - Montreal, Que.
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Gorman, Eckert & Co. - London, Ont.
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Howe, McIntyre Co., - Montreal, Que.
Hudson's Bay Co. - Winnipeg, Man.
Hudon, Hebert & Cie., - Montreal, Que.
Hudon & Orsali - Montreal, Que.
Chs. Lacaille & Cie. - Montreal, Que.
Laporte, Martin & Cie., - Montreal, Que.
Lucas, Steele & Bristol, - Hamilton, Ont.
A. Macdonald Co., Limited,
Winnipeg, Man.
J. McLaughlan & Sons, Owen Sound, Ont.
M. Masuret & Co. - London, Ont.
N. Quintal & Fils - Montreal, Que.
George Robertson & Son, Kingston, Ont.
A. Robitaille & Co. - Montreal, Que.
W. H. Schwartz & Sons, - Halifax, N.S.
A. M. Smith & Co. - London Ont.
Nazaire Turcotte & Cie., - Quebec, Que.
Geo. Watt & Sons - Brantford, Ont.

EVERY WHOLESALE DRUGGIST IN CANADA SELLS IT.

SUPPLIES FOR EVERYDAY NEEDS

Ask Your
Wholesaler
For Them.

Highest Quality.
Standard Goods.
Money Makers.

**Hand in Hand Brand
Bicarb. Soda**
Of Unequalled Strength.
98⁵⁰/₁₀₀ Pure.

**Lazenby's
Jelly Tablets**
Quick.
Sure.
Delicious.

Fry's Cocoa
Faultless. 200 Medals.

**Stower's
Lime Juice**
Double Refined.
Absolutely Pure.

**Stower's
Peptonized Sauce**
A Perfect Digestive. A Trade Stimulant.

**Thistle Brand
Finnan Haddies**
Real Haddies. Delicate Flavor.
Leaders for 14 years.

**A. P. Tippet & Co., Agts.
Montreal and
Toronto**

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

VINEGAR

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

R. J. GRAHAM - BELLEVILLE, ONT.

FAC SIMILE OF CASK LABEL.



PURNELL'S

**PURE
PLAIN and SPICED**

MALT VINEGARS

FOR PICKLING and TABLE USE.

Brewery, Bristol, England.

AGENTS

St. John, N. B.—W. S. CLAWSON & CO.

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

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

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

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

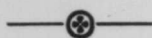
Vancouver, B.C.—C. E. JARVIS & CO., 101 Holland Block.

FOR A QUICK SHINE

FOR A LASTING SHINE

FOR A BLACK SHINE

FOR AN EASY SHINE



Sold the World over.

Get

English Army Blacking



THE F. F. DALLEY CO., Limited

HAMILTON, CANADA



We do not make or list several qualities of paper bags—one grade to show and to confuse our customers with, and another to fill the order with—our light bags and our heavy grocer bags are invariably of the same quality of paper, varying only in weight.

**Our MANILLA PAPER
is always Bleached.**

Under practical tests our Paper Bags stand more strain than any others, and they are :

FULL COUNT	MADE ON HONOR
FULL SIZE	SOLD ON MERIT
FULL WEIGHT	At LIBERAL DISCOUNTS

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

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

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

Values

RIGHT IN STYLE
RIGHT IN DRAW
RIGHT IN PRICE

In New Season's **JAPANS**

Every line a bargain and profit-maker, well worth the attention of keen buyers and judges of value. See travellers' samples.

W. H. GILLARD & CO.

John Mouat
Northwest Rep., Winnipeg

*Wholesalers
Only,* **Hamilton**



PUREST AND BEST

WINDSOR SALT

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

YOUR WHOLESALE HOUSE WILL SUPPLY YOU.

THE
WINDSOR SALT CO. Limited. Windsor, Ont.

This

Vol. X

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

THE CANADIAN GROCER

Vol. XI. (Published Weekly)

MONTREAL AND TORONTO, AUGUST 13, 1897

(\$2.00 per Year) No. 33

PRINCIPLES IN FINANCE—VALUE.

Henry D. Parmelee, M. A., in Business.

IN the transaction of business there is great need of careful definition and a proper use of words in constant usage. Such terms as value, price and credit demand careful study and a strict observance of their proper use. It is easy to escape fine distinctions of meaning absolutely essential to an adequate understanding of terms. There are few terms which cannot have several applications. The only way to confine a term to a specific and not a general meaning is to be careful, and limit it to its proper signification.

The term value has, as a basis of meaning, a fixed standard of price as distinguished from a merely temporary phenomenon, and yet the term has many different meanings. When one says he possesses something of greater value to him than what he could sell it for, he uses value in the sense of "utility." When one says that a possession has value, not knowing what its price might be, he uses value meaning purchasing power in the abstract.

The value of a thing usually exists before barter. Barter is the act which usually fixes value. It is very necessary to keep in mind the distinction between value and price. These terms are very often misunderstood, if understood at all, by a great majority of people. Price may be considered as a fact, and value looked upon as an estimate of what that price ought to be.

Things may have two kinds of values, namely: intrinsic value and exchangeable value. While labor is usually thought of as determining value, other things may determine it also, as supply and demand create value. "A proper and legitimate price," where such price is not extortionate and unfair, is the best and most accepted definition of value.

The word "worth" corresponds to "value" in this definition. Where one

practises extortion, he charges and obtains more than a thing is worth. Price is the amount of money asked, paid or offered for commodities or services. Value is the amount of money which may be properly asked, paid, or offered for commodities or services. If we deal with prices, we deal with commercial transactions in concrete. If we deal with values, we judge the advisability and moral aspect of the same transactions. In reality, ethics enter greatly into a discussion of value.

There are many different views of value, but all may be resolved under two heads: the commercial or competitive theory, and the socialistic theory.

THE COMMERCIAL THEORY.

The commercial theory of value is where price is determined and regulated by free and open competition, and not the result of special bargaining, or misrepresentations. The market price of an article represents only a temporary value; its normal price a permanent value under this view. The arguments for and against free and open competition are many and long. An exposition of them would require much space, and even if possible here, they are not essential.

THE SOCIALISTIC THEORY.

The dissenters of the commercial theory say that any possible good which free competition may do for society as a whole is outweighed by the disastrous effects it has on individual members. Very often, they say, the members of society who have the hardest work to accomplish receive the least remuneration and resultant enjoyment from their labors.

They maintain that price and expense of production should receive more careful adjustment in order to result in a fair and equitable apportionment of the world's enjoyments as rewards of labor.

Cost of production when measured in privations and labor, is a different thing than expense of production which is measured in money. Modern trade, from the socialistic standpoint, consists in buying goods for less than their value, and selling them for more than their value. The socialists contend that cost of production should regulate price, and not the usual and natural causes.

There are many undeniable facts in these assertions, for there is apparent inequality in the returns of labor. Some who do the most disagreeable work have the smallest amount of comfort to show for it.

A positive theory of value formulated upon the above claims, if carried into practice, would cause great inconsistency with our political doctrines and the opportunities of happiness granted by our existing system.

Any attempt to reward every one in proportion to his labor brings us in the presence of a grave danger; namely, the wrong things would be manufactured.

Freedom of choice under this system would result in a superfluity of musicians and actors, with a scarcity of farmers and day laborers. Government regulation as to the number who could go into a profession would be necessary. The disastrous results of such a system would far outweigh any possible advantages. A man of real ability, under the present system, can choose his field of employment. He is free to move wherever he wishes, and seek employment in the most remunerative lines. No one is forced to hold one position unless he is mentally circumscribed, and if that is the case, it is better for society that he remain where he is.

The reward for efficiency is taken away under the socialistic theory, as a man's returns depend upon how he spends his time, and not what he has done for others. There is an opportunity to waste time, as it counts for as much as time used in labor.

There is no inducement offered for the

**ARRIVING
THIS . . .
WEEK . . .**

RIO COFFEES

We are offering great values in Green Rios. See our travellers' samples.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

TORONTO.

far-sighted investment of capital, which is a great factor under the commercial theory, if articles which can be produced with little labor or much labor, as the case may be, are paid for according to the socialistic theory. There would be an unwise application both of labor and capital, and, as has been said above, the wrong things would be done.

A motive is given a man, under the commercial theory, for efficiency in his work, aided by the most improved and economical methods. His power in the community, and his success as a business man depends on doing all he possibly can while reducing waste to a minimum. Large fortunes have been made by men in supplying just what society needed at the time it was needed, and in doing their work they learned how to economise social necessities.

In the commercial theory we find that collective efficiency is the keynote of success, and it is best maintained by the free and open competition which is the essence of that theory.

ANOTHER NEW SOAP.

Turpentine soaps, which are very popular in Austria, are, explains a contemporary, made of palm-kernel oil, with a little tallow and 20 per cent. of resin, saponified with 25-degree lye, and brought to a clear paste. From 5 to 6 per cent. of the black tar obtained by distillation in the manufacture of stearine is added and boiled therewith, the soap being salted out with strong lye or salt. After removing the lye the soap is ground with hot water to make it transparent, and 2 or 3 per cent. of oil of turpentine crutched into the cold soap in the frames. The product, which may also be filled with water-glass, has a fine, dark, almost black color, and a pleasant odor of tar or turpentine.

The Creamery Association is to be congratulated upon the good quality and large quantities of butter manufactured at this point.—Progress, Qu'Appelle, Man.

AN ANTI-CUTTING SCHEME.

AT a recent conference at Liverpool of the Federation of Grocers' Associations of the United Kingdom, Mr. Glyn-Jones, secretary of the Proprietary Articles Trade Association, unfolded to the conference the working of his anti-cutting scheme.

The idea was to have the price of articles fixed; and an assurance obtained from every dealer in them not to sell below that price. Should the rule be broken through the offender would have his supplies stopped by the wholesale houses.

In explaining the scheme, Mr. Glyn-Jones said that many of those who cut prices did so in order to induce customers to enter their shops, when an entirely different article, on which there was a good profit, was sold to them. Consequently, the cutter was the manufacturer's worst enemy. The main difficulty in its operation was the co-operative stores. Manufacturers knew that co-operative trading was co-operative manufacturing; and that when the stores could do without the manufacturer they would do so, and consequently it was the duty of the retailer and manufacturer to combine.

In reply to several questions the proposer said that the rate of profits would be decided by the Grocery Section only, and they would say whether the profit should be 10, 12½ or 20 per cent. Any discount would constitute "cutting" and the supplies would be stopped. He further pointed out that the legality of the scheme was assured on high authority, and that, therefore, there need be no fear of putting it into operation.

A resolution favoring the adoption of the scheme by the association was passed.

PESSIMISTIC TRAVELERS.

There are too many pessimists in the commercial world, even among the commercial travelers, for the peace and comfort of the individual who would like to glide through this life in a happy frame of mind.

I have heard of people whose souls were so small that eight of such could dance a cotillon on the point of a cambric needle, and they rattled in their bodies as they walked. Could someone invent an inflating process to round out this class to a compass that their vision would extend beyond the selfish and sordid limits they occupy, society at large would bless the inventor.—Ohio Merchant.

A FISH STORY.

As the fish stories of the amateurs begin to drift in and render the joy of living at least a doubtful quantity, a writer in The Philadelphia Record claims attention with this one:

Quite an odd find was happened upon one day last week by Jack Lopez, who is spending the summer at Swarthmore, Penn. The house which has been taken by the family is used in the winter as a boarding school for girls, but was originally a private house. While taking a look over the place Lopez found in the cellar an old well that was boarded over and had a trapdoor, with an old-fashioned padlock. Thinking the place might be utilized as a cold storage, he tried to raise the trap, that had evidently not been touched for years. Not before breaking the lock was he able to get it open, and then he found the well too deep to see the bottom. With the aid of a rope and lantern he discovered that there was something moving in the water, and after keeping quiet for a moment saw what looked like fish swimming near the surface. As an experiment he decided to do some angling, and soon had a piece of string with a bent pin and a worm down the well. In ten minutes he had caught twenty-one fish, and then decided to go out of the dark cellar and examine his catch. They proved to be fish of the trout variety, but the oddest part of it all was that all were eyeless and snow white. How they came there and what kept them alive is a mystery that none of the residents seem able to solve, but the fish are plentiful and are good eating, so Mr. Lopez is satisfied.

SEE our

... SPICES ...

TRAVELERS CARRY SAMPLES.

LUCAS, STEELE & BRISTOL - - Hamilton

'PHONES 447, 1258

**NEW
FRUITS**

1897 Pack

THE FINEST IN THE MARKET

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

EXCELLED BY
NONE . . .

James Turner & Co., Hamilton

As good as ever.

REINDEER BRAND

CONDENSED MILK

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

CROWN BLEND CEYLON TEA

In
Lead
Packets.



Lbs. and ½ lbs.

has no equal

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

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

Sole Agents
for Canada ...

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

COPPER IN PICKLES.

AT a recent meeting of the Society of Chemical Industry, Manchester, England, Dr. Schnuch, the president, spoke in part as follows regarding coloring of pickles with copper:

"Much discussion has of late arisen as regards the real or supposed injurious consequences of imparting to pickles and other articles of food the much admired vivid color so often seen in them. Since the points to be considered are connected more or less with the chemistry of chlorophyll, it can hardly be expected that the public in general, perhaps not even the majority of medical men, whether analysts or not, can arrive at correct conclusions on the matter. The opponents of the so-called adulteration say this: 'The bright green color so frequently seen in pickles is communicated by the addition of some salt or compound of copper. Now, copper compounds are poisonous, therefore the coloring or dyeing of vegetables by means of copper in any shape must be injurious.' To this it may be replied that copper salts taken internally are no doubt injurious, even poisonous, though probably far less so than compounds of some other metals. The practical question to be determined, however, is whether the quantity of copper actually present in the colored articles is really as injurious as has been represented. The green color seen, say in a pickled gherkin, after the addition of some compound of copper is that of a derivative of chlorophyll; it is that of cupric phyllocyanate, the compound already referred to, which has a considerable tinctorial power. If we consider how little chlorophyll most vegetables contain, probably not 1 per cent.; that chlorophyll yields by decomposition a not very large amount of phyllocyanin, and that the cupric phyllocyanate contains, according to my determination, only 9 per cent. of copper, and when we consider moreover that the copper is contained in the cupric phyllocyanate in a form in which it cannot be detected by ordinary reagents, then I think we may arrive at the conclusion that the small quantity of copper contained in a green pickle or vegetable cannot be very injurious—it probably does not exceed the amount we are supposed to swallow daily with our food. The mischief, however, consists in this, that the pickling vinegar, containing usually an excess of copper salt, is allowed to stand in contact with the

pickles, and may be consumed to some extent with the latter. If the vinegar is poured off and the vegetable washed with water, which is also poured off before adding fresh vinegar, then I feel convinced any quantity of the product may be eaten with impunity. An eminent physiological chemist, Prof. Tschirch, of Berne, who has undertaken an exhaustive examination of the subject, has arrived at a similar conclusion. From his experiments, which agree with those of others, it follows (1) that copper, or rather the salts of copper, are by no means innocuous, as has sometimes been asserted, but that a tolerably large dose is required in order to produce injurious effect; (2) that for a human being weighing 60 kilos the quantity of copper that may with safety be taken per day amounts to 0.1 gm.; (3) that as regards the artificial green coloration of vegetables with compounds of copper 50 mgrms. of copper may be allowed to 1 kilo of vegetable without fear of any injurious consequences. These are precise and definite conclusions, derived from accurate experiments, and I cannot conceive what objection there can be in establishing in this case the exact percentage beyond which the adulteration, if it may be so called, shall go, and so avoiding the unseemly disputes which sometimes take place in courts of justice between those who maintain that cupric compounds being poisonous should on no account be permitted in the preparation of food, and those who assert that the use of such compounds may, to a certain extent, be allowed. All that need be ascertained in any doubtful case would be whether the limit in regard to the amount of copper is transgressed or not. For the information of those to whom this view of the matter is not acceptable, and who still feel anxious about copper in food, I may say that all pickles—that is pickled vegetables—that show a grass green color, however slight, certainly contain copper. I lately bought a bottle of gherkins, of a pale grass green, prepared, according to the label, by a first-class firm in London, and 'warranted free from copper'; but, notwithstanding the assurance given, they did contain copper. Pickles, prepared in vinegar only, are always, and without exception, olive green. For my part I quite fail to understand the pleasure and satisfaction derived from the eating of a bright green article of food. An olive colored gherkin, if well prepared, is quite as toothsome as a bright green one, and I am inclined to think more so. Should a substi-

tute be required for the copper salts hitherto employed in cooking, which shall be both bright and innocuous, I think it might easily be found among the numerous green coloring matters of artificial origin now occurring in commerce."

DON'T BE A MACHINE.

The National Advertiser is of the opinion that "there is no moral law of any decalogue that obliges a retail merchant to forego the opportunity of having the last chance at a customer. It is an advertising advantage he is rightfully entitled to. Let him use it rightfully and nobody has an equitable ground of complaint. The store is his; the goods are his; his whole outfit, himself included, is a standing advertisement for the goods he wants to sell. He is there to make money. He is a fool if he doesn't try to make as much as he honestly can. If he conscientiously believes goods of his own make to be 'just as good' as any other sold for the same purpose, why, in the name of common sense, shouldn't he say so? If he doesn't believe it or doesn't know anything about it, and yet says so for the sake of a little profit, then, of course, he lies, and that certainly is immoral enough. But this business of giving a customer 'just what he calls for,' if pushed to the logical conclusion to which apparently you wish to push it, would turn every retail storekeeper into a mere sort of 'nickel-in-the-slot' machine."

CURRENTS IN NEW YORK.

Speaking of the currant situation, a prominent broker said to-day: "The quantity received at the port of New York of the crop of 1896 shows a deficiency of equal to about 12,500 barrels, as compared with the crop of 1895, and with the small stock on the spot, about one-quarter of the usual requirements, it is evident there will be an insufficient quantity to meet the demand and prices must necessarily advance, as the first new stock by direct steamer is not expected to arrive until early in October."—N.Y. Journal of Commerce.

"Banner Brand" Japan Tea

The best tea in Canada to retail
at 25c.

◆◆◆◆◆◆◆◆◆◆

SALMON

Red Sockeye
(new pack) just arriving.

T. B. Escott & Co.

Wholesale Grocers
Tea Importers

LONDON

An Important Feature

And one that will do more than anything else to
build up your trade.

CHEESE is used more or less in
every household. The trouble is to get the
right article.

You can overcome this difficulty and satisfy
and retain your customers by supplying them
with

ABSOLUTE...

Purity
AND
Uniform
Quality
Guaranteed



FOR..

Cottage
AND
Palace
Cruise
AND
Camp

A. F. MacLAREN & CO.

TORONTO, CANADA.

THE J. W. LANG & CO. FAILURE.

MATTERS appertaining to the estate
of J. W. Lang & Co., wholesale
grocers, Toronto, are in a fair way
of being settled.

Mr. Mitchell, of Todhunter, Mitchell &
Co., to whom Mr. Lang had handed over
the proceeds of the sale of the business, in
payment of money borrowed by the firm,
has generously come forward and offered to
pay \$10,000 into the hands of the assignee
for the benefit of the creditors. This offer
the committee appointed to investigate the
estate have recommended for acceptance,
provided the \$500 for legal proceedings were
also paid.

In regard to the sugars purchased shortly
before J. W. Lang & Co. disposed of their
stock and business the committee has re-
ported as follows: "Your committee have
had produced to them the sale notes of the
greater part of the sugars, and these show
the purchases and sales to have been bona
fide, and that the sales were made at a small
profit."

Another clause in the report reads:
"Only such trade creditors as execute as-
signments of their claims by August 16 are
to be paid their proportion of the sum to be
distributed. As to those who decline to
assign their claims their proportion is to be

held by Mr. Clarkson for one month and
then paid back to Mr. Mitchell unless the
necessary assignments are sooner made."

Subjoined is the statement of liabilities
and assets:

LIABILITIES.	
Trade creditors	\$26,423
Standard Bank	
Firm's paper	6,500
Customers' paper, \$78,367.39	
	\$32,923
Surplus	18,689.41
	<u>\$51,612.41</u>
ASSETS.	
Real estate, per list.	\$40,191
Less encumbrances	16,000
	<u>\$24,191</u>
Book accounts	
Schedule 1	9,687.30
" 2	2,461.32
" 3	14,572.79
	<u>\$27,421.41</u>
Good. Doubtful. Bad.	
Schedule 1. \$3,107.61 \$ 930.53 \$5 849.16	
" 2, 2,061.32	
" 3, 5,500.00 2,950.00 6,122.79	
	11,568.93 3,880.53 11,071.95
	3,880.53
	11,568.93
	<u>\$27,421.41</u> <u>\$51,612.41</u>
Present nominal surplus	\$18,689.41
Loss on sale of stock	4,000.00
Loss on furniture and horses account	1,000.00
Life insurance, (\$6,500) held by bank	4,892.00
Board of Trade debenture	200.00
Uterson loss	14,057.00
Park loss	10,848.00
Excelsior Insurance Company stock	1,746.00
Real estate	5,710.00
	<u>\$61,142.41</u>
Surplus as per balance sheet February 1, 1897...	\$62,955.00

Where it was thought a couple of weeks
ago that the creditors would get little or
nothing, it is now expected that the estate
will pay from 35 to 40c. on the dollar.

It will be noticed from the above state-
ment that the firm had sustained some
heavy losses in outside concerns, namely,
\$14,057 in the Uterson failure and \$10,-
\$48 through W. W. Park, who is now in
financial trouble, making from these two
sources alone a loss of nearly \$25,000.

THE LEFEBVRE FAILURE.

The failure of M. Lefebvre & Co., vine-
gar manufacturers, which transpired last
week, was not entirely unexpected by the
trade. The firm has been in deep water
ever since the suspension of the People's
Bank, and though it was hoped that they
might weather the stress, it was felt that the
task was too difficult for them.

So far, it is not known what the estate
will pay, but the general belief is that the
failure will be a bad one. The total liabi-
lities are \$175,000.

RETURNING THE COMPLIMENT.

The regular meeting of the Montreal Re-
tail Grocers' Association was held on Thurs-
day, Aug. 5. The three most popular
grocers, who won the prizes at the annual
picnic, intend giving a banquet to the mem-
bers of the association and the press. Photo-
graphs of these popular gentlemen are to be
found elsewhere in this issue.



A Business Pointer

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

For sale by all leading Wholesale Grocers.

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

TORONTO GROCERS' ASSOCIATION.

An interesting and well-attended meeting of the Toronto Retail Grocers' Association was held in St. George's Hall Monday evening. In the words of the president, Mr. J. S. Bond, "it was the best meeting held for some years." Doubtless the large attendance was due to the successful picnic held on July 21. It is claimed that the interests of the association have never received such a stimulus for a long time.

Before the business of the association was begun, a gentleman addressed the association in the interests of a joint stock company that is to apply for a charter. He gave the members present considerable advice on the credit and cash systems and explained that his company had in view the purchase of bankrupt stocks through the country. These they would place within the retail grocers' reach in order that they might be gobbled up by these merchants who would then not have to withstand the ever-present competition from such sources.

The secretary presented his report in regard to the excursion. As far as he could learn, he said, all the attendants had thoroughly enjoyed themselves, and, with the exception of the accident that had befallen Mr. Sanderson, everything had passed off in capital style.

In regard to the financial aspect of the affair he stated that the sale of tickets had brought in \$482.50, and that after all expenses had been paid \$243.75 was the surplus.

Mr. Dave Clark then moved that the report be adopted and that \$200 be put in a special fund and the balance in the general fund. This motion caused considerable discussion and was withdrawn. Mr. Booth then moved that \$175 be placed in a special fund and the balance in the general fund. This was carried.

Mr. White, on behalf of a special com-

mittee appointed some time ago, gave a report on the steps that had been taken to have the hucksters about the Customs House removed. Mr. Bond also stated that he had been before the Property Committee twice, that the aldermen had promised to have them removed, and that now there were only two left.

Mr. Kelly moved that the secretary be authorized to write to Mr. Sanderson, thanking him for his valuable services in baseball, sympathising with him and offering to pay his doctor bill. After some discussion the president appointed a special committee of Messrs. Kelly, Marmion and Sykes to visit Mr. Sanderson and communicate to him the sense of the resolution.

Vice-president Marmion said that Mr. White had introduced an interesting subject by enquiring why the association had not been a paying concern. He himself, he said, was at sea, and would like to have the matter looked into and answered. The president said that members should have a financial statement every six months, and would suggest that this be done. After some discussion Mr. Sykes gave notice of motion that the by-laws be so amended that the annual fee be \$1 instead of \$2.

A sum of \$25 was presented to Mr. Hawes, the secretary, for his services in connection with the picnic.

An offer from P. C. Larkin to supply the association with a carload of sugar at 4 3/8c. was then discussed. The temper of the meeting was well shown by a resolution which was proposed to the effect that while the association was in favor of a fixed price on the part of the wholesalers in regard to sugar, yet the members will, as long as any discrimination is made between outside and city grocers, buy for the lowest price possible. Others did not wish to accept the offer under any circumstances, while others would not consider the consequences of acceptance. The offer was accepted and the meeting adjourned.

OUTFIT FOR THE KLONDYKE.

Dixi H. Ross & Co., of Victoria, B.C., who style themselves Klondyke outfitters, have issued a list of supplies necessary for one man for one year going to the mines.

The list is as follows:

Flour	400 lbs.	Stove	1
Corn meal, 2-108	20 "	Gold pan	1
Rolled oats, 4-98	36 "	Granite buckets...	2
Rice	25 "	Knives and forks.	1 each
Beans	100 "	Spoons ... 3 tea and 3 table	
Sugar	75 "	Quaker bread pan	1
Dr'd fruits (apples, peaches, apricots).....	75 "	Cups	2
Yeast cakes.....	6 pkgs.	Plates (tin).....	3
Candles.....	20 lbs.	Whet stone	1
Dry salt pork.....	50 "	Coffee pot.....	1
Evap. potatoes.....	25 "	Sleds	
Evap. onions ...	5 "	Picks and handles	1
Butter.....		Hatchet.....	1
Bacon.....	150 "	Saws, whip.....	1
Extract of beef (4 ozs.).....	1/2 doz	Saws, hand.....	1
Baking powder ..	10 lbs.	Shovels	1
Soda	3 "	Nails	20 lbs.
Salt.....	20 "	Files (assorted) ..	1/2 doz
Pepper	1 "	Axes and handles	1
Mustard.....	1/2 "	Draw knife ...	1
Ginger.....	1/2 "	Planes.....	1
Coffee	25 "	Brace and bit....	1
Tea	10 "	Chisels (assorted).	3
Condensed milk ..	2 doz	Butcher knife.....	1
Soap (laundry)...	5 lbs.	Compass.....	1
Matches ..can of 60 pkgs.		Revolver.....	1
Tobacco		Evap. vinegar... 1 qt.	
Compressed soup vegetables.....	10 lbs.	Rope (1/2 in.) ..	100 ft.
Jamaica ginger (4 ozs.)	2	Medicine case...	
		Pitch	
		Oakum.....	
		Fry pan.....	1

On the firm's envelope is this inscription: REMEMBER—That Klondyke, Yukon, is in Canadian territory, and that all goods from the United States must pay duty at port of entry. Goods purchased in Canada enter free.

Dixi H. Ross & Co. are up to date.

HIS JAW WAS BROKEN.

During the baseball match on the day of the grocers' picnic at Cobourg, Mr. J. W. Sanderson, 601 Dundas street, Toronto, was hit in the jaw by a ball thrown by the pitcher. At first he thought the injury was not serious, but he has since found that his jaw was fractured. He is, however, improving rapidly.

Mr. Sanderson is an exceedingly clever player, and feels sore at being hurt in amateur company.

On Time

You may have noticed that the successful man who takes advantage of his opportunities, is always on time. He doesn't wait for others to set the example, but simply "gets there."

Were you caught napping on this advance in the oat market? You had fair warning. We think prices will go higher yet. Supposing they don't—you'll have the very best kind of a staple on hand, if you send your order in now for those absolutely clean—easily digested—rich, nutty-flavored

Tillson's Pan Dried Rolled Oats

FROM MANUFACTURER
TO RETAILER DIRECT.

The Tillson Co. Limited
Tilsonburg, Ont.

MINERS' SUPPLIES.

It is to be regretted that so many Canadians en route for the Klondyke gold fields should get their outfits in and take their passage at Seattle and other cities in the United States.

One explanation of it is probably due to the fact that the favored cities have been the centres from which have come the press despatches which have day after day for some weeks been filling column after column of the newspapers. But that is only an explanation. It is not a justification.

Victoria, Vancouver and other cities in British Columbia are quite able to provide both outfits for and transportation to the Klondyke.

Loyalty to the home market demands that Canadians going to the now-famous gold fields should patronize Canadian merchants and Canadian transportation companies.

But if that be not a sufficient reason there is another: Canadians who purchase their outfits in foreign cities will be compelled to pay a Customs tax on them when they cross the border.

A good many Canadians en route to the Klondyke probably thought that outfits could be purchased in no other places but Seattle, Tacoma and other Coast cities in the United States. And, unfortunately, business men and the press in the Canadian cities where miners' outfits are obtainable have not been as prompt in undertaking to remove the illusion as they might have been. Now they are bestirring themselves, and good results will doubtless accrue therefrom.

Miners, like other people, need to be told where and how they can get their supplies. The way to tell them is by advertising, and, judging from the announcements which are appearing in the columns of the Victoria

newspapers, the business men of at least that place realize the fact.

FIRST SHIPMENT OF VALENCIAS.

The first shipment of new crop Valencia raisins was made from Denia on July 23. It goes by way of Liverpool. The fruit is fine off-stalk, and will probably sell to the trade here at about 6 to 6½c. per pound.

All authorities seem to agree that the crop will be larger than last year. J. D. Arguimbau thinks it will be 100,000 quintals larger. "It is housed in good weather," adds the authority named, "prices are expected to be lower than last year."

Trenor & Co. state that owing to the long continued drouth the fruit will be unequal in size, but will be sound. Large fruit for fine selected will be scarce and naturally dear.

2 Good Things

They are good sellers

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

Every grocer should have them

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

PURE GOLD MFG. CO.

TORONTO



Have we
your order ?

Marshall's and Morton's

FRESH HERRINGS

HERRINGS IN TOMATO SAUCE

KIPPERED HERRINGS

. . . for Prompt Shipment.

H. P. ECKARDT & CO.

Wholesale Grocers

TORONTO

10 GOLD MEDALS

Awarded at the Great Pure Food Expositions held in Great Britain

To Gillard's New Pickle

Incomparably the best in the world.
Compounded from the finest known ingredients.

GILLARD'S NEW SAUCE

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

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

Packed 2 dozen in case.

Single case lots,	\$3.40 per doz.
5 case lots and over,	3.30 " "



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

THE CANADIAN GROCER

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

THE MacLEAN PUB. CO.
Limited

Fine Magazine Printers

and
Trade Newspaper Publishers

TORONTO:

26 Front St. W.
Telephone 2148.

MONTREAL:

Board of Trade Bldg.
Telephone 1255.

John Cameron, General Subscription Agent.

Major A. G. Campbell, General Subscription Agent.

THE LAW OFFICERS' DECISION.

A DECISION has been given by the law officers of the Crown to the effect that the most favored nation clause in the Belgian and German treaties apply to Canada, and that therefore the products of these countries as well as all others enjoying favored nation treatment must be allowed to come into the Dominion under the minimum tariff accorded to Great Britain.

This decision is the result of a submission of the matter to the law officers by the Canadian Government.

When the minimum tariff was brought down on April 22 last the Government hung its case for refusing to accord its privileges to Germany, Belgium, or any other country with whom Great Britain had favored nation treaties on the fact that nothing was offered to Great Britain alone, but to any and all nations ready to comply with certain conditions.

"If," said the Finance Minister in his budget speech, "they (other nations) do not see fit to accept them (the conditions) the responsibility rests upon them and not upon Canada."

Then in another place in the same speech, he said: "We recognize that it is a question upon which we shall ultimately have to consult with Her Majesty's Government, and I need not say that any view that may be taken by Her Majesty's Government will be considered by the Government of Canada with the respect that is due to any representation that may be made upon any subject, but above all, on a question of an international character."

Most people who gave the matter consideration felt that the ground upon which

the Government rested its case was doubtful. And from the remarks of the Finance Minister above quoted and from those of other Ministers which might be quoted, it is obvious that the members of the Government thought so too.

But dubious and all as people were about its legality, the move was a popular one both in Canada and Great Britain.

Although the law officers of the Crown have decided that the products of the most favored nations must enjoy the same privileges as those of the Motherland, Canada can after all congratulate herself that she did the right thing, paradoxical as it may seem to say so. For once at least the end justified the means.

For years Canada had ineffectually sought to have denounced the favored nation treaties with Belgium and Germany which bound her to conditions which were incompatible with her status as a self-governing colony. Even when her efforts had been seconded by the other colonies, vide resolution passed at the Colonial Conference at Ottawa, the results were the same. They did not wake up the English people.

What, however, years of agitation, memorials of the House of Commons and Senate and resolutions of the Colonial Conference did not, the minimum tariff of April 22 did. Daily newspapers, from the Times down, devoted columns of space to it, weekly papers and magazines dwelt upon it, while press and people declared that if the treaties with Germany and Belgium prevented Canada from giving the products of the Motherland preferential treatment, then the obstacle must be removed. Then in the midst of this acclaim the colonial premiers met in London and unanimously passed a resolution calling upon the Government to denounce the objectionable treaties. The outcome is known to all men.

But, had Canada not taken the step she did, it is unlikely notice of the abrogation of the treaties would yet have been given. It is certain Canada would not have been lionized as she was at the Jubilee celebration. It is certain she would not have received the world-wide attention she has.

The nations entitled to the minimum tariff are Belgium, Germany, Argentine, Austria-Hungary, Bolivia, Chili, Colombia, Corea,

Costa Rica, Denmark, Dominica, Liberia, Madagascar, Morocco, Muscat, Persia, Portugal, Russia, Sandwich Islands, Siam, South African Republic, Spain, Sweden and Norway, Swiss Confederation, Tunis, Uruguay and Venezuela.

But with a great many of these we do no business whatever, and with others, again, but very little. Germany is easily the first in importance, and our imports of dutiable goods from that country in 1896 were valued at \$5,118,245. Our imports of dutiable goods from the other favored nation countries with which we do business are as follows: Belgium, \$836,693; Austria, \$192,677; Denmark, \$1,294; Portugal, \$46,563; Russia, \$2,921; Sandwich Islands, \$281; Norway and Sweden, \$39,561; Persia, \$515; Spain, \$346,208; Switzerland, \$326,231; Venezuela, \$657. The sum total of these dutiable imports is \$6,911,846, or about 10 $\frac{1}{3}$ per cent. of our total dutiable imports during the year given. The amount of duty collected on these imports was \$1,867,030, or about 9 per cent. of the \$20,219,037 collected on the total dutiable imports.

According to the provisions of the minimum tariff, it will be remembered the rate of duty was to be, until June 30, 1898, one-eighth below that of the general tariff, and one-fourth on and after that date. So that until June 30 next these favored nation-treaty countries will have the benefit of the one-eighth reduction and of one-fourth for the month remaining before these treaties expire.

Taking into consideration the fact that the duty collected on the importations from the countries in question was less than two millions of dollars, it is obvious that the loss of revenue to Canada by the decision of the law officers of the Crown will not be more than one-third, or, at the outside, one-half, of a million dollars. And that is not, after all, a high figure to pay for being freed from a burdensome condition.

REDUCTION IN STARCH.

A reduction has been made in starch by the Canadian manufacturers. It went into effect on the 4th inst. In laundry starches the reduction is one-quarter of a cent per pound, and in culinary starch one-half cent per pound.

It is some time since a change was made in the price of starch. That previous to the

present was about 16 months ago, when culinary was changed from $7\frac{1}{4}$ and $6\frac{3}{4}$ c. to $6\frac{1}{2}$ and $5\frac{1}{2}$ c., while it is something like three years since any alteration was made in the quotations on laundry starch, when figures were marked down one-quarter of a cent per pound.

THE CURRANT SITUATION.

VARIOUS reports received in Toronto this week regarding the situation of currants in Greece agree in the most important features. The crop has been progressing favorably, but will be late.

The crop itself will, it is generally believed, be at least as large as that of last year, with the probability of its being larger, while the quality is fine. Nothing but rain will now prevent the fruit from being marketed in good condition.

One letter, under date of July 27, stated that cutting had begun in Calamata on the west coast, and that by the first week in August the cutting would be general.

One report states that shipments will begin during the third week in August, while another says it is doubtful whether any general steamer, carrying a selection of various growths, can sail before the end of August or early in September.

A cable was received in Toronto within the last few days approximately maintaining the high prices recently asked for old season's Filiatra fruit, which is now selling on the Canadian market at about 6c. per pound. Local dealers, however, state that the new crop will, generally speaking, sell cheaper than the figures now ruling on the old fruit, as it will, of course, be in a great number of hands and not confined to a few, as is now the case with the little fruit of last season's growth that is still in existence.

THE FIG CROP.

The crop of figs is a good one, but importers are buying very cautiously. This is no doubt due to the abundance of domestic fruits in Canada last year, which compelled merchants to carry over figs till this spring, losing money thereby.

There is no danger, however, of short importations, as it is now the custom of certain shippers of figs to consign goods to the Canadian market, and the quantity they consign is only limited by the ability of the market to absorb.

SCARCITY OF CANADIAN PORK.

A FEATURE in the markets this summer is the scarcity of all kinds of pork products. Weekly from the first of the season THE CANADIAN GROCER has been remarking the bareness of many lines in this market, and has been predicting the continued rise in prices. Gradually the price of live hogs has continued to rise, and now dealers in Toronto are paying \$6 for live weights that would bring hardly \$4 in Chicago. And yet this price will not bring forward enough stock to supply the market, for every dealer in Toronto says he has to refuse orders on account of the inability to fill them. This week we hear of packers being forced to lay off some hands because pork is not coming forward in quantity sufficient to keep the employes engaged.

The reasons for this scarcity are varied. The low price of hogs early in the spring did not make the venture of raising hogs a commendable one to the Canadian farmer, and as a consequence he cannot now supply the demand. The uncertainty of the tariff last fall and winter made the matter of packing a purely speculative policy on the part of the packers, and on that account a light supply only was stored away for the summer's consumption.

But the chief cause of this scarcity is the demand for export to England. Never before have Canadian pork products found so much favor on the English market. The fact, too, that it is not every kind of pork that can be shipped there has gone far to make the matter worse. To tickle the palate of the English a light, lean cut is necessary, and, as farmers who did grow hogs made a specialty of this line, the heavier varieties are not now obtainable. The "Wiltshire sides" that are so much in favor in England take up most of the body of the hog, and dealers say that this uses up many of the other cuts, and the latter are rendered scarce.

The only way of explaining the favor of the Canadian provisions on the English market over the varieties from the United States is to consider the feed. Most Canadian hogs are fed on bran and peas, while the farmers of the States give their hogs corn, because it is cheap. Corn renders pork fat but oily, and the Englishmen

would rather pay the difference in price between the hogs from Canada and the United States to get the pea-fed variety.

What effect free corn will have on the Canadian hogs is hard to determine. If it is used extensively by the Canadians their pork will be likely to lose its flavor and favor, while experts say if it is fed moderately in conjunction with bran and peas, no harm, but rather a further improvement, will be found in the quality of the provisions.

JAPAN TEA ADVANCING.

INTELLIGENCE to hand at Montreal regarding Japan tea has been of a conflicting character. In the first place, despite strong advices from primary markets, low offers have been made on Japans lately, 15c. and under being mentioned. It is not specified, however, whether the goods in question are new or old crop, but the belief prevails that they are the latter, and that they consist of lots that were unloaded on a New York house during the rush for tea in the early spring. At any rate, many of the commission men, who ought to be in a position to know, protest that they cannot sell at such a figure.

In one case, cables from reliable sources stated that the market in Japan had advanced \$1 to \$2 per picul, that new supplies were temporarily exhausted and that the outlook was for shorter supplies than anticipated.

Later intelligence stated that teas which graded from \$14 to \$17 were about \$3 per picul over what they were last year, and that owing to the dry weather and low price which had ruled a decrease in the second crop was confidently expected, while no third crop might be picked at all.

This cannot be agreeable news to Canadian importers, because it is not unlikely that the supplies will be short.

It is well known that the Yankees bought up most of the higher grades, and if the second and third crops are to be short it means that there will be so much less to come to Canada.

Existing stocks in jobbers' hands throughout the country are light also, and altogether the outlook for the future is full of interesting possibilities.

CANNED GOODS.

[Contributed.]

THE canned goods trade during the last few months has manifested a marked change for the better. The season of 1896 will long be a lesson to the Canadian packers, not from causes of over-production, but mainly from their haste in rushing into the market to sell futures before the crop had matured.

Many of the packers attempt to do too much by aiming to put up more goods than their means will warrant, and are obliged, therefore, to rush to the jobbers to seek shelter in disposing of a portion of their goods at a loss with the hope of unloading the balance at a profit on some other man later in the season. This mode of doing business has been a curse to the trade, and is bound to meet with disaster if continued.

It shakes the confidence of the wholesale trade and his customers to maintain a minimum rate of price from day to day, and places travelers in a false position in treating their customers. This state of demoralization will continue as long as the Canadian packer persists in putting up too many goods, one-third of which he has to sell at a loss with the hope of disposing of the balance at a profit later in the season.

The season of 1897 is now on, but it dawns under different auspices. The force of circumstances has helped to right matters in bringing about a short crop, coupled with the fact that the packers have had ample time to look over their bank book and console themselves with the fact that the depletion of same was caused by their own imprudence in giving their goods away and completely destroying the possibility of themselves, the wholesale trade, or the retail man making an honest, legitimate profit.

The cold and backward weather during the months of April, May and June has not been beneficial to the maturing of the crop of tomatoes, corn and peas, and has already manifested itself in peas. The pack, which is over, is upwards of 20,000 cases short of last year, the hot and parching weather of July partially destroying the crop. The same may be said of corn. In consequence of over production the year before a small acreage was planted, and owing to cold weather in the seeding time the shoots did not come up, and in many cases had to be

replanted, which will mean a short crop. Tomatoes, the most staple vegetable in canned goods, is undergoing a change. Owing to the heavy rains the plants have grown at the expense of the fruit. Under the most favorable weather from now out the crop cannot but be a small one, in consequence of which the packers are not forcing sales.

The small fruits have been an abundant crop. The same may be said of peaches, pears and plums, but much will depend from now out for the successful husbanding of the crop.

THE NUT SITUATION.

A good deal of business in Tarragona almonds for direct importation has been done on the Toronto market during the past week or two. The reason is, that some exceptionally favorable offers have been made, notwithstanding that the fruit is still upon the trees, and will be for another few weeks.

No one can say whether the actual prices after the opening of the market will be as cheap as the very low figure named by some exporters, but the buyers here have acted on the principle that the prices are low enough to speculate upon.

In regard to walnuts, E. M. Dadelszan, of Bordeaux, reports the crop looking well, and showing excess over last year of about 10 per cent. This refers particularly to walnuts in the Bordeaux district.

Grenoble walnuts are reported to be a good crop.

In regard to filberts, the market has simply fluctuated within a shilling per bag, and is now at about the figure at which Canadian merchants placed their orders.

The business of the merchant who has not time to read his trade paper is likely to die of shortness of breath.

REBATE ON GERMAN GOODS.

The collectors of Customs at the various ports have been this week instructed to admit the products of Germany and Belgium under the minimum tariff of 12½ per cent. Nothing has yet been said in regard to the French treaty.

The Customs officials will be kept busy for a while fixing up the rebates which will have to be made on Belgian and German goods passed since April 22 last.

NEW SULTANA RAISINS.

SAMPLES of new season's Sultana raisins reached the Toronto market early this week. They were drawn from the first sample lot of one hundredweight which arrived at Smyrna, and are the first to put in an appearance in Canada this season.

The fruit shows good quality, although the berry is not large, which is usual with the first arrivals.

The crop of Sultana raisins will fall slightly below that of last year, according to the best estimates. Notwithstanding, however, there will be a larger quantity for exportation, as a large portion of last year's crop was rendered unfit for such purpose owing to the damage done by rain.

A copy of The Journal de Smyrne, under date of July 20, states that the vine growers entertain serious apprehensions on the subject of the peronosporos, which has been attacking the vines this year. Following the late rains, The Journal said it was the opinion that the disease will increase its ravages, and that the crop in some districts will be next to nothing.

The crop this year is estimated at 34,000, against 33,000 in 1896, and prices will be about the same as last year.

It is not believed that the first shipments for Canada can arrive before the end of August or September 1.

THE SALMON RUN.

WHILE advices this week corroborate previous reports to the effect that the run of salmon on the Fraser River is a large one and the pack extensive, the circumstance is offset to a large extent by the shortage on the Skeena, Inlet and Naas rivers. The total result, it is believed by many in the trade, will be that the aggregate output will be little if any larger than that of 1896.

There is an improved demand from Great Britain to be considered also, and some of the most conservative traders state that it will not surprise them to see an advance in prices.

The fact that salt salmon can be laid down in the east also at a cost of \$10 per barrel or \$5.25 per half barrel is another influence. At these low prices it is quite likely that the consumption of fish in this shape will be larger than usual.

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

THE BEST.

GREIG'S ...

CROWN EXTRACTS

are, without exception,
the finest in the land.

***OUR SALES
PROVE IT.***

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

IT WILL PAY YOU WELL.

ROBERT GREIG & CO.

Montreal.



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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

TORONTO, Aug. 12, 1897.

GROCERIES.

THE wholesale grocery trade does not this week exhibit any particularly new features. A nice business is, on the whole, being done, and the general tone of the market is healthy. Sugar, as far as the demand is concerned, is still the leading feature of the market, and values both at home and abroad are firm. Canned goods are in much about the same condition as a week ago, except it be that peas have gained more strength. Canned salmon is still being offered at last week's figures. Currants are cabled firm. Fair attention is being paid to Rio coffees, and there have been some fair transactions in pepper. Rice is dearer in the primary markets. Teas are dull, with Japan growths firm in price.

CANNED GOODS.

Although advices from the Coast report a better feeling there as to the price of canned salmon, yet agents here are quoting the same figures as during the past couple of weeks. As far as can be learned, with one or two exceptions, Toronto wholesalers have purchased liberally for future delivery, which may account for the fact that not many transactions between packers and jobbers are taking place. Retailers seem, however, to be fairly liberal buyers. Wholesalers are quoting red salmon for future delivery all the way from \$1.15 to \$1.30 per case, and

cohoes at from 95c. to \$1. Lobster is scarce and dear, and a good many anticipate that stocks in first hands will be exhausted by next spring. Canned meats are in good demand, and Clark, of Montreal, has advanced his prices 10c. per dozen all round. The feeling in regard to peas seems to be stronger than a week ago, some of the packers now asking 70 to 75c. per dozen. There is not much business transpiring in canned vegetables. Canned fruits are quiet and featureless. We quote as follows: Tomatoes, 80 to 85c.; corn, 55 to 75c.; peas, 70 to 75c. for ordinary; sifted select, 90 to \$1; extra sifted, \$1.25 to \$1.40; beans, 65 to 95c.; peaches, \$2.50 to \$3 for 3's, \$1.65 to \$2 for 2's; raspberries, \$1.40 to \$1.80; strawberries, \$1.50 to \$1.80, according to brand and quality; blackberries, \$1.40 to \$1.70; cherries, \$1.75 to \$2.25; apples, 3's, 70 to 95c.; gallons, \$1.50 to \$1.80; salmon, "Horseshoe," \$1.50; ditto, new season's, to arrive, \$1.25 in 5-case lots and \$1.30 in less quantities; other red salmon, \$1.15 upwards, according to quality and brand; cohoes, 95c. to \$1; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.40 to \$2.50 for tall tins; 1-lb. flats, \$2.70; ½-lb. flats, \$1.60 to \$1.70; Canadian canned beef, 1's, \$1.25 to \$1.35; 2's, \$2.30 to \$2.50; 6's, \$7.75 to \$8.25; 14's, \$15 to \$16.

COFFEES.

A fairly good demand is reported for green Rio coffee, but there is not much

doing in other kinds. Jobbers quote green in bags as follows: Rio, 9½ to 13c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 30 to 33c.; Mocha, 27½ to 30c.; Maracaibo, 18 to 20c.; Jamaica, 19 to 22c.

SYRUPS.

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

MOLASSES.

Dull. It seems to be the opinion that present prices ruling on New Orleans molasses are likely to be at least maintained. We quote: New Orleans, barrels, 23 to 35c.; ditto, half-barrels, 25 to 37c.; ditto, fancy, 50 to 55c., in barrels and half-barrels; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

SUGARS.

The sugar market continues in a satisfactory condition. Beets for August delivery have advanced 3¼d. from the lowest point, and the figures ruling on beet are ¼d. above the parity of cane sugar. The Canadian refiners have been in New York trying to buy raws. They offered 1-16c. for centrifugals more than the recent high figures, and could not buy, importers demanding another 1-16c. Locally the demand is brisk and prices firm and unchanged. We quote for Toronto: Granulated—St. Lawrence and Redpath's, 4 7-16c. for single barrel lots and 4¾c. for 5-barrel lots;

BUTTER TUBS

....Ex Warehouse or direct from Factory

Prompt Shipment
Best Goods . . .

WALTER WOODS & CO.
HAMILTON

DRINK : : :

:: Chocolate for Breakfast

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



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

VANILLA . .
CHOCOLATES

CHOCOLAT MENIER

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

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

Send it Back

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

"SALADA" CEYLON TEA

WHOLESALE AGENCIES . . .

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

P. C. LARKIN & CO.

Offer the Best Soap

Which means the best value for sale.

IT PAYS.

SURPRISE SOAP

ON WASH DAY



BRANCHES—

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

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

Acadia, 4 $\frac{3}{8}$ c. for single barrel lots, and 4 5-16c. for 5-barrel lots; yellows, 3 $\frac{1}{2}$ to 4 $\frac{1}{8}$ c. per lb.; German granulated, in 100-lb. sacks, 4 $\frac{1}{8}$ to 4 $\frac{1}{4}$ c. per lb.; Demerara crystals, 3 $\frac{3}{8}$ c.

SPICES.

Jamaica ginger is still scarce, and some houses are unable to procure any. There has been a little more buying of pepper, chiefly of Penang. We quote as follows: Pure Singapore black pepper, ground, 11c. in kegs, pails and boxes, and 13c. in 5-lb. cans; ditto, whole, 10c. per lb.; pure white pepper, ground, 18c. in kegs, pails and boxes and 20c. in 5-lb. cans; ditto, whole, 15 to 17c., according to quality; pure Jamaica ginger, 23 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 23 to 25c.; do. best, 28 to 30c. per lb.; allspice, 13 to 16c.; cassia, 20 to 25c. per lb. for ground and 40c. for Saigon.

NUTS.

A good deal of business has been done in Tarragona almonds for importation by direct steamer. Some exceptionally favorable offers have been made, although the crop is still on the trees, and will be for another month. We quote: Brazil nuts, 11 to 12 $\frac{1}{2}$ c.; Valencia shelled almonds, 18 to 22c.; Tarragona almonds,

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

RICE, TAPIOCA, ETC.

The rice market is stronger. A local house cabled for a lot of Japan and Patna rice, but an advance of one shilling per cwt. was demanded and the house in question had to buy at the higher figure. The demand is good for rice, tapioca and sago. We quote: Standard "B," broken lots, 3 $\frac{3}{8}$ c.; 1 to 5 sacks, 3 $\frac{3}{4}$ c., and 5 sacks and over, 3 $\frac{5}{8}$ c. per lb.; Japan, 5c.; Patna, 4 $\frac{3}{4}$ to 5 $\frac{3}{4}$ c.; tapioca, 3 $\frac{1}{4}$ to 4 $\frac{1}{2}$ c.; sago, 3 $\frac{1}{2}$ to 4 $\frac{1}{2}$ c.

TEAS.

There is a little doing in Japan teas, but as a rule the market is dull. The brokers are practically doing nothing. Ruling prices on the Toronto market to retailers are: Young Hyson, 18 to 21c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for high grades.

FOREIGN DRIED FRUITS.

The cable announces that the currant market remains firm in Patras, and that prices being asked for new fruit are much about the same as those now obtaining on spot for old goods. The crop is progressing favorably, and will be fully as large as that of last year. We quote: Provincials, 5 $\frac{3}{4}$ to 6c. in bbls.; ditto, half-bbls., 5 $\frac{3}{4}$ to 6c.; fine Filiatras, in bbls., 5 $\frac{7}{8}$ to 6c.; do., half-bbls., 5 $\frac{7}{8}$ to 6 $\frac{1}{4}$ c.; Patras, 6 $\frac{3}{4}$ c. in cases; Vostizzas, cases, 7 to 8c.

The first shipment of new season's Valencia raisins was made on the ss. Soto via Liverpool at the early date of July 23. They will probably sell to the trade at about 6 to 6 $\frac{1}{2}$ c. for fine off-stalk. We quote: Off-stalk, 4 to 5c.; fine off-stalk, 5 to 6c.; selected, 6 $\frac{1}{2}$ to 7c.; layers, 5 $\frac{1}{2}$ to 6 $\frac{1}{2}$ c.

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

Local wholesalers are placing orders for new figs cautiously, their purchases last season having exceeded the supply. We quote spot goods nominally as follows: 10 oz., 7 $\frac{1}{2}$ c.; 10 lb., 9 to 10c.; 18 lb., 10 to 12c.; 28 lb., 11 to 13c.; taps, 3 $\frac{1}{4}$ to 3 $\frac{1}{2}$ c. net; natural, 4 $\frac{1}{2}$ c. in bags, and 6 to 6 $\frac{1}{2}$ c. in boxes.

California evaporated fruits are without special feature. We quote California

BUTTER AND EGGS

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

J. A. McLEAN,

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

As Gold is to Silver

SO ARE

GOLDEN HADDIES

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

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

Every Can Guaranteed

Packers' Agents **NORTHRUP & CO.**

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

The Following Brands
Manufactured by

The American Tobacco Co.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

CUT TOBACCOS

OLD CHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY.

TO CANADIAN MANUFACTURERS
AND IMPORTERS

If not represented in WINNIPEG

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

E. NICHOLSON

124 Princess Street, Winnipeg, Man.

Successor to

W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

14 years' experience.

Established 1882.

ORANGES

AND **LEMONS**

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

CLEMES BROS., - Toronto

51 Front Street East.

evaporated fruits as follows: Peaches, 7 to 10½c. per lb., according to quality; apricots, 6½ to 15c.; pears, 5½ to 10½c.; egg plums, 5½ to 11c.; silver prunes, 8½ to 13½c.

A cable from Trieste to P. L. Mason & Co. indicates a slight change in the value of Bosnia prunes. The larger sizes are a little easier, while the smaller are a little higher than a week ago. California prunes are offering at low figures. We quote as follows: Bosnias, U's (110 to 113 half kilo), 6 to 6½c.; C's (85 to 90 half kilo), 7 to 7½c. per lb. California, 90 to 100's, 6½c. per lb.; 70 to 80's, 7½c.; 60 to 70's, 7½ to 8c.; 50 to 60's, 8 to 8½c.; 40 to 50's, 9½ to 10½c.; 30 to 40's, 12½ to 13c.; "Ruby" prunes, 7½ to 8c.; French, 4½ to 5c.

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

GREEN FRUITS.

The fruit trade has been far ahead of previous years, not only in sales and receipts, but also in the quality of goods offered. The trade in lemons has been better the past week, but prices are easy at quotations. Oranges, too, are not exceedingly brisk. Bananas are moving freely and are firmer. The trade in these continues satisfactory. Watermelons are a good quality this year and are selling readily. California fruit continues to come forward and be auctioned off at firm prices, for it is arriving in good shape. All Canadian berries but the Latton berries are about out of the market; the latter variety are still selling freely. The principal features in the market this week are the Canadian varieties of peaches, tomatoes, and apples. All are cheap this year and moving freely, and are good stock to handle. We quote as follows: Oranges—Sorrentos, 300's, \$3.50 to \$4 per box; 180's, \$2.25 to \$2.50 per three-quarter box. Lemons, 300's, 360's, repacked, \$4.75 to \$5; original packing, \$4 to \$4.25. Coconuts, \$4.50 a sack and 60c. per doz. Onions, 2½ to 2¾c. per lb. for Egyptians. Bananas, \$1 to \$1.75. New cabbage, \$1 per bbl. Watermelons, 20 to 30c. California peaches, \$1.50 to \$1.75 per box; California plums, \$1.50 to \$2 per box; California pears, \$2.75 to \$3.75 per box; muskmelons, \$2 to \$2.50 per crate of 2 doz.; cucumbers, 20 to 30c. per 12-quart basket; black currants, 75c. to \$1; Canadian tomatoes, 50 to 60c. per basket. Latton berries, 5 to 7c. per quart; huckleberries, 60 to 75c. per basket; Canadian

ROYAL JUBILEE OIL

Is the Best Burning Oil in the Market.

ROYAL OIL COMPANY

SOLE MANUFACTURERS

Geo. Anderson, Manager.

Toronto

THE QUEEN CITY OIL CO. LTD.

SAMUEL ROGERS, President, TORONTO.

Sales Agents for the Standard Oil Co.'s Oils and SPECIALTY GOODS.

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

Use **PEERLESS OIL** for Machinery.



HELLO!!! YES,

Certainly we sell

"WHITE MOSS" COCOANUT

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

Manufactured ONLY by...

Canadian Coconut Co.

(J. Albert McLean, Prop.)

MONTREAL

MORROW & EWING

General Commission Merchants

13 St. John St., MONTREAL

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

Rio, Santos, Maracaibo and Mocha Coffees

also have on hand full lines of

Japan, Congou, Indian, Ceylon and Gunpowder Teas

Samples and particulars on application. Wholesale supplied only.

EGGS
Market steady and firm at 9½ to 10

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

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

G.F. & J.GALT

PACKERS OF THE

BLUE RIBBON TEAS

42 SCOTT ST. TORONTO. CELEBRATED

peaches, 25 to 35c. per 10 and 12-quart basket; Canadian apples, \$2.50 to \$3 per barrel and 25 to 30c. per basket.

BUTTER AND CHEESE.

BUTTER—Trade has been only fair during the week; rather small quantities have been bought for either local or export purposes. A large proportion of the butter coming forward is much off condition, and buyers are critical and select all parcels carefully. Good butter is moving freely, but poor qualities are a drug on the market. Country merchants are now holding butter, expecting dealers to buy as round lots. There is not thought to be much accumulation of stock in the city. Best quality is worth about 11½ to 12½c.; cheaper is plentiful at 8 to 9c. The outside feeling in creamery continues firm: Tubs, 17 to 17½c.; prints, 17½ to 19c.

CHEESE—Is firm and prices are a shade higher. The export demand is good, and prices have gone up from ¼ to ½c. Exporters do not themselves pretend to understand the advance; it seems to be largely a speculative advance. Many dealers are of the opinion that there will be a reaction. Price is 7¼ to 8¼c., and selling price is 8¼ to 9c.

SALT.

Demand has been steady. This season's business appears to be in advance of that of last year. Quoted at Toronto, carload lots go at \$1 per bbl. and 60c. per sack; less than carload lots, \$1.05 per bbl. and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for points west of Toronto, and 45c. for Toronto and points east of Toronto.

FISH.

Trade has been only moderate during the week. The supply is equal to the demand. We quote: Pickerel, 6c. per lb.; pike, 5½c. per lb.; whitefish, 6½c.; trout, 6½c.; perch, 3c. per lb., fresh herring, 3½c. per lb.; haddies, 7½c. per lb.; Labrador herring, \$3 to \$4 per bbl. and \$2.25 per half-bbl.; split herring, \$4.50 per bbl. and \$2.50 per half-bbl.; boneless fish, 3½ to 4c. per lb.; pure cod, 6½ to 6¾c. per lb.; fresh water herring (heads off), \$2.50 per keg.

PROVISIONS.

A very steady demand, with steady prices, characterizes the trade. Stocks are

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

J. McLAUCHLAN & SONS,

Biscuit Manufacturers.

Owen Sound, Ont.



light and some lines are completely sold out. This is principally true in regard to backs, breakfast bacon and short-cut barrel pork. All lines are in short supply, however, and in one dealer's words: "Packers would not shade prices to their brothers."

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

SMOKED MEATS—Breakfast bacon, 12 to 12½c.; rolls, 9½ to 10c.; hams, large, 11 to 11½c.; 12 to 12½c. for small and 12½c. for medium; shoulder hams, 9c.; backs, 11½ to 12c.; all meats out of pickle, 1c. less than above.

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

BARREL PORK—Canadian heavy mess, \$13 to \$13.50; Canadian short-cut, \$16; clear shoulder mess, \$12.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—We quote: Wheat, No. 1 hard, 93c.; winter wheat, 83c.; oats, 22 to 23c.; peas, 43 to 44c. The market in wheat is very excited; in the other lines it is dull.

FLOUR—Although flour is dearer, yet the millers and dealers are finding that the price of wheat is advancing quicker than they can their figures. Some transactions on export account are reported this week. We quote in carloads on track, Toronto: Manitoba patents, \$4.90; Manitoba strong bakers', \$4.50; Ontario patents, \$4.50 to \$4.60; straight roller, \$3.80 to \$3.90, Toronto freights.

BREAKFAST FOODS—Trade is moderate. We quote as follows: Standard oatmeal and rolled oats, \$3.10 in bags and \$3.20 in bbls.; rolled wheat, \$2.60 in 100-lb. bbls.; cornmeal, \$2.30 to \$2.40; split peas, \$3 to \$3.25; pot barley, \$3 to \$3.25.

COUNTRY PRODUCE.

EGGS—There has been a decided improvement in quality. Prices also are mov-

ing up. The demand for the good variety is quite brisk. We quote No. 1 selling at 10 to 11c.; No. 2 at 8 to 9c.

POTATOES—Again the scarcity of new potatoes has revealed itself. Something seems to affect the supply at times. We quote slightly higher prices than last week. Old potatoes are about out of the market. Dealers are paying 60c. per bushel for new variety and selling at 70c. a bushel.

HONEY—The new honey is not moving very actively this week. Dealers are holding firm at quotations. Buckwheat is dull at 3c. We quote light at: 60-lb. tins, 6 to 6½c.; 5 and 10-lb. tins, 6½ to 7c.; comb, \$1.50 to \$1.75 per dozen.

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

EVAPORATED APPLES—Dealers are firm at quotations, but requirements have not increased. Buyers are paying 3½ to 4c. f.o.b. Jobbers are quoting 4½c. upward.

HIDES, SKINS AND WOOL.

HIDES—Business has yet the unhealthy aspect that has characterized it for some time. Cowhides: Dealers pay 8½c. for No. 1, 7½c. for No. 2 and 6½c. for No. 3. Steerhides: 60 lbs. and up, 8½c. for No. 1, 7½c. for No. 2 and 6½c. for No. 3.

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

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

WOOL—Arrivals continue to be inadequate to lessen the price. Dealers are still paying 19 to 20c.

PETROLEUM, ETC.

Lubricating oils have been in heavy demand during the whole of the week. Some larger fall orders have also arrived this

WE ARE
PAYING
CASH
FOR

DRIED
APPLES

W. B. BAYLEY & CO.
EXPORT BROKERS

46 FRONT ST. E. Toronto

"KOLONA"

Pure
Ceylon Tea

Salmon

"ANCHOR."— Our
Own Brand.

Finest Fish Packed.

"Clover Leaf," Talls and Flats.

"Horse Shoe," Talls and Flats.

ALL PRIME SOCKEYE FISH.

COHOES, Talls only.

TO ARRIVE ♦♦♦♦ SPECIAL PRICES.

REIN & CO.'S

LOOSE MUSCATELS

Choicest Malaga Fruit.

Boxes 22 lbs. EXCEPTIONAL VALUES

**T
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**LIME
JUICE**

STOWER'S

Pints and Quarts.

Contains neither **Acid nor Alcohol.**
Keeps in perfect condition after
being opened.

**California
Evaporated Fruits**

Apricots, Peaches,

California Prunes, boxes 25 lbs.

CLOSE PRICES.

"KOLONA"

Pure
Ceylon Tea

THE **EBY, BLAIN CO.**

Limited



TORONTO, Ont.

Currants

Cleaned and
Stemless

"Kalamos," "Royal Vonitsa,"
"Morea," "Black Pearls,"
"Blue Pearls."

Best Value in Canada.

In store. Full stock of

MORTON'S AND MARSHALL'S

Kipperd and Fresh Herrings,

Herrings in Tomato,

Shrimp and

Anchovy Sauce.

Preserved Bloaters.

etc., etc.

"KOLONA"

Pure
Ceylon Tea

**B
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Cocoa

Bensdorp's
Royal Dutch

FINEST GOODS IN THE MARKET.

Tins, ¼, ½ and 1 lb.

Coffee

"Crushed"
JAVA AND
MOCHA

(XTR)

Reduced to 20c. lb.

Tins 25 lbs. and 50 lbs.

♦ ♦
GRAND VALUE

"KOLONA"

Pure
Ceylon Tea

week. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 14½c.; carbon, safety, 16½c.; Canadian water white, 17c.; American water white, 17½c.; Pratt's astral, 17c. in bulk.

MARKET NOTES.

Japan and Patna rice is cabled 1s. per cwt. dearer.

Clark's canned meats have been advanced 10c. per dozen all round.

No difficulty is now being experienced in filling orders for tobacco, although the demand is still good.

New season's salt B.C. salmon is offering at \$10 in barrels and \$5.25 in half-barrels, delivered, in carload lots.

The first samples of new season's Sultana raisins to arrive in Canada were received by J. L. Watt & Scott early this week. The quality is good.

P. L. Mason & Co. are in receipt of a cable from Trieste which states that the larger sizes of Bosnia prunes are easier, while the smaller are firmer.

QUEBEC MARKETS.

MONTREAL, Aug. 12, 1897.

GROCERIES.

THE week has not exhibited much change in the actual spot situation. An active business has been transacted in both granulated and yellow sugars, and values are steady. Syrups continue dull, while molasses have advanced somewhat sharply. Coffees and spices remain much the same. Primary advices on Japan tea continue of a firm character, and point to still higher prices. Dried fruit news is of an indefinite character as yet. Canned goods are generally steady with nothing new to report since last week.

SUGAR.

In sympathy with strong advices from outside markets the sugar market maintains its steady feeling, especially as the demand both for granulated and yellows has been quite active during the week. Both in London and New York the markets for raw are firmly held; in fact, prices have an upward tendency. Offers of German granulated sugar made since last report here have not met a very favorable reception as the trade do not seem to care much for it even at the reduced price. Commission men have been placing some cargo lots of raw with rehners at firm prices. We quote: Granulated, 4½c. for 1 to 9 barrels and 4 1-16c. for 10 barrels and over, with yellows ranging from 3¾ to 3¼c., as to grade. At the refineries quite a few car lots of granulated have been moved forward during the week at 4c. net f.o.b. Montreal.

SYRUPS.

The syrup market continues without

change, there being absolutely no movement. We quote: 1¾ to 2c. as to quality.

MOLASSES.

There has been no actual change in the molasses market, but a firmer tone characterizes the market, and holders are confident of higher prices in the future. As a result they are not urging sales, no Barbadoes now being available under 22c. in a wholesale way, while in jobbing lots 23 to 25c. is asked for it, which is an advance of 2c. per gallon. Porto Rico ex store is held firm at 25 to 26c. for choice and 29c. for prime.

RICE.

There is no change in the rice market, business ruling quiet. We quote: Crystal Japan, \$4.50 to \$5; standard B, \$3.50 to \$3.75; Patna, \$4.50 to \$5; Carolina, \$6.75 to \$7.75; choice Burmah, \$4 to \$4.25, and Java kinds, \$4.25 to \$4.50.

SPICES.

There has been little doing in spices during the week, with values generally unchanged. We quote: Black pepper, 9 to 10c.; pure white, 11 to 16c.; pure Jamaica ginger, 20 to 25c.; cloves, 15c.; pure



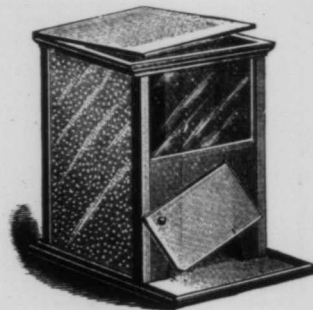
Cause and Effect

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

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

You can't afford not to handle it.

WHITMAN GROCERY COMPANY
ORANGE, MASS.



MARSHALL'S

Saratoga Potato

CHIPS.

Grocers sell them.

Manufactured by . . .

JOHN E. MARSHALL

118 Commercial St.,
Boston.D. H. RENNOLDSON,
Agent in Montreal.

ENAMELLED MEASURES

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

GOVERNMENT STAMPED



Superior

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

The McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER

WANTED Consignments of
BUTTER, EGGS & POULTRY

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

Department of Aviculture

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

Cottams Seed is sold by all wholesalers.

DAWSON & CO.

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

FRUIT

Large quantities are now being handled by

MCWILLIAM & EVERIST

WHOLESALE COMMISSION MERCHANTS
25 and 27 Church street,
TORONTO, ONT.

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

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

PURE

LARD

.. OF THE ..

Best Quality.

Special
Prices
This
Week

Get
Our
Figures.

IN
5 TUB

AND
15 PAIL

LOTS.

F. W. FEARMAN - HAMILTON

**FANCY
ORANGES**

All Varieties

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

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

BROCK'S BIRD SEED

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



NICHOLSON & BROCK - TORONTO

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

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

**LARD, HAMS
Long Clear Bacon**

Write for prices.

THE WM. RYAN CO. LIMITED

70 and 72 Front St. East. TORONTO

S. K. MOYER,

COMMISSION MERCHANT

Wholesale Dealer in . . .

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

76 COLBORNE ST.,
TORONTO, ONT.

Smoked Backs

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

D. GUNN, BROS. & CO.

Pork Packers and Commission Merchants,
TORONTO, ONT.

HUGH WALKER & SON
GUELPH, ONT.

mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; do., best, 28 to 30c. per lb.; allspice, 12 to 14c.; nutmegs, 50 to 90c.

COFFEES.

The coffee market is without change. We quote: Maracaibo, 16 to 19c.; Santos, 12 to 15c.; Rio, 12 to 16c.; Mocha, 24c., and Java, 25c.

TEAS.

The failure of a commission house here has somewhat unsettled the market, but inherently the tendency of the market is steady, as supplies are light and advices from primary markets are steady to strong. We quote as follows: Young Hysons, 14 to 18c. for low grades, 25 to 28c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 55c. for high grades; Japans, 15½ to 21c. for mediums, and 28 to 40c. for high grades; Indians and Ceylons, 17 to 20c. for mediums, and 35 to 65c. for higher grades.

CANNED GOODS.

The canned goods market generally is steady, and advices from the Coast on salmon are fairly steady, while the tendency on vegetables, especially on corn, tomatoes and other staple lines is distinctly steady. We quote as follows: Tomatoes, 80c.; corn, 50 to 80c.; peas, 80c.; peaches, \$1.75 to \$1.90 for 2's; raspberries, \$1.40 to \$1.90; strawberries, \$1.75 to \$2, according to brand and quality; cherries, \$2.30; apples, 3's, 85 to 90c.; gallons, \$1.55 to \$1.65; pumpkins, 75 to 85c.; salmon, "Horseshoe," \$1.40 to \$1.45; "Clover Leaf," \$1.35; "Lion," \$1.37½ to \$1.40; Lowe Inlet, \$1.30, in tall tins; canned mackerel, \$1.25; Canadian canned beef, 1's, \$1.20 to \$1.25; 2's, \$2.15 to \$2.30; lobsters, \$11 per case; French sardines, \$10.25 to \$11 extra brands; ordinary brands, \$8 to \$9; Canadian brands, \$4.25.

DRIED FRUIT.

There has been a fair demand for Valencia raisins in the shape of open orders and early shipments of them via New York or Liverpool are quoted at 15s. to 16s. For the direct steamers it is impossible to quote reliable figures.

An active business for forward delivery has been transacted in California raisins, but all the orders taken are at open prices, but it is expected that 3-crown will cost about 5½c., duty paid, and 4-crown 6½c.

Reports regarding new crop currants are very conflicting, both as regards quality

and price, offers on Vostizzas recently having been 22s., Filiatras 15s. 6d. to 16s. and Provincials 15s. to 15s. 6d., cost and freight Montreal. Spot quotations are purely nominal, as the above figures are for shipment via British ports. Reports also state that the quality of the crop is very doubtful.

Evaporated California apricots are much firmer in tone, and 9c. is now asked for carload lots Montreal, which is an advance on the figures quoted last week.

Advices from Smyrna on Sultana raisins state that prices will not be as low as at first expected but will be about the same as last year.

NUTS.

There has been little change in the nut market, except that Grenoble walnuts are rather firmer than they were. We quote: Grenoble walnuts, 11 to 12c.; do. shelled, 20c.; Brazils, 11c.; almonds, 10 to 10½c.; do shelled, 17 to 18c.; filberts, 8½ to 9c.; peanuts, 7 to 9c.; pecans, 9 to 10c.; and coconuts, \$3.50 to \$3.75 per 100.

DRIED APPLES.

A new feature has been the active enquiry on country account for evaporated apples, and they have advanced ½ to ¾c. per lb., to 4 to 5c. Dried apples are unchanged at 2 to 2½c.

GREEN FRUIT.

There has been a good business in all kinds of green fruit during the week. One of the notable facts of the week was the active demand from American buyers for watermelons, which are firm in consequence. We quote: Valencia oranges, \$6 per case; bloods, \$2.50 to \$3 per box; Messinas, do., \$3 to \$3.50; lemons, \$3.50 to \$4 per box for choice, and \$2 to \$3 for common; Naples lemons, \$6 to \$7 per chest; bananas, \$1.25 to \$1.65 per bunch; Canadian cherries, 40 to 75c. per basket; California apricots, \$1.25 to \$1.50 per box; do., peaches, \$1.75 to \$2, and pears, \$2.75 to \$3, and plums, \$1.75 to \$2 per box; pineapples, 10c. each; raspberries, 6 to 8c.; blueberries, \$1.75 to \$2 per box. Egyptian onions, 3c. per lb., and watermelons 20 to 25c. for choice and 15 to 20c. for common.

COUNTRY PRODUCE.

EGGS—Business in eggs continues fairly active, there being a good demand, and prices are firmly held. Selected near-by stock sold at 10½ to 11c.; ordinary No. 1 at 9 to 9½c., and No. 2 at 8 to 8½c. per dozen.

MAPLE PRODUCT—In maple product there is no change to note. We quote: Maple syrup, 4¾ to 5c. per lb., and 45 to 55c. per tin; sugar, 5 to 6c. per lb.

HONEY—The demand for honey is slow and prices are unchanged. White clover comb is offering at 10c., and dark at 7c.;

bright extracted at 6½ to 7c., and dark at 4 to 5c. per lb.

BEANS—Beans continue slow of sale at 55 to 60c. in car lots, and 65 to 70c. in a small way.

PROVISIONS.

The feature of the provision market has been the continued strength in pork, which is 50c. per barrel higher than it was a week ago. Lard and smoked meats are in fair enquiry and steady. We quote: Canadian pork, \$15 to \$15.50 per bbl.; pure Canadian lard, in pails, at 6¾ to 7¼c., and compound refined at 5¼ to 5½c. per lb.; hams, 11 to 13c., and bacon, 11 to 12c. per lb.

FLOUR AND MEAL.

The flour market has ruled active and strong since last report, there being an extensive turnover both on export and local account, while prices are 5 to 10c. higher on Ontario and 25c. on Manitoba grades than they were a week ago. We quote as follows: Winter wheat patents, \$4.15

*We
cannot*

change Advertisements in this paper after 5 o'clock p. m. Tuesday of week of issue. Advertising copy which reaches us later will have to be held over till following week.

to \$4.25; straight rollers, \$3.90 to \$4, and in bags, \$1.90 to \$2; best Manitoba strong bakers', \$4.50; second do., \$4, and low grades, \$2.40; Hungarian patents, \$4.90.

Business in feed was quiet, but prices rule firm. Manitoba bran is quoted at \$13 to \$13.50, and shorts at \$14 to \$14.50 per ton, including bags.

The oatmeal market has continued easy since last report and prices are 5c. lower than they were last week. We quote: Rolled oats, \$3.40 to \$3.50 per barrel, \$1.65 to \$1.70 per bag; standard meal, \$3.30 to \$3.40 per barrel and \$1.60 to \$1.65 per bag.

BALED HAY.

There is no change in baled hay, the demand being fair at \$11.50 to \$12 for No. 1 and at \$10 to \$10.50 for No. 2 per ton in car lots on track.

CHEESE AND BUTTER.

The cheese market has developed another sharp advance during the past eight days and there has been extensive purchasing both in the country and on spot at an advance of ¼ to ½c. per pound. For

instance, on Monday here receipts from the French sections were much heavier, being 9,000 boxes, an increase of 5,000, but demand was brisk and all were taken at a range of 8½ to 8¼c., with some special lots fetching 8¾c. This is an advance of ⅜ to ½c. per pound on the prices paid last Monday, and is proportionately higher than what was realized in Ontario. In addition to this trading, a leading Ottawa Valley combination turned over 1,200 to 1,500 boxes at 8¾c. On the whole, therefore, the market on this side is an active and firm one. Finest Ontario cheese, 8½ to 8¾c.; finest Townships cheese, 8¾ to 8½c.; finest Quebec cheese, 8½ to 8¾c.; under grades, 8c.

The butter market exhibited nothing special to-day. Trading was quiet and values were much the same. Finest creamery, 17 to 17¼c.; seconds, 16 to 16½c.; dairy butter, 12 to 12½c.

MONTREAL NOTES.

There have been offerings of Naples lemons on the market this week, the quality being remarkably good.

An active demand for evaporated apples on country account has led to an advance of ¼ to ½c. per lb. this week.

The easiness in oatmeal noted last week has continued and values show a further decline this week of 5c. per bbl.

A rather firmer tendency is noted in old stocks of Grenoble walnuts here, and 1c. per pound advance is asked this week.

Advices from Smyrna state that the increase in the crop of Sultana raisins over last year will only be about 1,000.

Active speculative demand throughout the country districts has advanced the price on July cheese from ¼ to ½c. per lb. on last week.

Continued strength has characterized the flour market. Ontario grades have advanced 5 to 10c. and Manitoba 25c. per bbl. on the figures ruling a week ago.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Aug. 12, 1897.

BUSINESS during the week has been but fair, the farmers being too busy at this season to buy goods. If markets will but hold firm as they now are, a good and profitable fall business is looked for. The samples of new teas, which have been received from China, show better values than the samples received last year. The teas themselves are daily expected. They are chiefly the better grades. The market is firm. The large stocks which were held here are getting worked off, and an improved movement is looked for. Cream

Everlasting Milk . . .



OWL BRAND CONDENSED MILK

will keep almost for ever while the can is unopened. We guarantee it in any climate. Purchasers need have no fear of disappointment upon opening a can. It is always the same.

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



The Club Coffee

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

Ewing, Herron & Co.
Coffee and Spices
Montreal.

Ask our Travellers to show you our LEADERS in BULK

Ceylon and Young Hyson

TEAS

SPLENDID VALUES.

Agents in Canada for ENGLISH BREAKFAST HOP TEA.

Pounds and Half Pounds. + Once Tried Always Used.

BALFOUR & CO., HAMILTON

The Vinegar You Want..

whether it be

WHITE WINE MALT . . .
or **CIDER**

will be shipped promptly on receipt of order. We'll guarantee the quality to be right.

T. A. LYTLE & CO.
Vinegar Manufacturers, TORONTO

MORTON'S HERRINGS

Fresh Kipperd— ... Now in Stock.
In Tomato Sauce.

WARREN BROS. & CO.
TORONTO.

Extra Choice Hams Bacon Pure Lard Mess Pork

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

There's a something that fascinates about that

"Most Excellent" COFFEE



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

BUY

Ivory Bar Soap

THE BEST MADE

New Season's

Morning Congous . . . AND . . . Young Hysons

A shipment just arriving.

PERKINS, INCE & Co.
TORONTO.

of tartar shows little change; if anything, prices are easier. The run of summer travel continues large. The weather has been beautiful.

TOBACCOS—There are quite large stocks still held here. The further advance made by McDonald was a surprise to the trade, and a pleasant one to the holders of stocks, on some lines of which they are now getting a clear profit of 17c. The demand for native grown tobacco is improving. The following are the 30-day prices on some of the best known brands of tobacco selling in this market: Brier, 8's, 20-lb. cads, 63c.; Index, 8's, 20-lb. cads, 60c.; Napoleon, 20-lb. cads, 65c.; Prince of Wales, 4's, 8's and 16's, 20-lb. cads, 53c.; Crown, 8's and 16's, 20-lb. cads, 61c.; Pilot, 8's, 40-lb. cads, 62c.; Myrtle Navy, 4's, 74c.; Mahogany, 8's and 16's, 62c.; Crescent, 8's, 58c.; Myrtle cut, 84c.

OIL—The receipts here of cod oil continue light, with prices still low. At Halifax better receipts are reported. In burning oil, prices show no change; a rather better demand is noted. Contracts for fall will soon begin to be made. Lubricating oil is dull. We quote: Best American burning oil, 17½ to 18½c.; Canadian water white, 16 to 17c.; Canadian, prime, 14 to 15c.

SALT—Market is getting in better condition, both as regards stocks here and at outside points, except, perhaps, some places in Nova Scotia, where there are still ample supplies. Prices on coarse are held rather firmer, and a good demand is expected for the cargo due to arrive here about the last of the month. In Canadian salt there is nothing new to report. We quote: Coarse, 45 to 48c.; Liverpool factory-filled, 85c. to \$1; Canadian fine, \$1 to \$1.05 per bag.; 5-lb. bags, in bbls., \$3 to \$3.25; 10-lb. bags, in bbls., \$2.85 to \$3; butter and cheese salt, bulk, \$2.50 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartoons, \$2 per case of 2 doz.; rock salt, \$5 to \$6 per ton.

CANNED GOODS—Very little for future delivery has yet been sold. Packers are firm, particularly in peas, prices of which have advanced fully 5c. per doz., and in some cases even more. New corn is held at a large figure above prices lately paid by dealers here for that packed last season. Fruits have been lightly bought as yet; prices are about as last year. In California fruits higher prices are asked, and it is said the Baltimore pack will not be as large as usual. Some Baltimore packers have withdrawn tomatoes. Salmon continues to be offered low, but sales are not up to last year; quite a few old still here. When it is remembered that the price is 20 per cent. below last year's, and that there are no

lobsters to be had, large sales during the season may be expected. We quote as follows: Corn, 65 to 70c.; peas, 75 to 85c.; tomatoes, 85 to 90c.; gallon apples, \$1.75 to \$1.80; corned beef, Canadian, \$2.20 to \$2.30; American, 2-lb. tins, \$2.40 to \$2.50; 1-lb. tins, \$1.30 to \$1.50; oysters, 2's, \$2.10 to \$2.25; 1's, \$1.40 to \$1.50; peaches, 3's, Canadian, \$2.75 to \$3; 2's, \$1.75 to \$1.85; American, 3's, \$2 to \$2.25; pineapple, \$2.25 to \$2.75; salmon, \$1.25 to \$1.40; lobsters, \$2.50 to \$2.60; haddies, \$1.15 to \$1.25; clams, \$5 for 4 doz.; chowder, \$2.60 to \$2.75 for 2 doz.; scallops, \$5.50 for 4 doz.; Digby chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

GREEN FRUIT—There continues to be large sale. Pears are perhaps the most active here. The sale of California fruit so far has been large, a second car having been received this week. Oranges are about out of the market, as are pines. Some large cases of Naples lemons have been received; while fruit is large, our dealers prefer the other grades. Apples continue to improve in quality and they cheapen in price. Native tomatoes now supply the trade. Melons have a steady sale. Cucumbers are marked lower. There are no cherries this season. Plums, of which the crop in Nova Scotia is usually so large, are also largely a failure, and the apple crop will also be below the average. We quote as follows: Lemons, \$5 to \$5.50; oranges, \$5 to \$5.50; bananas, \$1.50 to \$2; Bartlett pears, per bbl., \$6 to \$8; tomatoes, 6c. per lb.; cucumbers, 25c. per doz.; raspberries, 10 to 12c.; new apples, \$3.50 per bbl.; California peaches, \$1.50 to \$1.75; California plums, \$1.75 to \$2; California pears, \$2.25 to \$2.50; melons, 30 to 40c.; lettuce, 25 to 30c. per doz.

DRIED FRUIT—The market is still a quiet one. The stock of raisins is light here. Small quantities of California loose muscatels continue to arrive. While future prices are quoted no business has yet been done. Currants are also a limited stock here. At this season the demand is light, being chiefly for cleaned in 1-lb. packages. Prunes and such lines are dull. Onions have a good sale and prices are firm. Evaporated and dried apples are held higher, and further advances looked for later when demand improves. We quote as follows: Raisins, Valencias, 5¼ to 6c.; California L. M. 3-crown, 7 to 7¼c.; London layers, \$1.75 to \$2; currants, cases, 5¼ to 6c.; bbls., 5¼ to 5½c.; cartoons, cleaned, 7¼ to 8c.; bulk, cleaned, 6½ to 7c.; prunes, boxes, 5 to 10c.; dates, 4½ to 5c.; dried apples 3½ to 4c.; evaporated apples, 5 to 5½c.; onions, 2¾ to 3c. per lb.; cocoanuts, \$2.50 to \$3.50 per 100 lbs.; figs, 10 to 12c.; Sultana raisins, 7½ to 9c.;

Valencias, layers, 6 to 7c.; Malaga loose muscatels, 6 to 6½c.; 4-crown L. M. Californias, 7¼ to 8c.; seeded muscatels, 1-lb. cartoons, 12 to 13c.

SUGAR—While the market keeps quite firm as regards refiners' quotations, the feeling here, in granulated at least, is still below their prices. They have had no demand from this market for some time. There is a good enquiry for yellows. Prices show no change. We quote: Granulated, 4½ to 4¾c.; yellows, 3¼ to 3½c.; Paris lump, 5¼ to 5½c.; powdered, 5 to 5¼c.

MOLASSES—Another small cargo of Porto Rico is expected here. The market on this grade is firm. Barbadoes can still be bought low. Stocks of molasses are not large. Continued firm prices are expected. We quote: Barbadoes, 22 to 24c.; Porto Rico, 26 to 30c.; New Orleans, bbls., 25 to 27c.; Antigua, 22 to 23c.; syrup, 36 to 38c.; St. Croix, 20 to 22c.

DAIRY PRODUCE—In speaking to a large dealer the other day he said: "If the market was as strong as the butter we would be better off." There is no doubt the market would be stronger if the butter was better quality. Receipts are large and sales dull. In eggs, the feeling is easy, a fair demand only ruling. Cheese shows little, if any, change, although prices may be a little easier. So far the factories have had a good season. All the June cheese is about sold, and July make is well sold up. We quote: Dairy butter, 13 to 16c.; creamery, 17 to 18c.; prints, 18 to 20c.; cheese, 9 to 9½c.; eggs, 9 to 9½c.

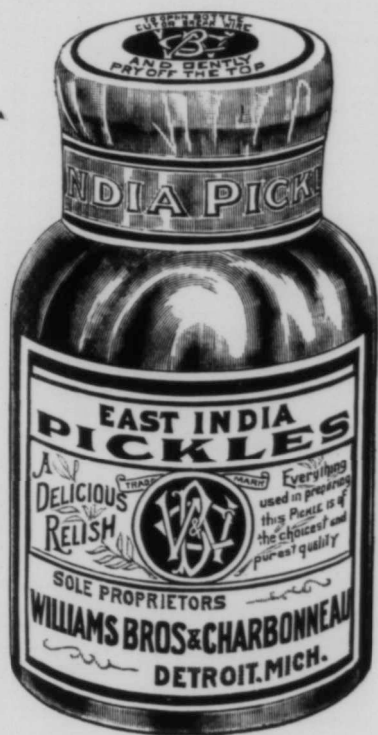
FISH—Dry cod are quoted higher. Receipts of new are hardly enough to supply the present demand. Mediums bring about the same price as large. Pollock is also quoted higher. In pickled herring demand is still dull. A few thousand smoked herring to hand this week have somewhat relieved the market, which was about bare. Prices are still low. A few salmon are still being received. Shad have been a fair catch during the week. Some present catch pickled shad are now offered. While rather higher than earlier caught fish they are much better. At this season smoked shad are a favorite fish here. We quote as follows: Large cod, \$3.25 to \$3.50; medium, \$3.25 to \$3.35; pollock, \$1.25 to \$1.30; bay herring, \$1.25 to \$1.30 per half-bbl.; smoked, new, 6½ to 7½c.; shad, half-bbl., \$4.50 to \$5; boneless, 2½ to 8c.; Barrington, \$3 per bbl.; Shelburne, \$3.25 per bbl.; salmon, 20 to 22c.; boneless, 3½ to 4c.; cod, 6 to 6½c.; shad, 10c. each.

PROVISIONS—There is little doing. The low price of lards helps the sale. The feeling in pork is upward, and beef is held



A. E.

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EAST INDIA PICKLES

There are none other so nice. . .

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

Your wholesaler keeps them.

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



Pickles.

LIGHT HOUSEKEEPING.

Heinz's Baked Beans make it bright as well as light.

GROCERS SHOULD SUPPLY THEM

Other Popular Specialties

**SWEET PICKLES
INDIA RELISH**

**TOMATO CHUTNEY
TOMATO KETCHUP**

ETC.

For sale by

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

MEDALS--

PARIS
CHICAGO
ANTWERP
ATLANTA, Etc.

The GENUINE
always bear this
Keystone trade-mark



more firmly, but there is little or no change in prices. Smoked meats are firm at the higher price, but rather less attention is being paid to them. We quote as follows: Clear pork, \$13.50 to \$14.50; mess, \$12 to \$13; plate beef, \$12 to \$13; hams 13 to 13½c.; rolls, 9½ to 10c.; pure lard, 6¼ to 7¼c.; compound, 6¼ to 6½c.

FLOUR, FEED AND MEAL—The firm feeling still continues, and in some lines higher prices are asked, but buyers have been rather more backward during this week. In oatmeal and oats, the higher prices lately quoted are hardly as well maintained. Feed is dull. Beans have a rather better enquiry. Canned is quoted a little higher; it has been scarce during the week. The dealers depend largely on the two local mills, and one has been shut down on account of accident, and the other is short of corn. We quote as follows: Manitoba flour, \$5 to \$5.10; best Ontario, \$4.60 to \$4.70; medium, \$4.25 to \$4.35; oatmeal, \$3.55 to \$3.65; cornmeal, \$1.90 to \$2; middlings, car lots, in bulk, \$15 to \$16; bran, do, do, \$13.50 to \$14.50; hand-picked beans, 85 to 90c.; prime, 75 to 80c.; oats, 33 to 34c.; hay, \$12.50 to \$13; barley, \$2.75 to \$3; round peas, \$1.15; split peas, \$2.85 to \$3; yellow eye beans, \$1.50; timothy seed, Canadian, \$2 to \$2.25; do. do., American, \$1.75 to \$2; clover, 8¼ to 9c.; alsike, 8½ to 9c.

ST. JOHN NOTES.

Merritt Bros. expect a cargo of Porto Rico molasses within the next week.

The Bank of New Brunswick has reduced its rate of interest to special depositors to 3 per cent.

Returns for over \$24,000 worth of cheese shipped to England have been received by the shippers in Prince Edward Island.

Customs returns for July show a decrease of \$10,701, as compared with last year's, the figures for last year being \$59,921, and for this year \$49,220.

It is expected two pulp mills will be started in or near St. John within the near future. The outlook for successful business at this point in this line is good.

Dearborn & Co. received this past week a shipment of canned goods from New Zealand, the first to come to this market. It consisted of canned mutton, preserved rabbit and sheeps' tongues. The selling price is \$4 per doz.

The new D.A.R. steamer, the Prince Edward, will soon be on between Boston and Yarmouth. She will leave Yarmouth Mondays and Thursdays in the afternoon, due in Boston by six the next morning. Returning, will leave Boston Wednesday and Saturday afternoons. Passengers will be

able to make the trip from Boston to Halifax, via Yarmouth and the Annapolis Valley, in less than twenty-four hours.

Besides the competition the railways have in the direct steamer from Montreal, the bringing of flour via Boston continues; 600 barrels arrived this week. The freight trains on the C.P.R. are making much better time than formerly, the time being about 36 hours between St. John and Montreal.

Mr. L. C. Archibald, of the Canada Milk Condensing Co. Antigonish, N.S., called on THE CANADIAN GROCER this week. He is well satisfied with the reception his milk, the "Owl" brand, is receiving at the hands of the trade. It is his intention to put it up in the self-opening can, which will be found particularly convenient by those who use this excellent article.

D. Gunn, Bros. & Co. report a continued active demand for smoked backs. "This line continues to please," they say.

G. F. & J. Galt say that low-priced Japan teas are features in their trade just now and that they will give quotations on application.

J. A. Maclean says he can't get enough of his "C4th" brand of smoked meats to fill his orders. He quotes his lines at 1c. higher than our market quotations.

AMONG THE RETAILERS.

Tax Paying. This week I can hardly refrain from encroaching upon territory other than my own. At nearly every place in Toronto I called this week the main topic of conversation was civic matters. This shows a commendable public spirit, but it did not give me any

sidering everything, I guess I ought to lodge no complaints in regard to this humor, but rather congratulate the unfortunate on the commendable manner in which they bore their

Grocery Brokers.

Not many years ago a person could have counted the grocery brokers of Toronto on the fingers of one hand. Now, however, there must be 30 or 40 men in this business in the city. While in conversation with a dealer of considerable experience, who watches closely gradual changes in connection with the grocery trade, either wholesale or retail, he gave me the causes which in his opinion had brought about the popularity of the brokerage business. First, he told me of an occurrence that was not uncommon, and which had happened in connection with his trade only a few days before. "A wholesale grocer," said he, "came into my establishment with a brand of green coffee, of which on being questioned he confessed to have found the market bare, and of which he had imported samples, and was now taking orders. He had not ordered any supply forward, but was in the brokerage business in this line for the time being." "It is this lack of speculative policy," continued my informant, "that is driving the wholesale grocery trade to the wall. They seem to lack the courage and the confidence in themselves and customers which are requisites for the management of a good wholesale grocery business. As a consequence some of the foreign producers and manufacturers are gradually placing their goods in brokers' hands."

Pedlar Competition.

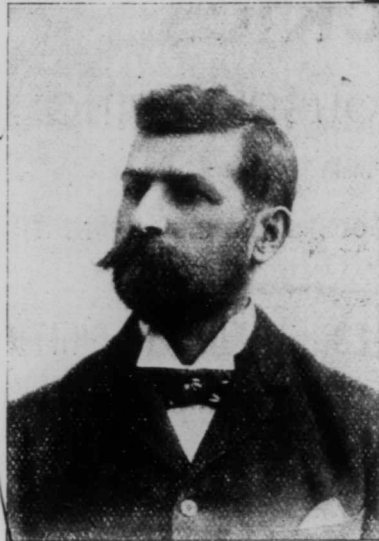
Grocers in Toronto are recognizing this summer that there is an evil in existence on the streets of the city that is even more dangerous and harmful than the department stores; that is the competition of pedlars. For several years the numbers of these pedlars have been steadily increasing, and they have gradually been taking fruit patronage out of the grocers' hands until this summer it is an indisputable fact that the bulk of the fruit trade has been done from these pedlars' wagons and push-carts. A short time ago a deputation from the Merchants' Benefit Association waited on the civic authorities with the purpose of requesting the \$10 fee to be increased, but as yet no action has been taken in the matter. It is certainly nothing but right that this license fee should be raised, for why should men who, to say nothing of the quality of the fruit they sell and the way it is handled, live just outside the city limits and pay no taxes, compete with merchants who take an interest in the welfare of the city, and who pay a heavy share of the taxes—far more than 225 or 250 licenses at \$10 each will amount to?

The loss of this trade affects the grocers' interests to a great extent. Not only does fresh fruit take the place of many proprietary articles, but the sales for preserving purposes are of even greater moment. Of course the increasing trade in this line is due to the growing craze for cheapness. In the pedlar's wagon the customer does not see what he is buying, while in the grocery store he wouldn't buy cheap fruit just be-

cause he has an opportunity of seeing the better variety.

This trade cannot be stopped in the same way as the department stores can, by the refusal of the wholesalers to sell to them. The wholesale fruiterers have the goods on commission and must dispose of them at any price rather than let them go to waste. The only apparent method is to have the license increased, and to have this done

Returned to Montreal Office Aug 17/97.



V. Roby, 1st in the grocery contest.

arguments on topics in connection with the grocery trade. In some cases I was asked to discuss these municipal matters in print; indeed I was requested to take both sides of the questions. Then again I might notice their changed humor this week; this was tax paying week. One gentleman jokingly remarked that he used to be able to pay all his taxes at once, but that now he had to



De Repentigny, 2nd in the grocery contest.

make partial payments. These are the days when a business man can determine without the aid of books how profitable a business he has been doing for some time past. Con-



N. Lapointe, 3rd in the grocery contest.

concerted action on the part of the grocers is necessary to elect a council that will do as requested. When this plan is carried out the grocers on the main streets of the city will not have a pedlar at each of the nearest corners on Saturday night selling berries at a cent a quart less than the store-keeper's ticket calls for.

RAMBLER.

FOUR POPULAR MEN.

At the recent picnic of the Retail Grocers' Association of Montreal, it will be remem-



E. Massicotte, the most popular traveler.

bered, a vote was taken as to the most popular grocer and also as to the most popular city traveler. We last week gave the names of the successful contestants and this week we give their photos.

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THAT KEEPS
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SERVED EXCLUSIVELY TO
OVER
TWENTY-ONE MILLION
PEOPLE

AT THE WORLD'S FAIR



MONTREAL
BOSTON
CHICAGO

CHASE & SANBORN

THE . . .
IMPORTERS

HINTS TO BUYERS.

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

THE Eby, Blain Co., Limited, is in receipt of a shipment of Demerara sugar in bags. It is a nice grainy sugar, good in color and sells at 3½c. per lb.

The Davidson & Hay, Limited, report large sales of Buffalo corn starch.

T. Kinnear & Co. are offering 3-crown California raisins at low figures.

Car lot of green Rio coffee to hand this week for the Davidson & Hay, Limited.

T. Kinnear & Co. report the arrival of a shipment of their "Goat" brand Japan tea.

W. H. Gillard & Co. are this week showing exceptional values in new season's Japan teas.

T. A. Lytle & Co. report this to be an exceptionally good season for pickles of all kinds.

New pack Albert sardines, ¼'s and ½'s, are in stock with the Davidson & Hay, Limited.

T. B. Escott & Co.: "We carry a very large stock of black teas and we have a

large shipment of Ceylons on the way at present, which was bought at the very lowest point of the market. We are prepared to offer at a small margin above cost."

Keopff's family gelatine is having a big sale, so say the Canadian agents, Robert Greig & Co.

Medicated toilet soap, three cakes in a box, is having a ready sale with the Eby, Blain Co., Limited.

While stock lasts, Robert Greig & Co. are giving special discounts on Carr's English biscuits.

The Eby, Blain Co., Limited, are offering a special line of Castile and oatmeal soap, in twin bars; boxes, 2 doz.

Robert Greig & Co. report an enormous sale for their "Crown" extracts during the past few weeks.

A shipment of fresh herrings, kippered herrings and herrings in tomato sauce is to hand with T. Kinnear & Co.

The Eby, Blain Co., Limited, has just received into stock a cargo of Rio coffee, direct shipment, ex ss. Flaxman.

The Davidson & Hay, Limited: "Another car lot of salmon, fine pink fish, has arrived, which we quote at tempting figures."

"Daisy" caramels, an imported confection in 25-lb. pails, finds a ready sale with us," so say the Eby, Blain Co., Limited.

Robert Greig & Co. have just landed an extensive shipment of Mackay's "Kola Cafe." This preparation, combining the essence of the finest coffee with the stimu-

lating properties of the West African kola nut, is becoming more popular in Canada every day.

A shipment of Marshall's herrings in tomato sauce, preserved bloaters and kippered herrings arrived this week for the Eby, Blain Co., Limited.

"New York" ginger ale, for which W. H. Gillard & Co. are wholesale agents, is meeting with a large sale this season, over 4,000 cases having already been disposed of.

The Eby, Blain Co., Limited, report the arrival of a shipment of Morton's fresh herrings, herrings in tomato sauce, kippered herrings and preserved bloaters.

T. B. Escott & Co. have, en route from Japan, two carloads of "Banner" brand Japan tea. This tea is packed exclusively for their trade and is selected with a due regard to the wants of the tea consumer in Western Ontario.

The Eby, Blain Co., Limited, report the arrival of a shipment of fine Filiatra currants in cases, and they can now fill all orders for "Kalamos" cleaned currants.

T. B. Escott & Co.: "We have arriving in a few days a carload of new red sockeye salmon which will be the first car to arrive in this market. We have several carloads to follow week after week and ask our friends to get our prices."

The Eby, Blain Co., Limited, are offering something new in canned mutton, canned rabbit and sheep's tongues, packed in New Zealand. They claim that these are very fine, and will sell much below Canadian goods of the same character.

CLERKS' SUMMER DUTIES.

IT is quite a reasonable difficulty for clerks in a grocery store to adapt their method of work to the wants of customers and employer which vary widely with the different seasons. In some cases strict attention must be paid to the interior arrangement and management of the store, in others the waiting on customers should engross all the time of the clerk, and sometimes duties in regard to both branches of the business have to be performed alternately.

To clerks in stores whose customers are diminished in numbers during the holiday season by the general exit to summer resorts, the departure of this custom is often a signal for relaxation from strict attention to business, mainly because they do not recognize this necessity of varying their method of work. When a considerable number of the customers have, during this season, withdrawn their patronage, many spare moments are left on the hands of the clerk to be disposed of in a way very different to the one that has been employed all winter. What renders the probability of their not being put to their proper use are the increased attractions of sports.

However, if the condition of grocery stores in the summer time were pointed out to those clerks who are prone to consider all summer as a holiday, it is reasonably certain that much time, which, as far as the grocer is concerned, is now wasted, would be employed by them to advantage. Indeed, if the clerks would see what is demanded of them in these months they would soon be grateful for the custom of going to summer resorts, and for the time that is thus granted to attend to the various duties to which the hot weather gives rise.

It has been said that there are two kinds of clerks: One class comprises those who try to satisfy the wants of customers and to please them, and the other is composed of those who are careless in endeavors to make themselves pleasant. But in a summer grocery store there seems to be a far more important classification. To put clerks into two classes only, we would classify the clerks who frequently inspect the condition of the syrup barrels and keep them free from anything that flies can attack, and regularly dust both goods and shelves, as one class, and in the other we would put those clerks whose attention is not attracted to the removal of such nuisances and who may be good or bad salesmen or saleswomen.

It is in the grocery store that this classification is peculiarly necessary in the summer season. In many of these stores vegetables are handled, which means that a good deal of time has to be spent in keeping them

fresh, and a good deal of attention has to be given to guard against an overstock. The sugar barrels must be covered, so as not to attract flies. Canned goods must be prevented from becoming heated too highly and provisions must be shipped often, to prevent spoiling. In fact, there are a thousand and one things which must be attended to in July that do not bother the grocer in January.

AN OBLIGING GROCER.

THE customer of a retail grocer in Toronto went into his store the other day for a small article costing ten cents.

The grocer did not have it in stock. He offered, however, to get it and send it to the boat a mile away, which left an hour later, the aforesaid customer and his family having taken up their residence for the summer on the other side of the lake.

The customer declared that he would not think of putting the grocer to so much trouble for so small an order, but, the grocer insisting, the order was taken and the goods were awaiting the buyer when he reached the boat.

The grocer in question has one of the largest retail grocery businesses in Canada, and it is no wonder. The incident above given is no doubt characteristic of his whole business career, which has been a lengthy one.

It is true the customer mentioned in connection with this incident had been dealing with the merchant for some years. But had the latter not been obliging he could easily have got out of filling the ten-cent order, particularly when the customer demurred against troubling him.

A merchant never loses anything by being obliging. The obliging business man is all the time weaving cords which not only fasten regular customers to him, but draw others to him.

Be obliging. It pays.

A DUTY FOR MERCHANTS.

The fire which destroyed one of Oshawa's chief business blocks the other day should set business men thinking in other towns whose water supply for fire purposes is obtained from tanks.

When the brigade reached the fire in question and opened the tank for the purpose of inserting the suction hose of the engine it was found that the vessel was empty, causing a delay of about forty minutes. With nothing to oppose it, the fire naturally spread rapidly until all hope of saving the block was dissipated.

Thus, through somebody's carelessness, a business block lies in ruins and the mer-

chants affected are temporarily compelled to cease from their labors.

It is not at all improbable that Oshawa is not the only town in the country which has tanks filled with air instead of water. And in order to avoid a repetition elsewhere of the Oshawa occurrence merchants should see that not only the water tanks, but all other fire-fighting appurtenances in their several towns are in an efficient condition.

TEES, WILSON & CO.

THE wholesale trade generally, on Thursday last, learned with regret that the firm of Tees, Wilson & Co. had found it necessary to suspend payment and will be compelled to go into liquidation.

The firm did a commission business, chiefly in tea, and the sole remaining partner, Mr. D. T. Tees, has made a voluntary abandonment to the trustees appointed by the creditors, placing his services at their disposal with a view to wind up the business without loss.

Although there must be some difference of opinion as to whether Mr. Tees was justified in continuing his efforts to carry on the business when the difficulty of doing so must have been transparent, more than the usual sympathy is felt for him in view of the strenuous efforts he made to succeed, and the creditors have the satisfaction of knowing that if their money was lost it was not through any fault of their debtor aside from the business difficulties that proved too much for him.

The liabilities are in the vicinity of \$22,000, and the assets are estimated to be about \$9,000.

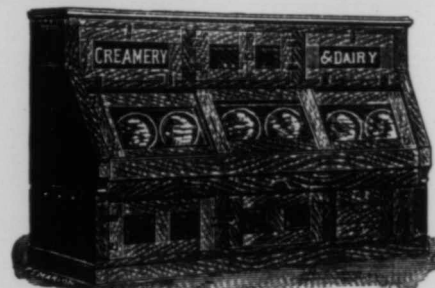
AN IMPROVEMENT IN APPLES.

R. J. Graham, Belleville, says that apples, waste and chop, are in active demand for export for shipment during October, November and December at much higher prices than were paid last year. He is open, he says, to contract for the entire Canadian pack.

PERSONAL MENTION.

Mr. J. C. Hazard, of the T. B. Escott Co., wholesale grocers, London, was in Toronto this week.

Mr. Emilia Poliwka, of the Canadian Specialty Co., is on a combined pleasure and business trip to Michigan, where he is visiting the firms for whom he is agent.

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.

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MANITOBA MARKETS

WINNIPEG, Aug. 12, 1897.

THINGS are moving along fairly well and trade is in a healthy condition. The first shipment of Canadian butter to the Klondyke was made last week and consisted of 10,000 lbs., put up in 5,000 boxes, made on the principle of the French butter boxes for shipment to Oriental countries. The shipment was made by the Parsons Produce Co., and they guarantee every pound to retain full flavor for at least two years. Last week also saw the first shipment of flour for the same destination. In this case it was the Lake of the Woods Milling Co. who were the shippers. This enterprising firm evidently aim at having the entire world as a market, as very recently they made a heavy shipment to Australia. The appointing of Customs collectors all along the line west is having a healthy effect in checking the shipment of American produce into the mining regions, and it looks as if we would have all the market we need for our food products. There has been little or no change in grocery markets during the week and prices remain unchanged in many lines.

BUTTER—Creamery is firmer and slightly advanced. The purchasing is nearly all on speculation and the price being now paid is 15½ to 16c. f.o.b. factories where car rates can be taken advantage of. Dairy butter is bringing from 10 to 11½c. for round lots and the demand is fairly maintained.

CHEESE—This product is still low, 6¼ to 6¾c. being paid at the factories.

EGGS—Are on the upward road, and strictly fresh eggs are again 20c. per doz. retail. Dealers are paying 12c. and selling candled eggs to jobbers at 14c. The supply is not as large as could be desired.

POULTRY—Is still scarce and dear.

CURED MEATS—Market still very firm, with some shipments from the United States owing to the shortage in hams. The imported goods are all smoked.

GREEN FRUITS—This market is active and well supplied. No British Columbia fruit has yet arrived, but dealers are anticipating a supply from that province and are trusting it will arrive in better condition than

last year when, owing to carelessness in packing and lack of ice, the fruit arrived here almost pulp. Washington and Oregon plums are coming in, though in plums, pears and peaches preserving fruit has not yet arrived, the stocks now shown being principally fine table fruit, rather too expensive for the housewife's canning and jam-making operations. The fruit coming in from these territories is in excellent condition. Peaches and plums run at \$1.50 to \$1.60 per crate, and pears, \$2.50 to \$3. A few Georgia grapes have arrived, and are being sold at 65c. per 10-lb. basket. Bananas run from \$1.25 to \$2.25 per bunch, according to size and quality. Watermelons, fancy, 24-lb. weight, are \$4 per doz. New apples in barrels are 4.50 to \$5, and a very good quality. Tomatoes, 75c. per 4-basket crate; these are Crystal Springs. Crab apples are in from Washington, and a very fine sample; they sell at \$1 to \$1.15 per crate of 30 lbs. net. Lemons, California—Very satisfactory goods are coming in, and are likely to supersede the Messinas; they sell at \$6 per crate. A carload of late Valencia oranges reported to arrive this week; they are smaller, and will find ready sale at \$6.

CANNED DANDELIONS.

Some time ago when The Evening Missoulian, of Montana, complained of an overproduction of dandelions in Missoula, The Independent suggested that they be canned for food. The Philipsburg Call thought the suggestion a great joke, and said: "Please pass the canned dandelions, Mr. Independent." The request of The Call was shown to Frank K. Turner, who immediately took a can of dandelions from his shelf and mailed it to the editor of The Call, with the compliments of himself and The Independent. Recently The Independent received the following telegram from The Call:

"Editor The Independent, Helena, Mont: We confess ignorance and acknowledge the dandelions.

"Lon R. Hoss."

There are several stories to account for the presence in the state of as many dandelions as are now to be found here. It is said that the pestiferous flower is not indigenous to the climate and soil, and that it owes its presence here to the industry of some one who took the trouble to send abroad for the seed and sowed it in Helena,

to be forever a menace to the beauty of lawns and parks, and to be wafted by varying winds from one point to another until the surface of the entire state was covered. The canning of dandelions opens a field of usefulness for the pest, but will not lessen the general interest manifested in the story of their origin. Who can tell it?—Ex.

HE GOT HIS ANSWER.

THE Philadelphia Times relates this story of a commercial traveler who was answered, but the answer was very different from what he had expected:

As the train pulled out of Chicago, a quiet, gentlemanly-looking man entered the buffet car, and, ensconcing himself in a comfortable chair, drew out a long cigar and entered deeply into his paper. He remained so quiet and retained his seat so long that another passenger, whose bearing distinctly stamped him as a commercial traveling man, one of the kind full of chatter and curiosity, could no longer restrain himself. Addressing the quiet gentleman, he enquired, "Traveling east?"

Slowly removing his cigar, the gentleman turned and looked at his questioner with slightly elevated eyebrows, replying, "Yes." "New York?" "Yes." "Pleasure?" "Yes and no." "Great place, New York. Ever been there before?" "No." "I'm going home this trip—New York, you know."

The gentleman made no reply, but resumed his paper. After a little silence the commercial man began again:

"I'm with C. & Co. on Broadway. If you drop in I'll show you over the city." "Thank you, it will not be necessary!" "Excuse me, but might I ask what you're going to New York for?"

By this time most of the other passengers were interested. The gentleman, who was extremely annoyed at the drummer's curiosity, laid down his paper and exclaimed: "I'm going to New York, first, because the train is taking me there; second, because I've got lots of money and can afford it, and, last, because if I like the place I intend to buy it."

The commercial man subsided amid a roar of laughter.

LAPORTE, MARTIN & CIE.

Agents for

IMPORTERS AND WHOLESALE GROCERS

P. Richard's Brandy

Mitchell's Scotch and Irish Whiskeys

Vve Amiot Champagnes

72 to 78 St. Peter Street, MONTREAL

INDUCEMENTS.

If common sense were as common as its name implies there would be no question as to the profitableness of gift schemes in the retail branches of business, for no one would dream of leaving his or her regular dealer because some fellow up the street or around the corner was giving a china cup and saucer or a trading stamp with every pound of tea or ten cents' worth of any article sold to a consumer. But fools abound, unfortunately, and the grocers and general store-keepers, well aware of the fact, sometimes find that it pays them to use the bait of a present or prize.

It is astonishing how far a gift scheme will draw trade to retail grocers' stores. Not long ago the writer, while waiting to have his wants attended to in an up-town store, overheard a lady tell one of the clerks that she had been drawn to the store by the reputation it enjoyed for its fine china; she had come at least three miles that morning, she said, and was glad she had done so because the china was so "elegant," but she hadn't a word to say about the quality of the tea with which the cups and saucers were given—that, evidently, was a trivial point, not worth notice.

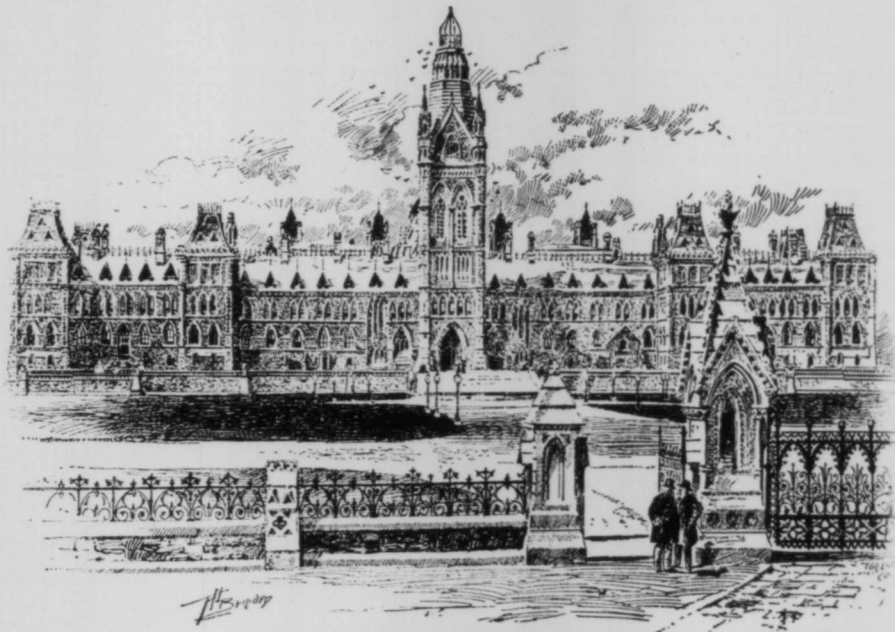
This old world will roll through many cycles of time before the class of people which gift schemes attract disappear from its surface, and as long as they exist it is natural to suppose that there will be people to trade upon their weakness and cajole them with chinaware and other "inducements."

Nevertheless, we cannot recommend the adoption of such schemes, because we have noticed that the custom best worth having relies upon old-fashioned "inducements," such as good goods, fair prices, prompt attendance and delivery, courteous treatment, etc., and the tendency usually is for gift scheme "inducements" to be substituted for the other kind, instead of being used in combination with them.—Merchants' Review.

A NEW BROOM.

The H. A. Nelson & Sons Co., Limited, have just added another line of brooms to their "Good Luck" brand. The first three varieties have proved such a success that they found the necessity of a No. 4. It is sewed with four strings; is made of fine brush, has the same kind of a handle as the numbers in the "Good Luck" brand, but has a plain finish. It retails at 20c.

Mr. Greene, one of the Canning Factory Company has been visiting districts below Woodstock to ascertain the condition of corn and pea crops, and he says there are good prospects.—Dispatch, Woodstock, N.B.



New Customs Tariff

Alphabetically arranged and revised and corrected from the official copy as assented to by the Governor General, June 29, 1897, including the old Tariff by way of comparison.

Also comparative rates of the Dingley and Wilson (United States) Tariffs.

PRICE 25 CENTS.

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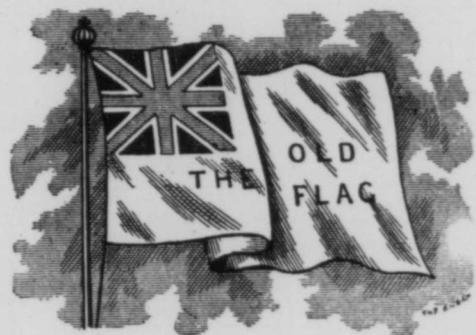
How's Broom Trade

Chas Boeckh & Sons, Mfrs.
Toronto, Ont.

Sales falling off a little? A single complaint on quality may lose you lots of trade.

Boeckh's Brooms

are backed by a strong guarantee. There never can be even one little chance of dissatisfaction because we say: "Your money back if you want it." You can repeat this from us to every broom customer you have.



THE
OLD FLAG

flies o'er the lands whence
come the purest **TEAS**
the world has yet produced.

India and Ceylon

The old flag commands
respect where'er it floats

and the teas of India and Ceylon
command respect and admiration
wherever sold

And make Money for Dealers.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

BILODEAU & RENAUD have been appointed curators of the business of Stanislas Toupin, grocer, Montreal. Thomas F. Burke, grocer, Yarmouth, N.S., has assigned.

N. Desnoyers, grocer, Montreal, has assigned to Bilodeau & Renaud.

Denis Gauthier, general merchant, Roberval, Que., has obtained an extension.

E. A. Loney, grocer, Maxville, Ont., has assigned to J. Skelton, Cornwall, Ont.

J. O. Clermont, grocer and liquor merchant, has assigned to Kent & Turcotte.

Lefebvre, Michel & Co., manufacturers of vinegar, etc., Montreal, have assigned.

A. Paie, general merchant, South Roxton, Que., has assigned to Lamarche & Benoit.

Joseph Fee, jr., grocer, Toronto, has called a meeting of creditors for the 11th inst.

Joseph Lapierre, general merchant, St. Antoine, Que., has assigned to Lamarche & Benoit.

Charles Lundy, general merchant, Newmarket, Ont., has assigned to A. E. Widdifield, Newmarket.

H. F. McQuire & Co., general merchants, Webbwood, Ont., is offering unsecured creditors 25c. on the dollar cash.

A chattel mortgage has been foreclosed on Pearson & Armstrong, grocers, New Westminster, B.C. Stock is sold.

A meeting of the creditors of Tees, Wilson & Co., wholesale tea merchants, Montreal, has been held. Business is to be liquidated.

An order has been granted to wind up the affairs of The John Eaton Co., Limited. E. R. C. Clarkson has been appointed interim liquidator.

Charles M. Deverell, general merchant, Ravenshoe, Ont., has assigned to A. E. Widdifield, Newmarket. A meeting of creditors was held on the 5th inst.

PARTNERSHIPS FORMED AND DISSOLVED.
D. G. McBean & Co., wholesale dealers in hay, etc., have dissolved.

Cantin & Bresse, tanners, Quebec, have dissolved. M. Cantin continues alone.

Lanctot & Forgues, hay and grain merchants, St. Constant, Que., have dissolved.

Howard & Warren, fruiterers, Rat Portage, Ont., have dissolved. R. A. Warren continues.

R. & S. Rankin, general merchants, Falding, Ont., have dissolved. S. A. Rankin continues.

Eliza Prevost, wife of Joseph Collette, has been registered proprietress of the commission business of Joseph Collette & Co., Montreal.

The firm of Heath, Strachan & Co., general merchants, Huntsville, Ont., ha

WORTH INVESTIGATING!

The Excellent Quality **Clark's**
The Reasonable Prices of **Canned**
The Complete Variety **Meats**

All the Wholesale Trade Carry Them in Stock.

been dissolved. Albert Heath has retired. Harry L. Heath and W. B. Strachan have formed a new partnership and will continue the business under the style of Heath & Strachan.

George Delisle and Felix Delisle have formed a partnership in Montreal to do business in hides under the style of Delisle & Fils.

Love & Tryon, general merchants and lumber dealers, Grenfell, N.W.T., have admitted T. T. W. Bready in the grain business.

John A. and John E. Macdonald have formed a co-partnership in Westville, N.S., to run a general store under the style of Macdonald & Macdonald.

A new co-partnership in connection with the firm of Kirkpatrick & Demont, grocers, Windsor, N.S., has been formed. Oscar Kirkpatrick and Archibald Demont are the partners now.

SALES MADE AND PENDING.

The assets of N. Desnoyers, grocer, Montreal, are to be sold by auction.

The assets of Stanislas Toupin, grocer, Montreal, are to be sold by auction.

The assets of D. Henripin, fruiter, Montreal, were sold by auction on the 12th inst.

The stock of C. L. Begin, grocer, Levis, Que., has been sold at 45c. on the dollar.

J. A. Desaulniers, provision merchant, Montreal, has been sold out by the bailiff.

The general stock of Therien & Co., St. Remi, Que., has been sold at 55c. on the dollar.

J. C. Morrison, grocer, Toronto, has advertised his stock for sale by auction on the 9th inst.

The general stock of H. Blanchette, Valracine, Que., has been sold at 43½c. on the dollar.

The stock in connection with the estate of C. H. Gerbig, Ayr and Woodstock, Ont., has been sold.

James Walker & Co., manufacturers of soap, Hamilton, have advertised their property, etc., for sale.

The general stock of Jos. Comfoltez, St. Michel (Belle Chasse Co.), Que., has been sold at 51½c. on the dollar.

CHANGES.

A. B. Trites is opening out a general store at McLeod, N.W.T.

Hector Fournier, Amqui, Que., is opening out a general store.

J. P. Norman, Rat Portage, is opening out in a produce business.

J. B. Charette, general merchant, Amqui, Que., is giving up business.

Moses Simon is opening out a grocery business in Alexandria, Ont.

Theophile Paquette has commenced a grocery business in Montreal.

Fred Magee is commencing a general business in Port Elgin, N.B.

Duquette & Co. are opening out a general store at Whitewood, N.W.T.

J. S. Lackner, grocer, Chesley, Ont., has been succeeded by J. McTavish.

D. J. Cantelou, general merchant, Leslie, N.W.T., has removed to Saltoun.

R. & S. Graham & Kerr are opening out a general store at Neepawa, Man.

David Mitchell is registered proprietor of the commission business of Robert Mitchell & Co.

The store of C. Berger & Co., provision merchants, Montreal, is closed. Business is being wound up.

The general stock of Riddell & Davidson, Langley Prairie, B.C., has been sold to Coulter, Berry & Co.

W. G. Cowan & Co., grocers, Norman, Ont., have sold their stock at 66c. on the dollar to Davies & Co.

The stock of Pearson & Armstrong, grocers, New Westminster, B.C., has been sold to Parnell & Gunn.

Marks, Thomas & Co., general merchants, Port Arthur, Ont., have sold out their liquor business to M. Downing & Co.

Allan D. Gillis, grocer, Sydney, N.S., has registered a consent for his wife, Mary A. Gillis, to do business in her own name.

Hedwidge Charland, wife of Omer Hebert, is registered proprietress of the grocery and butcher business of O. Hebert & Co., Montreal.

FIRES.

Jennie E. Beaton, grocer, Oshawa, Ont., has been burned out.

The mill of H. & F. D. Swim, general merchants, Doaktown, N.B., has been burned. Estimated loss, \$15,000.

DEATHS.

O. G. Voceller, Quebec, is dead.

BOOKS FOR THE RETAILER

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

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

Pitfalls of the Dry Goods Trade

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

Buying, Selling and Handling of Teas

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

Causes of Failure in the Hardware Trade

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

Necessary Books for a Retailer

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

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

Address

The MacLean Publishing Co.
Limited
Toronto and Montreal

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

SALT

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

VERRET, STEWART & CO., Montreal - Quebec.



AN AUTOMATIC SELLING MACHINE . . .

To sell

Adams' Tutti Frutti

For full particulars, apply . .

Globe Automatic Selling Co.

13 Jarvis Street, - TORONTO, ONT.

DON'T GIVE UP.

JONAH was an unwilling guest. He wanted to get out. However much he may have liked fish he did not want it three times a day and all the time. So he kept up a fidget and a struggle and a turning over, and gave the whale no time to assimilate him. The man knew that if he was ever to get out he must be in perpetual motion. We know men who are so lethargic they would have given it up, and lain so quietly that in a few hours they would have gone into flukes and fish bones, blow hole and blubber.

Now we see men all around us who have been swallowed by monstrous misfortunes. Some of them sit down on a piece of whalebone and give up. They say: "No use! I will never get back my money or restore my good name or recover my health." They float out to sea and never again are heard of. Others, the moment they go down the throat of some great trouble, begin to plan for egress. They make rapid estimate of the length of the vertebrate, and come to the conclusion how far in they are. They dig up enough spermacetti out of the darkness to make a light and keep turning this way and that, till the first you know they are out.

Determination to get well has much to do

with recovered invalidism. Firm will to defeat bankruptcy decides financial deliverance. Never surrender to misfortune or discouragement. You can, if you are spry enough, make it as uncomfortable for the whale as the whale can make it uncomfortable for you. There will be some place where you can brace your feet against his ribs, and some large upper tooth around which you may take hold, and he will be as glad to get rid of you for a tenant as you will be glad to get rid of him for a landlord.—*Christian Herald*.

COFFEE ESSENCES.

A retailer said to me the other day, says a writer in *Grocery World*: "It's astonishing what a fine class of people use coffee essence. You'd naturally think that such preparations would be used to cheapen the cost of coffee—as an adulterant, in other words—but such is not always the case. I serve a family able to keep their carriage and coachman, and they use it altogether. The head of the house is a German, which may account for it, but they buy it of me regularly, and say they use it all the time. I asked one of the servants the other day how they used it, and she said her orders were to add about one-fourth part to the coffee. She said the family all thought it added considerably to the flavor, even of fine Java and Mocha."

SAUSAGE RECIPES.—SALAMI DI VERONA.

Use as follows for each 100 pounds:

Thirty-six pounds lean beef free from sinews; 36 pounds lean pork free from sinews; 28 pounds back lard sliced into pieces about one-half inch thick.

For spicing use: 63.5 ounces salt, 5¼ ounces white pepper, 5 ounces fine powdered cane sugar, 2 1-5 ounces powdered potas. saltpetre, 4 ounces old French cognac.

The spicing is carefully blended together before adding to the mass.

First chop the beef, then all the meat and lard as directed, to about half a walnut size; now add the salt and spice mixture, and continue chopping and turning the mass until about the size of a pea. The knife should be frequently wiped off in order to remove particles of meat adhering which would cause inequality. Before chopping, the block should be well rubbed with five or six pieces of good garlic until the block is well permeated with the same.

Use beef middle guts or butts, to be tied after stuffing with two-threaded twine from thick to thin ends. Next treat like cervelat sausage, but do not smoke, drying the sausage instead, for from four to five weeks.—*National Provisioner*.

Our New Line . . .

"GOOD LUCK" BROOMS

Freight paid on lots of 6 dozen.

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

NOTHING LIKE IT!!

For Quality and Flavor

SOUTHWELL'S ORANGE MARMALADE

. . . LEADS THEM ALL . . .

It is especially prepared for export.



CURRENT MARKET QUOTATIONS

Toronto, Aug. 12, 1897.

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

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

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

BAKING POWDER.

Snow Drift—	
1/4 lb. tins, 4 doz. in case.....	per doz. \$ 0 75
1 " " " " " " " " " " " " " "	" " " " " " " " " " " " " "
3 " " " " " " " " " " " " " "	" " " " " " " " " " " " " "
5 " " " " " " " " " " " " " "	" " " " " " " " " " " " " "
10 lb. boxes.....	per lb. 16
30 b. pails.....	" " 16

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

Prices of cheaper goods or special brands on application

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

Diamond—	
1 lb. tins, 2 doz. in case.....	per doz. 1 20
1/2 lb. tins, 3 " " " " " " " " " " " " " "	" " " " " " " " " " " " " "
1/4 lb. tins, 4 " " " " " " " " " " " " " "	" " " " " " " " " " " " " "

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

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

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

THE F. F. DALLEY CO.	
English Army Blacking, 1/4 gross cases.....	\$9 00
No. 2 Spanish " " " " " " " " " " " " " "	3 60
No. 3 " " " " " " " " " " " " " "	4 50
No. 5 " " " " " " " " " " " " " "	7 20
No. 10 " " " " " " " " " " " " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid.....	2 00
per doz.	
New York Dressing, 1 doz. cases.....	0 75
Spanish Satin Gloss, " " " " " " " " " " " " " "	1 00
Crescent Ladies' Dressing, 1 doz. cases.....	1 75
Spanish Glycerine Oil Dressing, " " " " " " " " " " " " " "	2 00

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

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

THE ALPHA CHEMICAL CO.	
Shoe Dressing— in 1/4 gross cases. Per Gross.....	\$ 22 00
French Oil in 3-doz. cases.....	" " " " " " " " " " " " " "
Reliable Shoe Dressing.....	9 00

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

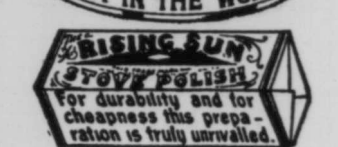
SHOE BLACKING—	
in 1/4 gross cases.	
Reliable French Blacking, No. 5.....	9 00
" " " " " " " " " " " " " "	4 50
United Service Blacking No. 4.....	8 00
United Service Blacking No. 1.....	4 25

PATENT LEATHER POLISH—	
Polish No. 2.....	9 00
Waterproof Dablin No. 4.....	9 00
Alpha Metal.....	9 00
Patent Stove Polish—	
Sunlight Lead Bar.....	4 25
Packed in 1/2 gross cases.....	10 80
Sunlight Liquid, 1/2 gross cases.....	4 25

MOODY'S BLACK LEAD.....	
1/2 gross cases	15 00
Reliable Stove Pipe Varnish.....	12 0
1/4 gross cases, pressed top tin.	

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

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



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

Cottar Warbler Belgian Interna German London Bird G Dalley Brook's Norw Maple Bird s Car Imp Vic Sta 1 lb. 1/4 lb. Recl Recl Appl R

"JUST AS GOOD"

means taking chances. Taking chances in business matters is poor policy. There's no such thing as taking chances with



Edwardsburg Starch

because it is recognized as the Standard Starch of Canada. There's no other "just as good" or nearly as good. Quality has put our Starch where it is.

ALL WHOLESALE HANDLES IT.

Edwardsburg Starch Co., Cardinal, Ont.

THE F. F. DALLEY CO.

Gem Stove Polish, 1/4 gross cases \$9 00
per doz

Stovepipe Varnish, 4 oz. bottles 1 00
6 oz. bottles 1 25

Boston Brunswick Black, 8 oz. bottles 1 75

BIRD SEEDS

BART COTTAM & CO.

"Cottams," with Patent Bird Bread 0 07
Warbler, with Song Restorer 0 05 1/2
Belgian, with Bird Improver 0 05 1/2
International, with Bird Treat 0 05 1/2
German X, with Cuttlefish Bone 0 04 1/2
German, with Cuttlefish Bone 0 04 1/2
London Bird Seed, bulk 25 lb. cases 0 04 1/2
Bird Gravel, 10c. pkts., 24 in case 0 06
Bird Gravel, 5c. pkts., 48 in case 0 03

THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases 0 06
Dalley's Bird Seed, 40 lb. cases 0 06 1/2

NICHOLSON & BROCK.

Brock's Bird Seed 0 07
Norwich Bird Seed 0 06
Maple Leaf Bird Seed 0 05
Bird sea-gravel, 10c. pkts., 24 in case 0 06
5c. " 48 " 0 03

CORN BROOMS

CHAS. BOECKH & SONS. per doz net.

Carpet Brooms—

"Imperial," extra fine, 8, 4 strings.. \$3 65
" " " " 7, 4 strings.. 3 45
" " " " 6, 3 strings.. 3 25
" " " " 5, 3 strings.. 3 10
" " " " 4, 3 strings.. 2 90
" " " " 3, 3 strings.. 2 75
" " " " 2, 3 strings.. 2 60
" " " " 1, 3 strings.. 2 40

BLUE.

KEEN'S OXFORD. per lb.

1 lb. packets \$0 17
1/4 lb. " 0 17
Reckitt's Square Blue, 12-lb. box 0 17
Reckitt's Square Blue, 5 box lots 0 16

CANNED GOODS. per doz.

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

Blackberries, 2's	1 40	1 70
Blueberries, 2's	0 75	0 85
Beans, 2's	0 65	0 95
Corn, 2's	0 55	0 75
Cherries, red pitted, 2's	1 75	2 25
Peas, 2's	0 75	0 85
" Sifted select	0 90	1 00
" Extra sifted	1 25	1 40
Pears, Bartlett, 2's	1 65	1 75
" " 3's	1 75	2 40
Pineapple, 2's	1 75	2 40
" 3's	2 50	2 60
Peaches, 2's	1 65	2 00
" 3's	2 50	3 00
Plums, Green Gages, 2's	1 55	1 80
" Lombard	1 50	1 70
" Damson Blue	1 10	1 40
Pumpkins, 3's	0 70	0 90
" gallons	2 10	2 25
Raspberries, 2's	1 50	1 80
Strawberries, 2's	1 65	1 95
Succotash, 2's	1 15	1 15
Tomatoes, 3's	0 80	0 85
Lobster, tails	2 40	2 50
" flats	2 70	2 85
Mackerel	1 20	1 30
Salmon, Sockeye, tails	1 35	1 50
" " Horseshoe	1 15	1 30
" " to arrive	0 95	1 00
" Cohoes	0 95	1 00
Sardines, Albert, 1/2's tins	0 20	0 21
" " 1/2's tins	0 20	0 21
" Sportamen, 1/4's genuine French high grade, key opener	0 12 1/2	0 12 1/2
Sardines, Sportamen, 1/2's	0 21	0 21
Sardines, key opener, 1/2's	0 16	0 18 1/2
" " " 1/4's	0 10 1/2	0 11
" " " 1/2's	0 18 1/2	0 19
Sardines, other brands 9 3/4 11	0 16	0 17
" P. & C., 1/2's tins	0 23	0 25
" " 1/2's	0 33	0 34
Sardines, Amer., 1/2's	0 04 1/2	0 09
" " 1/2's	0 09	0 11
" Mustard, 1/4 size, cases	10 00	11 00
50 tins, per 100	10 00	11 00

MARSHALL & CO., SCOTLAND.

Fresh Herring, 1-lb. 1 10 1 15
Kipperd Herring, 1-lb. 1 60 1 90
Herrings in Tomato Sauce 1 70 1 90
Herrings in Shrimp Sauce 2 00
Herrings in Anchovy Sauce 2 00
Herrings a la Sardine 2 40
Preserved Bloaters 1 85 1 90
Real Findon Haddock 1 85 1 90

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

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

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

Beardsley's Boneless Herring. per doz. 2 doz. \$1 40

ARMOUR PACKING CO.—HELMET BRAND

Corned Beef, 1 lb.	1 40	1 50
" " 2 lb.	2 60	2 75
" " 4 lb.	5 50	5 80
" " 8 lb.	8 50	8 80
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
" " 4 lb.	6 60	6 80
Ox Tongue, 1 1/2 lb.	14 50	15 00
" " 2 lb.	7 00	7 20
" " 2 1/2 lb.	8 50	8 80
" " 3 lb.	10 75	11 00

Lunch Tongue, 1 lb.	3 35	3 50
" " 2 lb.	6 50	6 80
Chipped Beef, 1/2 lb.	1 60	1 70
" " 1 lb.	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" " 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham 1/4 lb.	70	75
Potted Meats, Tongue or Ham 1/2 lb.	1 20	1 25
Potted Deviled Ham or Tongue, 1/4 lb.	70	75
Potted Deviled Ham or Tongue, 1/2 lb.	1 20	1 25

WHITE LABEL.

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

Codfish. per doz

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

CHEWING GUM.

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c. bars.	\$1 20
" " (in cream pitcher) 35c. bars	1 20
" " (in sugar bowl) 36 5c. bars	1 25
" " (in glass jar) 115 5c. pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c. packages	3 75
Pepsin Tutti Frutti, 23 5c. packages	0 75
Round Pepsin, 30 5c. packages	1 00
Cash Register, 390 5c. bars and pkgs.	15 00
Cash Box, 160 5c. bars	6 00
Tutti Frutti Show Case, 180 5c. bars and packages	6 50
Variety Gum (with book in each box) 150 1c. pieces	1 00
Banner Gum (English or French wrappers) 115 1c. pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c. pieces	0 65
Mexican Fruit, 36 5c. bars	1 20
Sappota, 150 1c. pieces	0 90
Orange Sappota, 150 1c. pieces	0 75
Black Jack, 115 1c. pieces	0 75
Red Rose, 115 1c. pieces	0 75
Magic Trick, (English or French wrappers) 115 1c. pieces	0 75

CHOCOLATES & COCOAS.

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

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

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

THE "DIAMOND" OIL BLACKING



Is specially prepared for the people, recommending itself. It has been acknowledged for years the best kind, as it preserves and imparts to leather a brilliant jet black polish. It has numerous imitators, but continues to outshine them all. Ask for the original, and see you get it.

Diamond Oil Liquid Blacking. Black and White Cream for Kid Boots. Tan Polish for Brown Boots. Diamond Oil Gloss for Kid Boots. Patent Leather Varnish and Stove Varnish. Harness Blacking and Metal Polish.

W. BERRY, - MANCHESTER.

Send for samples and quotations to

R. E. Boyd & Co. ST. JAMES STREET Montreal

COWAN'S

Hygienic and Perfection and Cocoa Essence
Cocoas
Chocolates
Icings
A child can ice a cake in three minutes.

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

THE COWAN CO. LIMITED TORONTO

THE MOST NUTRITIOUS COCOA.

EPPS'S GRATEFUL-COMFORTING COCOA

In labelled Tins. 14 lb. Boxes.

Special Agent, G. E. COLSON, MONTREAL

STONEWARE

QUALITY THE BEST. PRICES RIGHT. TRY US.



HART BROS. & LAZIER

Belleville, Ont.

Send for price list. Mention GROCER.



ASK FOR

MOTT'S

Always the Same. The Best on the Market.

Have you got it in stock?

Chard, Jackson & Co.

Agents for the Dominion

10 Lemoine St.

MONTREAL



McLAREN'S



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

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

CADBURY'S.	
Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages.....	\$1 65
	per lb
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose.....	0 40
" " 1-lb. tins.....	0 42 1/2
Cocoa Nibs, 11-lb. tins.....	0 35
TODHUNTER, MITCHELL & CO.'S.	
Chocolate—	per lb
French, 1/4's-6 and 12 lbs.....	0 30
Caracas, 1/4's-6 and 12 lbs.....	0 35
Premium, 1/2's-6 and 12 lbs.....	0 30
Sante, 1/4's-6 and 12 lbs.....	0 25
Diamond, 1/4's-6 and 12 lbs.....	0 22
Sticks, gross boxes, each.....	1 00
Cocoa—	
Homeopathic, 1/4's, 8 and 14 lbs..	0 30
Pearl, " " " " " "	0 25
London Pearl, 12 and 18 " " "	0 22
Rock " " " " " "	0 30
Bulk, in boxes.....	0 18
	per doz
Royal Cocoa Essence, packages.....	1 40

CHOCOLAT MENIER.		
	In Cases of	In 12
Van —per lb.	5 case 10x12 lb	lb bxs
	lot. bxs.	
Yellow wrapper, \$	0 32 \$ 0 34	\$ 0 36
Unsweetened		
Blue Premium	0 35	0 37 0 39
	Per case.	Less than case
Pastilles—		
Yellow wrapper, 108 bxs.		
to the case.....	\$20 00	0 20
Croquettes—		
Yellow wrapper, 9 bxs. of		
12 packages.....	\$20 00	0 20
	FRY'S.	
	(A. P. Tippet & Co., Agents.)	
Chocolate—	per lb.	
Caracas, 1/4's, 6-lb. boxes.....	0 42	
Vanilla, 1/4's.....	0 42	
"Gold Medal" Sweet, 1/4's, 6 lb. bxs	0 29	
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42	
Fry's "Diamond," 1/4's, 14 lb. bxs.	0 24	
Fry's "Monogram," 1/4's, 14lb. bxs.	0 24	
Cocoa—	per doz.	
Concentrated, 1/4's, 1 doz. in box..	2 40	
" " 1/2's, " " " " " "	4 50	
" " 1 lb. " " " " " "	8 25	
Homeopathic, 1/4's, 14lb. boxes ..		
" " 1/2 lbs. 12 lb. boxes		

JOHN P. MOTT & CO.'S.	
(R. S. McIndoe, Agent, Toronto.)	
Mott's Broma.....	per lb. 0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/4's).....	0 32
Mott's Breakfast Cocoa (in tins).....	0 45
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 18
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.	
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Diamond Chocolate, 12 lb. boxes,	
1/4 lb. cake, per lb.....	0 22 1/2
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1/2 lb. cake, per lb.....	0 30
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Baker's Vanilla in boxes, 12 lbs. each.	50
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Grocers' Style, in boxes, 12 lbs. each.	0 28
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Eight cakes to the lb., in bxs, 6 lbs. e.	0 25
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In canisters, 1 lb., 4 lb. and 10 lb.....	0 50
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CANADIAN COCOANUT CO.	
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" " " " " " " "	0 28
" " " " " " " "	0 29
" " " " " " " "	0 30
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