

# THE CANADIAN GROCER

VOL. X

MONTREAL AND TORONTO, AUGUST 28, 1896.

No. 35

SELL

ONLY

THE

BEST!

IN COMPETITION WITH THE WORLD

We have received the **Highest Awards Made.**

THESE substantiate our claim that

## Colman's Mustard

IS THE BEST IN THE WORLD

## Kippered Herrings

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



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

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

All Selected Fish from the famed Aberdeen Fisheries.

For Sale by all Leading Grocers.

**MARSHALL & CO.**

Spring Garden Works, ABERDEEN, SCOTLAND.

**Walter R. Wonham & Sons**

Sole Agents for Canada, MONTREAL.

UNIVERSITY CIGAR 5c. THE BEST IN THE MARKET

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

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS

THE ONLY TEN CENT CIGAR

## Deviled and Potted Meats



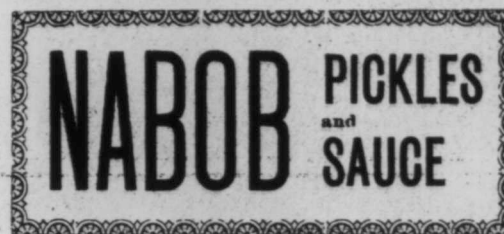
(Ham and Tongue) put up under the Helmet Brand are indispensable for luncheons, picnics, fishing parties and outing generally. These meats are well seasoned, perfect in taste, correct in color and consistency, very appetizing. At present prices they are attractive leaders for pushing grocers who cater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

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

**Armour Packing Co. . .**

Kansas City,  
 U.S.A.

## Batty's



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

ALL WHOLESALERS  
 HAVE THEM.

. . . EIGHT PRIZE MEDALS

Canadian Agents

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

. . . Montreal

ESTABLISHED A CENTURY.

Manufacturers to Her Majesty the Queen and H. R. H. the Prince of Wales. Contractors to the Army and Navy.

# DAY & MARTIN'S

## Real Japan Liquid and Oil Paste Blacking



Several Prize Medals, 1st Order of Merit and Special Mention Melbourne Exhibition, 1888. Certificate of Award, Chicago Exhibition, 1893.

Kid Renovating Polish.  
 Japanese Waterproof Blacking  
 Brunswick and Berlin Black, for stoves.  
 Universal Harness Composition, in tins.  
 Harness Oil, in bottles and in bulk.

Kid Reviver, in tins (three sizes).  
 Patent Leather Polish (two sizes).  
 Polishing Cream (two sizes).  
 Brass Burnishing Paste (four sizes).  
 Furniture Polish (four sizes).  
 Russet Cream for Brown Boots (four sizes).



DUBBIN, INK, ECLIPSE GLOSS, AND POUCH BLACKING.

All of Superior Quality

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

.....London and Liverpool.

CHAS. GYDE, Montreal,  
 for Ontario and Quebec.  
 TEES & PERSSE, Winnipeg, for Manitoba and North-West Territory.

MARTIN & ROBERTSON, Victoria and Vancouver,  
 for British Columbia.

Standard Goods THE Best to Handle

FOR  
**PURITY**

Bi-Carbonate OF Soda

FOR  
**STRENGTH**



TRADE MARK

This brand is always reliable.

Highest test 98.50% pure.

Made only  
by

The UNITED ALKALI CO., Ltd., Liverpool.

"New Process" Soda, finest on the market.

# Lazenby's Jelly Tablets

These are ABSOLUTELY PURE and made with Choicest Flavorings only.

THEY STAND AT THE HEAD as the Finest Quality Made

CHOICEST  
JELLY  
TABLETS

... FLAVORS ...

Lemon	Punch	Vanilla	Calves' Foot
Orange	Cognac	Champagne	Strawberry
Cherry	Raspberry	Madeira	Pine Apple

CHOICEST  
JELLY  
TABLETS

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

... USE

# Fry's

## CHOCOLATES - and - COCOAS

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

AGENTS

A. P. TIPPET & CO.  
MONTREAL and TORONTO

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

# The St. Lawrence Sugar Refining Co.

LIMITED

## MONTREAL

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

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

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

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



FOR THE  
**Whitest**  
**Lightest**  
and  
**Sweetest**  
**Cakes**

USE

**Ocean**  
**Wave**  
**Baking**  
**Powder**

Manufactured by the

**Hamilton Coffee and Spice Co.**

HAMILTON, ONT.

OTHER SPECIALTIES.  
NOUGAT  
RAHAT LAKUHM  
ALMOND ROCK  
EL MAHNA

CANADIAN SPECIALTY CO., Toronto.



WORKS: LONDON, W.C.

MEDALS AND DIPLOMAS.

PARIS  
SYDNEY  
MELBOURNE

ROSE & LAFLAMME, Montreal.

VERY OLD  
HIGHLAND WHISKY.



*Cockburn & Co.*

ESTABLISHED 1796.

*Leith & London.*

Try—

**COCKBURN'S  
SCOTCH  
WHISKY**

Nothing Finer in the Market

Cockburn & Co this year attain their centenary, the firm having been founded in Leith in 1796. The quality of their Whisky has never been excelled, and you can rely upon duplicate shipments always being equal to the preceding. Their brands are . . . . .

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

AGENTS FOR  
THE DOMINION

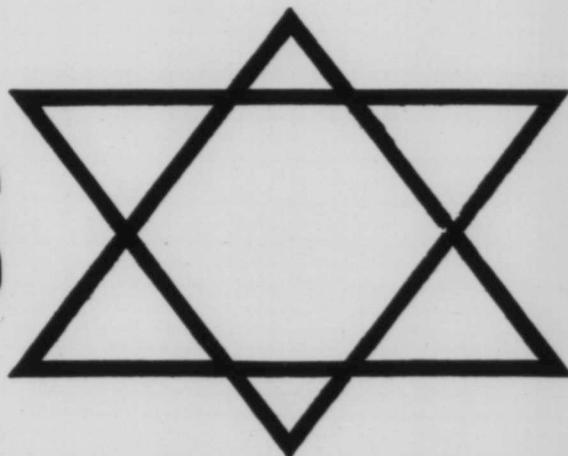


Cockburn's Special Liqueur  
Cockburn's Special Scotch  
Cockburn's Very Old Highland

**EVERYTHING**

to be gained by selling the best.

**BATGER'S**



**PEELS...**

You don't have to harangue your customer on the high merit of E. B. Eddy's Matches--he knows it.

Don't risk losing his custom by working off pseudo "just as good" matches.

---

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

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

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



## Are You Satisfied

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

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

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

OTTAWA AND  
PETERBOROUGH

## No Sulphur Match on Earth

... CAN BEAT OUR ...

**SOVEREIGN BRAND**

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

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

## SHOOTING PARTIES

USE

### “REINDEER” BRAND

CONDENSED COFFEE  
CONDENSED COCOA  
CONDENSED MILK  
EVAPORATED CREAM

At this season, you should never be without them.

Your own customers should be supplied by **you**, not by your neighbors.

**BUY IN SMALL LOTS AND OFTEN**





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

# THE CANADIAN GROCER

Vol. X. (Published Weekly)

MONTREAL AND TORONTO, AUGUST 28, 1898

(\$2.00 per Year) No. 35

## DROPS FROM THE EDITOR'S PEN.

Cash discounts are assured profits.

The remedy for rest is to knuckle down to business.

Excessive ambition is the parasite which kills success.

Success is the offspring of Industry and Commonsense.

Frankness with customers earns business as well as respect.

He who cannot stand criticism is not well fortified for success.

The merchants' vampire is two-legged and of the genus homo.

Have a goal and persistently steer for it. No goal means no success.

As a man fishes for trout he can learn lessons of business import.

He who loses character loses that which is more precious than rubies.

An active trade is only maintained by active and progressive methods.

Adversity has made more men rich than all the gold mines in creation.

Experience is the best teacher, but she is also sometimes the most costly.

Understand your customers and they are not likely to misunderstand you.

Some men lacking in brain power try to make up for it by developing cheek.

A contemporary declares that lard will be king. Well, it won't be these hot days.

If those who desire to inflate the currency would only get inflated to a point where

they might float in the air it is possible they might be carried up into the clouds and out of sight.

Sound lives is what the insurer seeks and sound money is what the insured desires.

Successful business men are no more born of laziness than are canaries of vultures.

It is bad enough to fail honestly, but it is ten thousand times worse to fail dishonestly.

When a merchant gets a "hump on" he is merely straightening himself for business.

It is better to die poor than to die rich upon money obtained by questionable methods.

Silver is a good, useful metal; but it is not good enough to keep company with gold.

Pedlars have the knack of obstructing trade as well as obstructing public thoroughfares.

Merchants, like mariners, who know not "where they are at" are in an unenviable position.

It may be impossible to maintain prices; but to maintain quality is a comparatively easy task.

Merchants who study window-dressing are at the same time studying the wants of their customers.

Merchants who do not take holidays voluntarily are sometimes compelled to take them involuntarily.

Because it is right every man should do his duty; not because of any reward that may be expected.

When Romeo, the fruit man, absconded from Toronto last week it was a revengeful

Othello and not a loving Juliet that desired his presence.

A well-dressed window develops, within the breast of the passer-by, a desire to purchase what is therein displayed.

People might have liked being fooled by Barnum, but it is a horse of another color when the merchant attempts to deceive them.

Rockefeller's income is reputed to be \$2.50 per second, and about all the poor fellow can get out of it is his board, lodging and clothing.

The Pittsburg professor who is busy making charges against the tomato will be gravely considered by some as a fit candidate for fools' paradise.

Wild oats is a bad crop in the man as well as in the field; and valuable time is wasted in cleaning them out of the one as well as out of the other.

It is not the man who says the most about it who is the hardest worker any more than it is the engine which kicks up the most fuss that is the most powerful.

Aim high, but take everything within your reach that will legitimately help you to attain your object. In essaying to reach the top storey do not despise the first step.

If you always tell the square truth you will never need to pray for a round or any other shaped hole in which you may hide when the search-light of truth is turned upon you.

When a superfluity of old goods are lumbering a merchant's store it does not follow that he is in the lumber business. It often means that a man who ought to be following some other vocation is lumbering in business.

ants is  
share

al

n

TON

ronto  
ill be  
visit  
e and  
made

S, ONT.

## THE RISING SUN STOVE POLISH

AND

## THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

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

## TRADE CHAT.

MR. CLAWSON, a Brantford merchant, died from eating toadstools, which he mistook for mushrooms.

Stratford flax millers estimate that they will handle 1,200 tons this year.

There were 309,000 more cigars manufactured in Kingston, Ont., in 1896 than in 1895.

Tilbury is to have a new bakery. Lee & Campbell, who are conducting a butchering business there, intend putting in an oven at once.

The Mahler apple evaporating factory, Chatham, will resume operations at once after being shut down for about eight months.

Two thousand farm hands have left Toronto on seven special trains, en route for Winnipeg. They will be distributed through Manitoba and the Territories.

Mrs. Corbett, Queen street, St. Thomas, placed 72 jars of new fruit on a swinging shelf in the cellar. The nails rusted and the rope broke and all of the fruit jars were broken.

Mr. Geo. Adcock, formerly head miller in Stevens & Co.'s mill at Aylmer, has purchased W. H. May's interest in May Bros.' mill in St. Thomas. The mill will hereafter be conducted by S. C. May and Geo. Adcock.

Gillard & Co., Hamilton, have issued a writ against James Milligan and T. W. Crothers to have the courts declare void a lien that they had on Vansickle Bros.' stock at West Lorne prior to their recent failure.

The bean harvest in Western Ontario is now in full swing, and in many sections it is found that the crop is not so badly damaged as was expected. The sample, however, won't be of the very best, and it will make lots of work for the pickers.

The Grand Trunk Railway has lately been giving special attention to the rapid transit of live stock and other perishable

freight, and arrangements are completed for a fast service which should prove of great value in the promotion of trade generally with the principal business centres, and also for export to Europe.

The Nileston farmers have had quite a time securing their oat harvest on account of the heavy rain storms. Some who had their stacks partly completed had to haul the sheaves back into the fields. Others who had stacks got machines and threshed, but the grain was in bad shape; indeed, it will need a great deal of care yet to save it.

Several business men were looking at the Arkell corner store this morning. All who desire to open out either a general store or a dry goods store in the best situated building in our town should apply at once. The store is in fine repair and all ready for a good business man to open out in. Be the first to apply if you desire to start business in one of the best business towns in Ontario. —Aylmer cor. St. Thomas Times.

A New York house writes J. B. Stringer & Co., Chatham: "We think there will be an abundance of beans from one place or another, and lots of this crop carried over, and look for low prices to rule." A wholesale dealer from a point in Michigan also writes them under date 18th: "We are paying 50 cents to 55 cents per bushel for choice pea beans, shrinking one pound per bushel; have bought a number of cars hand picked, barrels included, at 65 cents per bushel. So, duty considered, we are buying relatively lower than you, and can undersell you."

## CALIFORNIA PRUNES.

A San Francisco letter states that the Exchanges control about 75 per cent. of all the stock of prunes, and have determined to withhold stock from the market for at least 30 days, or until speculators are discovered to be without stock. The writer says that there are no prunes in Northern California, very little in Oregon, while the Santa Clara crop is about 15,000,000 pounds short.

## TEA TRADE IN JAPAN.

THE tea manufacturers of the western provinces of Japan, says The London Grocer, recently held a meeting in Kioto to consider measures for rehabilitating the tea trade of Japan. The following resolutions were adopted: 1. As regards direct export tea, every order that is in hand, for which samples are held, and which has been undertaken by the Teadealers' Union, shall be fulfilled. In order to bring about a more extensive demand a fund shall be raised by subscriptions from the general body of tea dealers, and with this fund direct or indirect support shall be given to direct exporters. 2. Direct exporters who ship over fifty thousand cattiees of tea to Europe or America through the Union shall receive a subsidy of one yen per hundred cattiees. 3. In order to maintain prices at times when a sudden fall occurs in the market, through a panic or owing to any other cause, the Union shall make suitable advances, free of interest, to the tea dealers in Yokohama or Kobe and other places, to relieve holders of tea from the risk of being forced to sell their goods in haste. 4. As the demand for Japan teas has been greatly injured by the recent introduction of Indian (Ceylon) tea in the American market, some good plan for the protection of our tea traders against rival producers must be studied, and for this purpose a large sum of money shall be set aside for the purpose of opening up new markets for Japan teas. 5. If, through political changes in a country where Japan tea is consumed, anything happen prejudicial to the tea trade, the matter must be attended to promptly. If there should be ground for anxiety regarding the future of the tea trade the Union shall memorialize the Government to take such steps as may appear necessary. 6. From April to July a simple and carefully compiled daily report on arrivals and sales of tea at Yokohama and Kobe shall be expeditiously distributed to tea markets and producing districts in the interior, in order that tea dealers and producers may perceive the real state of the tea trade. It was resolved to ask the Government to set aside the export duty on tea as a fund for subsidizing the tea industry.

# Quick Despatch

IF ANYTHING WANTED IN A HURRY

CALL US UP

WIRE US

WRITE US

**LUCAS, STEELE & BRISTOL** WHOLESALE GROCERS **Hamilton**

## Golden Age. . .

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

No. 1, 60 lbs. all black.

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

No. 3, 60 lbs. all mixed.

OUR LIST NOW IS . . .

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

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

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

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

MECCA COFFEE,

DAMASCUS COFFEE,

BENS DORP'S COCOA.

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

**New English Sifted Peas**

**New Strawberries**

Now in Stock. Best Packs.

Also NEW JAPAN TEAS to retail at 25c. and 50c.

Orders Solicited. Prompt Shipment.

April Pickings—splendid values

**BALFOUR & CO.**

**HAMILTON.**

You take no chances when selling

# "LUDELLA" CEYLON TEA

It's a trade maker and a trade holder.

## H. P. ECKARDT & CO.

Wholesale Agents

## TORONTO

### OUR FLOUR IN AUSTRALIA.

"I DO not see much prospect of securing a market for Canadian flour in this market, except in case of such droughts as last year, and then not to a large extent."

The above is a sentence in the latest report sent to the Department of Trade and Commerce at Ottawa by Mr. J. S. Larke, the Canadian commercial agent at Sydney, N.S.W.

In view of the large exports of Canadian and American flour from Vancouver and San Francisco to Australia, since November last, this statement appeared so extraordinary that a Herald reporter yesterday saw Mr. Robert Meighen, president of the Lake of the Woods Milling Co., on the subject.

"All I can say," replied Mr. Meighen, when he was shown the blue book, "is that, so far from there being no market for Canadian flour in Sydney, we have more orders from that market than we are able to fill. I have just passed the invoices of a shipment of 5,000 barrels of flour for Sydney, which we are shipping from Vancouver by the Empress of Japan on the 24th. That consignment will have to go to Hong Kong and be there transhipped to Sydney, because we cannot get enough freight room on the direct steamers. Then we will send a ship-

ment equivalent to 1,000 tons of wheat by the ss. Miowera, which is to sail from Vancouver for Sydney direct on September 8th.

"In fact, we have engaged all the freight space in sight, and even then cannot fill anything like the orders which are offered us. Of course, our chief competitors are the Americans, and their competition is very keen, but the Canadian flour is so superior in quality that it more than holds its own, both as to price and demand. We have every cause for satisfaction in the Australian trade, and it certainly looks to me as capable of indefinite expansion."

The idea of there being no market for Canadian flour in Sydney is ridiculous. The ss. Warrimoo landed over 29,000 sacks of flour in Sydney in April last, and since then every steamer has taken out full cargoes of wheat and flour. It is true that vast quantities of American flour from Seattle, Olympia and San Francisco were landed at the same time, but the Canadian flour at once gained a reputation and sold at from 20s. to 30s. per ton higher than that from the States.

The Ogilvie Milling Company is not now exporting any flour, as it finds the home demand quite equal to even its large capacity. But The Herald was told by a representative of that company that the shipments to Australia had been most satisfactory, and

that there had been further enquiries, which the company could not see its way to fill.—Montreal Herald.

### THE GOLD CLAUSE.

An official of the registrar's office, speaking of the use of the gold clause in real estate mortgages since the agitation of the silver question, said yesterday that at least seven-tenths of the mortgages passing through that office had the usual phrase "lawful money" erased and the words "gold coin" substituted. This revision of the wording of the mortgages has occurred only in the last two months. Before that period the proportion of cases where gold was specified was small.—Wall street News.

### EUROPE'S BIGGEST PORT.

From figures recently given in The Liverpool Post it would appear that the first port in Europe is Hamburg. The tonnage for two years is as follows:

	1895. Tons.	1896. Tons.
Liverpool.....	4,278,881	5,965,959
Hamburg.....	3,704,312	6,256,000
Antwerp.....	3,422,172	5,340,247
Rotterdam.....	2,120,347	4,038,017
Bremen.....	1,289,399	2,184,274

Mr. Holland attributes the advance of the continental ports chiefly to the high dock charges and local dues at Liverpool.

# SPICES SPICES

Whole or Ground.

Fresh from the place of growth.

Try our whole Pickling Spice. The finest blend on the market to-day. All we ask is a trial order for our spices. Our motto is to please our patrons.

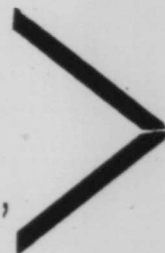
**The F. F. Dalley Co., Ltd.**

Spice  
Millers

**Hamilton, Canada**

# IN STOCK

- Canned Lobster, 1/2's
- " Clams, "talls"
- " Fresh Herring, "talls"
- " Kippered " "oval"
- " Herring in Tomato, "oval"



**NEW  
PACK**

The **DAVIDSON & HAY, Ltd.** WHOLESALE GROCERS **Toronto**

## The greatest Net Profits

come to you when your stock is turned over often. Pan-Dried Rolled Oats (registered) won't stay about so long that your profit will be eaten up when a sale is made.

Even as little a thing as Pan-Dried Rolled Oats may establish your reputation for quality if you're about starting in business. It has helped us to sell other cereals, for quality counts.

From Manufacturer to  
Retailer Direct.

**THE TILLSON COMPANY, Ltd.**  
Tilsonburg, Ont.

DO YOU KEEP

# Pilkington's Powdered Perfumed Lye

Perfectly Pure.

**"BELL BRAND"**

Superior to all  
Other Brands.

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

Sole Agents in Canada

## Bellhouse, Dillon & Co.

47 Wellington Street East

.... TORONTO

30 St. Francois Xavier Street

.... MONTREAL



## Successful Biscuits

Successful from the first—and they were the first fancy biscuits made.

Successful in keeping the royal favor for half a century. They have been supplied to H. M. the Queen since 1841.

Successful in building up a good trade the first year they were introduced into Canada.

Successful sellers every time, for there can be no dissatisfaction.

"Cafe Noir" is especially successful.

Sole Agents for Canada.

### ROBERT GREIG & Co.

MONTREAL.

## Tea that's all tea

The unadulterated tea of Ceylon, pure, rich and fragrant . . . The tea down-to-date grocers sell, because critical tea drinkers declare it the best.

**VICTORIA  
CEYLON TEA**

Laporte, Martin & Cie.

Wholesale Grocers

72-78 St. Peter Street

MONTREAL

## A match that's good but cheap

Very high in quality and very low in price. Every grocer must carry a cheap match. Why not sell the best?

**VICTORIA  
MATCHES**

# Store Appearance

Is everything, especially in the grocery line.

A neat, clean store with tasty windows and a bright, fresh stock impresses the family buyer.

Another good point is to number among your goods the manufactures of well known firms.

Some firms build a reputation for excellence of make for which simply their name stands.

That's the kind of goods we sell, the kind every grocer should have in stock to insure perfect satisfaction to every purchaser, the kind which represents the best of its class.

Here are a few of them :

## CROWN BRAND FLAVORING EXTRACTS

No one knows better than the cook how important the few drops of flavoring are to the success of the cakes and ices. We make the purest extracts on the market—in forty different flavors.

## BEST BRANDS OF PURE OILS

Pure **Salad Oil** and **Olive Oil**, put up by Jonas Hanart, Bordin and Dandicolle & Gaudin. Popular because of their purity, and the names of their makers insure that. **Castor Oil**, pure cold drawn, in stock in all sizes.

## FRENCH MUSTARD

Our new packages, Sugar Bowl, Cream Jug and Caddy are ready sellers.

## KEOPFF'S FAMILY GELATINE

Put up in 1-oz. packages. In sheets, silver or gold label.

## LORIMIER'S WORCESTER SAUCE

Just fresh in stock and unexcelled in quality.

## TRYPHOSA

A new jelly powder already flavored and sweetened. Only add boiling water to make a delicious dessert.

SOLE AGENTS FOR CANADA

# ROBERT GREIG & CO.

MONTREAL

# Extracts You want the best.



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

## Seely's

ALL SIZES.  
EVERY FLAVOR.

FINEST QUALITY  
OF GOODS.

ELEGANTLY PUT UP.  
SIGHT SELLERS.

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



Selling Agents

Turner, Mackeand & Co.

WHOLESALE  
GROCERS

Winnipeg

# Snow Drift . . . Baking Powder

Always Pure      Always Reliable  
Always Best



The Snow Drift Co., - Brantford.



# The Sydenham Glass Co. Ltd.

Manufacturers of WALLACEBURG, ONT.

## FRUIT JARS

BRANDS: The Winner, The Best, The Beaver

All kinds of Bottles, Flasks and Insulators, in amber, green and flint.  
Write for prices. Prompt attention to orders and inquiries.

REPRESENTATIVES:

Manitoba and N.W.T., **Tees & Persse, Winnipeg.**  
British Columbia, **Martin & Robertson, Vancouver and Victoria.**

OFFICE AND WORKS **Wallaceburg, Ont.**



# THE CANADIAN GROCER

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

## The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS  
and  
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.  
Telephone 1255

EUROPEAN BRANCH:  
Canadian Government Offices,  
17 Victoria St., London, S.W.  
R. Hargreaves, Manager.

John Cameron, *General Subscription Agent.*  
Major A. G. Campbell,  
*General Subscription Agent.*

### THE INACTION OF CANADIAN MERCHANTS.

THREE weeks ago THE CANADIAN GROCER announced that business men in Spokane, Washington, were making preparations to push trade in the Kootenay country, British Columbia, and that some of them, desirous of forming connections with wholesale houses and manufacturers in Canada, had written asking, through this paper, such to correspond with them.

So far, the only firms that have taken the matter seriously, and have asked to be placed in communication with the Spokane people, are those situated in the United States cities along the Canadian border. This is a sad commentary upon the enterprise of Canadian business men.

The correspondents did not solicit the names of United States business houses. It was Canadian firms they wanted. But it was enough for the firms just across the border to learn, through THE CANADIAN GROCER, that trade with the Kootenay country was made more possible with the making of Spokane a sub-port and the establishment of bonded warehouses there. And to know was to act.

Canadian merchants, on the other hand, from whom correspondence was particularly solicited, are as if they were sphinxes. This is humiliating, particularly to Canadians who have faith in their country.

The chief reason why Canada has not made greater strides than it has is, that Canadians have neither exhibited faith nor works relatively as great as our possibilities warranted.

The condition of affairs in the Kootenay gold country is an evidence of

this. Ninety per cent. of the people there are from the United States, and under their ownership has fallen most of the richest mining properties there. British law reigns there, but United States customs predominate. Imagine Canadian towns being given up to celebrating the Fourth of July! That, however, is what is to be witnessed in Rossland and such mining towns.

Canadians have one of the grandest countries that Nature has given to any people. In the products of the field, forest and mine our possibilities are unlimited. But those outside are often the first to recognize these facts and consequently they are the first to gather the fruit. They may, perhaps, not have more faith than we have, but they exhibit more works. That is evident.

Our merchants, manufacturers and others are often heard to complain regarding the limited character of the home market. Here in the Kootenay gold country we have an expansion: The great percentage of the people coming in there are from the United States; it is not the transference of the population of one part of Canada to another, such, for instance, as was witnessed a year or two ago when young farmers from eastern Canada swarmed to Manitoba and the Northwest. No, the influx of people to the Kootenay country is a distinct gain to the population of the Dominion.

One disadvantage to getting into the Kootenay country with goods is the absence of efficient transportation facilities. But the pathway from Spokane into that part of the Dominion is not without its obstacles. One thing the Canadian manufacturer or wholesaler has not to contend with is a high tariff. This his confreres across the border have to contend with.

People are going into Rossland, Trail and other mining centres in swarms. This people must be fed and clothed. They produce nothing for themselves. All their attention is devoted to digging gold and other metals from the earth. And while they are doing this the people in the outside commercial centres must provide the necessaries of life. At present the manufacturers and merchants outside the country are doing this. That is, they are practically doing it, for in Canada it is only a business man here and there who has the courage to compete for the trade of that part of the Dominion in question. And the longer it is deferred the more difficult will it be to go up and possess the trade.

The market is worth seeking. As will be noticed, in an interview with Mr. T. C. Irving published in another column, it is estimated that in the lower half of West Kootenay something like 1,360 carloads of

various kinds of merchandise will be consumed during the present year of grace.

Canadian manufacturers and merchants should go up and possess what is theirs. And the sooner they go up the better.

### THE TERM "VALUE."

THE agitation in favor of the free coinage of silver, which is now attracting so much attention in the United States, is based upon an economical misconception: they labor under the delusion that value can be created at the mere ipse dixit of the Legislature.

If diamonds could be created at the mere impulse of the will, they would not be worth a cent apiece, for everyone could produce diamonds at a lower price if he wanted them.

Value can only be created by the expenditure of labor. Value is the cost of labor. In other words the value of a thing is determined by its cost of production. Another element it must possess is utility. A man may spend a whole year in producing a thing, but unless it is useful it has no value.

Silver has value. It costs the expenditure of labor to produce, and it has utility. But it is proposed, by legislation, to give it a value that it does not possess. Its marketable value to-day, compared to gold, is, roughly speaking, something like 32 to 1. And yet Bryan and his fellow Silverites propose to pass legislative enactments fixing it at 16 to 1.

You may declare a black man a white man, but he is a white man just the same. When silver costs as much to produce, other elements conducive to value being equal, it will be as valuable as gold. Until such is the case, not even the legislative enactments of a United States Congress can make it otherwise.

It may decree that sixteen ounces of silver is equal to one of gold. But gold relatively will still be above the ratio at which the Silverites propose to fix it.

The buying and selling of to-day is merely an improvement of the old bartering methods of by-gone days. We are still giving value for value. The law of exchange is value for value.

Money is to-day the medium of exchange. If we want to buy a pair of boots we do not give our surplus of some other product for it; we give money. Money must therefore possess value. And it must possess an honest value. Money given a fictitious value is not honest. When men were bartering horses in the old days each expected to get a sound horse in return. And to-day, when a man is exchanging a horse for money, it is only proper that he should receive sound money in return.

The United States Congress may pass a

law stipulating that a man may pay his debts in either gold or silver at the ratio of sixteen ounces of the latter to one of the former. But there will only be one standard of value: Gold will go out of circulation. Most of it will go out of the country, and that which remains will be hoarded.

With the loss of the United States' gold currency will come the loss of her credit. And the nation without credit is, like the individual in a similar condition, a fit subject for bankruptcy.

A silver dollar at 16 to 1 is practically fiat money. "A standard coin is one of which the value in exchange depends solely upon the value of the material contained in it." This is what Jevons, the well-known authority, says, and those, in both the United States and Canada, who are squinting at free silver coinage would do well to lay to heart the gospel therein contained.

#### MONTREAL GROCERY CLERKS' ASSOCIATION.

A meeting of the executive of the above association was held in St. Joseph's Hall, St. Catherine St., on Sunday. The principal business before the meeting was the arranging for their annual social gathering to be held in the Monument Nationale on Sept. 23. The comedy entitled "La Cagnotte," by D' Eugene, member of the French Academy, will be produced under the direction of Mr. L. Petitjean. The clerks expect to have a bumper house, as in past years. The Lieut.-Governor of the Province, Sir A. Chapleau, will be present and an address will be presented to him. It was expected that the Hon. Mr. Laurier would have been present, but he has sent word that owing to other engagements he will be unable to attend.

#### MR. BOULTER'S BIG PIN.

Mr. Wellington Boulter, the well-known packer, of Picton and Toronto, returned on Wednesday from his annual business trip to the Pacific Coast. "Competition is keen and prices very low," was his somewhat laconic reply to a question regarding the result of his trip. On his way back he spent a week in the Kootenay country and four days in the Lake of the Woods mining district. He was voluble enough about the richness of these parts of the Dominion in the yellow metal.

"But," said he, "plentiful as gold is in British Columbia, people cannot be too careful where and how they invest their money."

In his necktie Mr. Boulter wore a pin whose head is a chunk of free gold nearly as large as a walnut. "That," he explained, as THE GROCER examined it, "is from one of the Lake of Woods mines. It was given to me by a friend of mine out there whom I have not seen for forty years." The gold weighs a little over an ounce, and is worth \$20.60.

#### FIRST SALES OF CALIFORNIA RAISINS.

WITHIN the past week or so somewhat conflicting information has been obtained in Montreal in regard to forward sales of new crop California raisins.

So far most of the leading operators on that market have been offering for October shipment. No important business has yet been noted on September account, but the variation in the values quoted is a noteworthy fact.

The other day information came to hand that 4-crown were held firm at 4¼c. on the Coast, but it is well known that quite a quantity of stock has been sold at 4c. for 4-crown, 3¼c. for 3-crown, and 2¼c. for 2-crown. These figures, however, are not general with all the agents, for one or two of these state that their principals refuse point blank to make any sales at these prices. If they did so they allege that there is every likelihood of their having to stand a heavy loss.

It may be interesting to note, however, that the above prices, while slightly lower than the opening prices last year, are away above the bottom prices at which California raisins were sold in 1895.

Sales of 4-crown fruit were made in Montreal last year down as low as 3½c. on the Coast, or ½c. below the figures quoted today, and 3-crown down to 2½c., or over 1c. below this year's opening quotations.

It is simply a speculation, and whether buyers will come out right or not is for the future to decide.

#### PROGRESS OF THE SALMON PACK.

ADVICES received in Toronto this week from the Coast bring the information that there has been a continuance of the good run of salmon previously noted, resulting in a substantial increase in the total pack.

Advices received by The Commercial Journal, of Victoria, estimated that the pack on the Fraser was, up to the night of the 17th inst., 263,615 cases, a gain of 62,000 cases for the week. According to this same journal the total pack for British Columbia was, up to the 17th inst., 497,615 cases, as compared with 566,395 for the full season last year, and 495,371 in 1894.

The fishing season ordinarily should have ended on the 25th inst., but a press despatch under date of Vancouver, August 24, stated that the time had been extended five days. "As the Government was not asked to extend the season," continues the despatch, "the canners held an indignation meeting, and expressed emphatic displeasure at the Government's action." According to this

same despatch the salmon had stopped running and most of the canneries had closed down.

A significant feature of the situation is that, according to various private advices which have been received in Toronto the past week, the bulk of the pack is in flat tins for the English market, and that consequently the quantity for the home market will be small. This, however, remains to be seen. It is generally conceded too that the quantity of cans prepared for the pack has not been sufficient for the demands made upon it. Another thing not to be overlooked is that the canners have been, as a rule, compelled to pay high prices for fish. The price at the start was 25c. per fish. Regarding this matter it is well to again quote The B. C. Commercial Journal of the 18th inst.: "In the early part of the week there was a spurt and in consequence of an abundant supply of fish, for which some were not prepared, prices dropped to 10c., but recovered later to 20c. per fish."

It will thus be seen that all the factors have not been bearish in character.

#### THE KOOTENAY COUNTRY.

MR. T. C. IRVING, superintendent of the Toronto branch of the Bradstreet Co., returned to the "Queen City" on Saturday last from a trip through the Kootenay country. Mr. Irving is always a healthy, vigorous man, but he looks so more than ever before.

"Few people in the east," he said "are at all familiar with the mining camp of the west. In the first place, speaking in general terms, a mining camp is mainly a consumer. The miner raises nothing that he eats and he manufactures nothing that he wears. For these he is dependent wholly and entirely upon the eastern prairies, eastern merchants and eastern manufacturers. A few figures upon the different lines of business carried on in the British Columbia mining camps may surprise eastern Canadians at the enormous consumption which goes on in the mining camps where the population, comparatively speaking, is small. Another factor entering into these calculations is that the miner and prospector must have and will only accept the best that can be obtained. He will not eat indifferent butter, nor indifferent groceries; he will not use inferior candles, inferior powder, nor inferior steel. He must have the best and the most expensive that the market affords. He is a good wage-earner; he never gets less than \$3 per day, and in the silver camps of British Columbia he gets \$3.50 per day. He invariably is paid every month and is always 'flush'."

"Rossland, which was two years ago this month a camp of 30 or 40 people with but one house in it, is now a place of at least 6,000 people, with a fine, wide avenue, built up as no American mining town of its size or age is built up."

"And how about the Rossland market?" he was asked.

"A conservative estimate," he replied, "as to the amount of dry goods, groceries

and hardware which will be consumed in the Rossland camp during 1896, is about 300 carloads of fifteen tons each. Trail will receive at least 150 carloads, or 2,250 tons of light merchandise; Nelson, 200 carloads, or 3,000 tons; Kaslo, 200 carloads, or 3,000 tons; Sandon, 200 carloads, or 3,000 tons; New Denver and Three Forks, 200 carloads, or 3,000 tons; Pilot Bay, 75 carloads, or 1,125 tons; Ainsworth, 25 carloads, or 375 tons; Waneta, 10 carloads, or 200 tons, making in all about 1,360 carloads, or 20,400 tons. These figures only apply to the lower half of West Kootenay.

"How much of these goods of all descriptions and kinds have been raised or manufactured in our own country.

"A recent and, I believe, careful estimate made by a lawyer in New Denver, in presenting the case for the appointment of a County Court judge, estimated that West Kootenay paid into the Dominion Treasury for customs and excise one-sixteenth of the whole revenue of Canada. This revenue is imposed upon goods and has been paid into the Customs houses in Rossland, Trail, Waneta, Nelson and Kaslo. When it is considered that possibly one of the most populous wards in the city of Toronto will equal the population of the whole of South Kootenay some idea may be gathered of what this market is worth to eastern Canada. At least one-third of the products of all kinds consumed in Southern Kootenay are purchased and brought in from the United States.

"Another fact worthy of consideration," he continued, "is that a goodly portion of the goods sold by eastern Canada have been brought in over American railways instead of the Canadian Pacific Railway, especially during the winter months, because of defective transportation. The greatest portion of the vegetables and hay, and nearly all the sheep and hogs are brought in from the states of Washington and Oregon. One of the great longings of Canadian farmers, especially in Manitoba and the Northwest, is for a market for their products and for their beef, sheep and hogs. What they need, and what the mining camps of British Columbia need, is a quick and cheap transportation of all that the Manitoba and Northwest farmer has to sell, and all that the British Columbia miner desires to consume. The present arrangements do not supply the needs of either the people of Manitoba and the Northwest or those in British Columbia. A line of railway through the Crow's Nest Pass, connecting with the inland waterways of British Columbia (Lake Kootenay and the Columbia River) through by way of Nelson, Rossland and the Okanagan district would, when the district is fully developed, find such a traffic, both passenger and freight, that not only would it pay all fixed charges for its construction and rolling stock, but also operating expenses, and, no doubt, reasonable dividends upon the stock."

"Within the past two years," continued Mr. Irving, "three smelters have been established in South Kootenay, the first at Pilot Bay, the next at Nelson and the third at Trail. These smelters were erected under disadvantageous circumstances. They cannot get a supply of coke except at very high prices. If southern British Columbia had cheap coke we would in truth see the tall

chimneys from Fort Steele to Hope. In order that this may be accomplished it is absolutely necessary and essential to the well-being of the mining industry of British Columbia, and also for the eastern merchant and manufacturer and the Manitoba and Northwest farmer, that the Crow's Nest railway should be built without delay to give this cheap and direct communication.

"Perhaps a word may now be profitably said as to what is the output which the mining industry of British Columbia expects to put forth. American smelters have had their representatives through southern British Columbia during the past year, making various estimates of the expected output from the mines. The most recent was made by one of the largest smelting companies in the United States, whose engineer has reported that the Rossland camp alone, without any additional mines being opened up, will produce after the first day of October, 1896, a thousand tons of ore per day, or not less than 365,000 tons a year, the gross product of which will amount in the neighborhood of \$7,000,000 to \$8,000,000, one-half of which is profit, while the remaining half

### A MAMMOTH BAR OF SOAP.

NO matter how great the merit of an article or commodity may be, it is only by persistent pushing that it can be maintained in public favor. Business is a race; and the moment that a merchant or manufacturer ceases his exertions, that moment do his competitors begin to gain upon him.

The St. Croix Soap Mfg. Co., of St. Stephen, N. B., makers of the well-known "Surprise" soap, have established a reputation for the excellence of the article they turn out: it has spread throughout the Dominion to foreign countries. But they do not make the mistake some people do, in imagining they can maintain their position by their past reputation. First of all, they maintain the quality of their soap, and then, instead of diminishing they are rather increasing their advertising, as the readers of the trade and daily press can attest.



goes into wages and purchase of machinery. With the new mines which are coming producers this tonnage must be largely augmented. The Slocan and Ainsworth districts this year ought to ship at least 50,000 tons of ore, making a net profit of nearly \$5,000,000. If the Boundary Creek district had cheap railway transportation, its production, after being opened up for two years, ought to reach \$5,000,000 a year, so that it may be reasonably estimated that with the construction of the Crow's Nest Pass railway the mining industry of southern British Columbia alone would amount to \$30,000,000 or \$40,000,000 a year for five years, a greater output, it is declared, than any state in the American Union. In the meantime, there is abundant evidence, through the building and projected building of railways, etc., by the Americans, that they are fully aware of the importance of securing this market."

"One thing the people of Canada should remember," concluded Mr. Irving, "and that is this: the people settling in Kootenay country are a distinct adjunct to the population of the Dominion."

In their advertising methods they are unique as well as persistent. The accompanying cut is an illustration of a mammoth bar of "Surprise" soap which the firm has turned out. It is 3 feet 8 inches long, 2 feet 2 inches high and 1 foot 2 inches thick. This mammoth bar will be placed on exhibition at the Industrial Fair, Toronto. Alongside it will be an \$800 piano, and the man, woman or child who guesses nearest to the actual weight of the soap will secure the piano. The guessing competition will be free, coupons being served out to whosoever chooses to take one.

The value of Surprise soap is well known, but the St. Croix Soap Co. are determined that it shall not only be well known, but that it shall be even better known. Hence the guessing contest.

His Worship the Mayor has consented to act as referee, and with him will be associated a couple of well-known business men.



## Something to keep people cool and refreshed

Nothing better. Manufactured on strictly scientific principles, with a view to meeting the demand for pure, healthful and delightful summer drinks, on which the grocer makes a good profit.

# NEW YORK GINGER ALE

*Lemon Sour      Birch Beer      Cherry Sour, etc.*

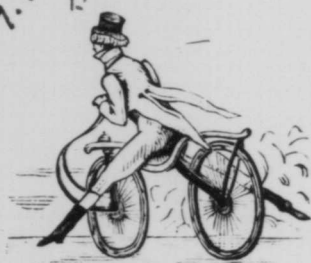
While the hot weather lasts there's money in it for you. Now is the time to order a sample five-case lot of quart bottles, 1-dozen in a case, at 80 to 85 cents per dozen, delivered.

We sell GILLARD'S NEW PICKLE and GILLARD'S NEW SAUCE.

**W. H. Gillard & Co.** Wholesale Agents **Hamilton**



RETURNED  
Sept. 9. 1896  
T.O. D.



## One Hundred Years Ago

People weren't so particular as to the quality of pickles they consumed. Nowadays 'tis a different matter. A pickle, to demand a large and ready sale, must have peculiar and pleasing characteristics.

### Gillard's New Pickle

Is incomparably the best—the most pungent, aromatic and delightful. Put up 2 dozen in a case; single case lots, \$3.40 per dozen; 5-case lots, \$3.30 per dozen.

### Gillard's New Sauce

Has a world-wide reputation for the excellence which makes it beyond a doubt the finest sauce manufactured.

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

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

### GROCERIES.

THERE is still a great deal of sugar going out, but in all lines appertaining to the grocery trade there appears to be a tendency towards a lighter movement. Canned goods of any kind are receiving very little attention, and advices from the Coast are inducing people to be still more careless about placing orders for salmon. Teas are this week without special interest. In foreign dried fruits increased strength is to be noted in both currants and Turkish prunes. Sultana raisins are also cabled firmer. Samples of new season's California dried fruits are being shown this week on the Toronto market, and they are showing good quality. Payments remain fair.

### CANNED GOODS.

Advices from the Coast received this week indicate that the pack is larger than early in the season it promised to be. As a result there is even less disposition than there even was before. Representatives of packers report that they are doing nothing. At the same time, however, no lower prices are being quoted, and the contention is that most of the pack is in flat tins for the English market. The first shipment of new pack salmon is expected to arrive on the Toronto market in a week or ten days. Cheap canned salmon, such as retails for 10c. per tin, is scarcely to be had on the local market. In lobsters the situation is still strong on account of the expected scarcity. Canned vegetables are receiving little or no attention. We quote: Tomatoes, 80 to 90c.; corn, 55 to 75c.; peas, 75 to 80c. for ordinary; sifted select, 95c.; extra sifted, \$1.45 to \$1.50; beans, 70c. up; peaches, \$2.50 to \$3 for 3's, \$1.90 to \$2 for 2's; raspberries, \$1.50 to \$1.80; strawberries, \$1.65 to \$1.95, according to brand and quality; blackberries, \$1.90 to \$2.20; cherries, \$2.40 to \$2.45; apples, 3's, 80 to 90c.; gallons, \$1.90 to \$2.25; salmon, "Horse-shoe," \$1.50 to \$1.55; "Maple Leaf," \$1.40 to \$1.45; Lowe Inlet, \$1.30 to \$1.35; in tall tins; cohoes, \$1.20 to \$1.25; canned mackerel, \$1.20 to \$1.30; lobsters, \$2.10 to \$2.30 for tall tins; flats, \$2.60 to \$2.65; half tins, \$1.55 to \$1.60; Canadian canned beef, 1's, \$1.25 to \$1.30; 2's, \$2.25 to \$2.35; 6's, \$7 to \$8; 14's, \$14.50 to \$15.50.

### COFFEE.

The coffee market is quiet and uninteresting. We quote green in bags: Rio, 15½ to 17c., according to grade; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 19 to 22½c.; Java, 25 to 35c.; Mocha, 27½ to 35c.; Maracaibo, 21 to 23c.; Jamaica, 21 to 25c.

### SYRUPS.

Quiet and unchanged. We quote: Dark, 28 to 31c.; medium, 33 to 35c.; bright, 40 to 42c.; corn syrup, 3 to 3½c. per lb.

### MOLASSES.

Business is much as before, and devoid of special feature. We quote: New Orleans, barrels, 28 to 30c.; half-barrels, 30 to 35c.; Barbadoes, 31 to 35c.; half-barrels, 33 to 35c.

### SUGAR.

Trade in sugar during the past week has not been as active with jobbers as it was, although there is still a great deal of it going out in hand-to-mouth lots. Prices in London and New York have again been easier, but the Canadian refiners have made no change in their figures. Representatives of the refineries report business dull. The ruling price of granulated is 4¾ to 4.35c., and yellows sell at from 3.35c. up.

### SPICES.

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

### RICE, ETC.

The demand continues fair. We quote: Standard "B," 3½ to 3¾c.; imported Japan, 5¼ to 5¾c.; tapioca, 3¼ to 4½c.; sago, 3½c.

### NUTS.

There is no change to note. We quote: Brazil nuts, 11 to 12c.; Sicily shelled almonds, 25 to 26c.; Tarragona almonds, 12 to 13½c.; peanuts, 10 to 12c. for roasted and 7 to 10c. for green; cocoanuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 to 12½c.; Marbot walnuts, 11 to 12c.; Bordeaux walnuts, 9c.; Sicily filberts, 8 to 10c. for sacks and 10½ to 11c. for small lots; pecans, 10½ to 11c.

### TEAS.

A fair amount of trade has been done during the past week in Japan teas, and holders are looking for better prices. Indian and Ceylon teas of low grade have been receiving a little attention. China teas have been very quiet. Good value is being offered in Young Hysons. In Colombo, teas of good cup quality are firm, some stiff prices having been paid for invoices of Ceylons there. Ruling prices on the Toronto market to retailers are: Young Hyson, 12 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 14 to 18c. for mediums, and 25 to 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.

### DRIED FRUITS.

Cable quotations received in Toronto are 9 to 10s. per cwt. above the opening prices of last year. The demand locally is fair and prices are unchanged. We still quote as follows: Provincials, 3¾ to 4¼c. in bbls.;

fine Filiatras, in bbls., 4¼ to 4½c.; do., half-bbls., 4¼ to 4¾c.; ditto, half-cases, 4¾ to 5c.; Patras, 4¼ to 4½c.; Casalinas, cases, 5 to 5¼c.; Vostizzas, cases, 6 to 6½c.; do., half-cases, 6½ to 6¾c.; do., extra fine, 6¾ to 7¼c.; do., half-cases, 7¼ to 7½c.; Panaretas, in cases, 9c.

A cable from Smyrna announces that the market for Sultana raisins has opened and at higher prices than last year. The crop is smaller than a year ago. The idea as to price is 6 to 7½c.

Valencia raisins are not receiving much attention on the local market. We quote as follows: Valencia raisins, off-stalk, 4½ to 4¾c.; fine off-stalk, 5¼ to 5½c.; selected, 6¼ to 6½c., and layers, 6½ to 6¾c. California raisins, 3-crown, 6c., 4-crown, 6¾ to 7c.

The cable announces an advance of 1s. to 1s. 6d. in Turkish prunes. Business on the local market is still quiet. We quote as follows: Bosnia, "Sphinx" brand, "A," 65 to lb. 9c.; "B," 75 to lb. 7¾c.; "U," 102 to lb., 6 to 6½c.; California prunes, 30-40, 11 to 12c.; 40-50, 9 to 10c. per lb.; 50-60, 8½ to 9½c. per lb.; 60-70, 8 to 9c.; 70-80, 8 to 8½c. per lb.; 80-90, 7¼ to 7½c.; 90-100, 6½ to 7c.; 110-120, 5½ to 6c.; Bohemian, 3½ to 4c.; French, 5½ to 6½c.

Business doing in California fruits is small. First shipments of new season's fruit are expected here about the middle of October. We quote: Apricots, 8 to 14c.; peaches, 5¼ to 8½c., in bags, and ½c. per lb. more in boxes; pears, 8 to 10c.; plums, 6½c. for unpitted and 9½ to 10½c. pitted; nectarines, 9½ to 10½c.

Dates, quiet at 4½ to 5½c.

## You Are Invited . .

TO SEND US BACK EVERY  
POUND OF

# "SALADA"

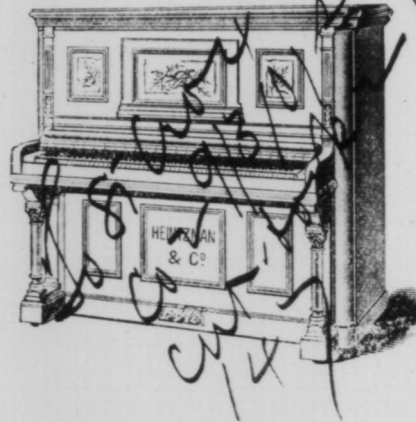
CEYLON TEA

You have in stock, if it is not giving you **better satisfaction** than any tea you ever handled.

**We Challenge** any other house pushing any kind of tea, loose or packet, to insert a similar advertisement to grocers.

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

25 Front St. East,  
and TORONTO  
318 St. Paul St., MONTREAL



Guess the Correct Weight of  
the Big Cake of . . . . .

# SURPRISE SOAP

at the Toronto Industrial Exhibition and the \$800 Heintzman Piano is yours.

GUESSING COUPONS AND FULL PARTICULARS ON APPLICATION.

#### BRANCHES—

MONTREAL: 17 St. Nicholas St.  
TORONTO: Wright & Copp, 51 Colborne St.  
WINNIPEG: E. W. Ashley.

## THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

#### GREEN FRUIT.

Oranges are still in light supply, with the demand good at quotations. Lemons are not as much wanted as they were a week ago. There is a liberal supply of watermelons on the street; the demand is light. Grapes are in liberal supply, with business only moderate. Peaches are in good demand. Plums, on the other hand, are quiet. Apples are in so large demand that there is practically no marketable value for them. We quote: Lemons—Messina, \$6 to \$6.50. Oranges—Rodis, \$6 to \$6.50 per box. Bananas, \$1.25 to \$1.65; coconuts, \$4 to \$4.25 a sack and 60c. per doz; Egyptian onions, \$2 per bag; cucumbers, 10c. per dozen; tomatoes, Canadian, 10 to 15c. per basket; watermelons, 25 to 30c. each; apples, Canadian, 60c. to \$1.25 per bbl.; pears, 40c. per basket, \$3 per bbl. for Bartletts; peaches, 60 to 85c. per basket, for Crawfords; plums, 25 to 75c.; grapes, 2½ to 3c. per lb.; musk melons, 75c. to \$1 per crate.

#### BUTTER AND CHEESE.

**BUTTER**—There is a better feeling for choice selections of dairy butter. Creamery butter is in better demand on account of the lighter supply of choice dairy butter. Medium and low grade dairy butter is accumulating. We quote: Dairy butter—Tubs, 12 to 14c.; for good to choice; low grade to medium, 7 to 9c.; pails and crocks, 12 to 13c.; pound prints, 15 to 16c. Creamery—Tubs, 17 to 18c. 1-lb. blocks, 19 to 20c., according to make.

**CHEESE**—There is a good demand locally, and stocks are light. Prices are firm at 8½ to 9c.

#### COUNTRY PRODUCE.

**BEANS**—Dull at 75 to 85c. per bushel.

**DRIED APPLES**—Dull and unchanged at 2¾ to 3½c.

**EVAPORATED APPLES**—Inactive at 5½ to 6c.

**EGGS**—There is a quantity of No. 2 stock on the market and until this is cleared up the trade does not expect a healthy market. With this difficulty out of the way there would, no doubt, be an improvement in the egg market. We quote: No. 1 stock at 9½ to 10c., and No. 2 at 7 to 8c.

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

**POTATOES**—The demand is fair at 30 to 35c.

#### PROVISIONS.

Provisions are in good demand. Smoked meats all continue active. The shortage in breakfast bacon and hams appears to be more pronounced, a number of packers now being buyers. The low price of long clear bacon is increasing the consumption and sales are larger than they have been for many years at this time.

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

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

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

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

#### FISH.

Fish is scarce this week, most of the whitefish now being required for freezing. A more liberal supply is expected next week. We quote: Lake Erie herring, 2½ to 3c. each; blue back herring, \$1.25 per 100; pike, 4½ to 5c. per lb.; Restigouche salmon, 12½ to 18c.; steak cod, 6½ to 7c.; haddock, 5c.; Lake Erie white fish, 7½ to 8c.; Lake Winnipeg white fish, 6 to 6½c.; salmon trout, 6½ to 7c.; eels, 5 to 6c. per lb.

#### GRAIN, FLOUR, FEED, ETC.

**GRAIN**—Deliveries are more liberal. Prices are steady. We quote: White wheat, 65c. for new; red, 64c. for new; goose, 50½ to 52½c.; oats, 22 to 22½c. for old, and 20 to 20½c. for new; peas, 51c.

**FLOUR**—Business is quiet at \$3.10 for straight roller, Toronto freights.

**BALED HAY**—Is steady at \$11 for carloads of choice on track.

**BREAKFAST FOODS**—Oatmeal is lower on account of the freer offerings of new grain. We quote: Standard oatmeal and rolled oats, \$2.60; rolled wheat, \$2 to \$2.15; cornmeal, \$2.45 to \$2.50; split peas, \$3.25 to \$3.50; pot barley, \$3.25 to \$3.50.

#### SALT.

Business is keeping fairly good at unchanged prices. We quote at Toronto: In carload lots, \$1 per barrel and 60c. per sack; in less than carload lots, \$1.05 per barrel and 65c. per sack. At the wells we quote: F.O.B. barrels, 70c.; sacks 50c. for

## Wm. H. Dunn

Manufacturers' Agent and Grocery Commission Merchant

394 St. Paul Street . . . MONTREAL

Special Facilities for introducing new lines with the Wholesale and Retail Grocery Trade.

## Bright & Johnston

Wholesale Fruit Importers and Commission Merchants.

Consignments Solicited. . . 140 Princess St. Market Square WINNIPEG

Ask the Wholesale Houses for

## Rossiter's Household Brushes

THE BEST.

GEO. ROSSITER - TORONTO

10 to 14 Pape Avenue.

Every up-to-date Grocer should keep

## COWAN'S

HYGIENIC COCOA  
ROYAL NAVY CHOCOLATE  
and FAMOUS BLEND COFFEE

Send your orders to

THE COWAN CO., Ltd.

470 King St. East, Toronto

YOU DESIRE TO INCREASE YOUR TRADE . . .

The most certain way to do so is to handle

## J. F. ROGERS'

JUSTLY CELEBRATED

Breakfast Bacon, Hams and Choice Backs.

OUR LARD absolutely Pure and kettle rendered solely from LEAF LARD

Consignments of Butter and Eggs solicited. Unrivalled facilities for selling these at highest prices. Correspondence invited.

J. F. ROGERS

16, 18 and 20 FRANCIS STREET TORONTO

YOUR CONSIGNMENTS

## FRUITS

CAREFULLY HANDLED BY

CLEMES BROS.

Wholesale Fruit and Commission Merchants

51 Front St. East, TORONTO

points west of Toronto, and 45c. for Toronto and points east of Toronto.

### HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are dull, with cured quoted at 6¼ to 6¾c. Dealers pay 6c. for No. 1, 5c. for No. 2, and 4c. for No. 3.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Lambskins are firm at 40 to 45c. and pelts at 25c.

WOOL—Receipts are fair and prices unchanged. Fleece brings 18 to 19c.; rejections, 15c., and unwashed, 11c. Pulled supers are 20 to 20½c., and extras, 21 to 21½c.

TALLOW—Unchanged at 3 to 3¾c. for rendered and 1¼c. for rough.

### PETROLEUM.

Prices are a little firmer and business is improving. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19½c.; Pratt's astral, 19½c. in bulk.

### MARKET NOTES.

Pimento is firmer.

The Toronto market is almost without fish this week.

First shipments of California dried and evaporated fruits are expected about the middle of October.

P. L. Mason & Co. have been advised by cable of an advance of 1s. to 1s. 6d. in the price of Turkish prunes.

C. Whittall & Co., of Smyrna, cable that the Sultana raisin market has opened at higher prices than last year.

Blaquier & Jones, of Wyoming, write: "Apples are an enormous crop around Wyoming and good sample."

J. L. Watt & Scott have been advised by cable that the price of new season's currants is from 9 to 10s. per cwt. above the opening price of last year.

A circular sent out by Messrs. A. W. Porte and S. R. Parsons, the new proprietors of the Toronto Biscuit and Confectionery Co., says: "Mr. Porte, late managing director of the McCormick Manufacturing Co., London, will have special supervision of the manufacturing departments. The best materials only will be used and every care taken in the manufacture of same to secure goods of the highest uniform quality, that cannot possibly be excelled in the Dominion." As already stated by THE GROCER, the services of the manager of the late company, Mr. H. C. Fortier, have been retained.

### QUEBEC MARKETS.

MONTREAL, Aug. 27, 1896.

### GROCERIES.

DURING the past week there has been no new feature of note in the situation of the sugar market. Advices from abroad on the raw article have been somewhat steadier in tone and values for

## DON'T FORGET . . .

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

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

### HOME-GROWN TOMATOES

Peaches, Pears,

Apples, Lawton Berries.

WRITE FOR OUR PRICES.

Titterington & Co. St. Catharines, Ont.  
Growers and Dealers.

Telephone No. 471.

Established 1870.

## JOHN HAWLEY

Provision and Commission Merchant

Butter Eggs Lard Apples Cheese Etc.

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

88 Front Street East, Toronto

## MORROW & EWING

General Commission Merchants

13 John St., MONTREAL

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

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

Samples and particulars on application. Wholesale supplied only.

ESTABLISHED 1892.

## Butter and Eggs WANTED NOW!

Rutherford, Marshall & Co.

General Produce and Commission Merchants

62 FRONT ST. EAST, - TORONTO.

Egg Cases supplied on application.

Correspondence Solicited.

## FANCY

PATNA  
JAPAN  
JAVA  
BURMAH

"MOUNT ROYAL MILLS"

## RICES

D. W. ROSS CO., Agents, MONTREAL

# 4TH Brand HAMS, BACON, LARD

All finest quality.

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

**CRISP SODAS**

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

Their increasing sale is rapidly proving it.

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

beet show very little change, while in New York the market for both raw and refined has ruled quiet and about steady at the recent decline. The demand on spot has been of a limited character owing to the fact that buyers have ample supplies on hand and until such are worked off refiners do not anticipate much activity in the near future. The market on the whole is quiet and the volume of business is small for this season of the year. Granulated in round lots of 250 barrels and over is offering at 4½c. and in a jobbing way at 4¾c., while yellows range from 3½c. to 3¾c., as to quality, at the factory.

**SYRUPS.**

The demand for syrups does not improve any and, in consequence, the market rules quiet but steady at 1½ to 2¾c. per lb., as to quality, at the factory.

**MOLASSES.**

The market for molasses has continued to rule very quiet, and no sales of importance have taken place owing to the fact that wholesale grocers have ample stocks on hand, consequently importers do not anticipate much improvement until such are moved off. The stock in first hands is large and the feeling is somewhat easier, but no actual decline in prices has taken place, although holders would probably shade present prices in order to place a round lot. We quote Barbadoes at 27½ to 28c., and in a jobbing way at 30 to 31c.

**RICE.**

The demand for rice is still good and the market is active and firm. We quote: Crystal Japan, \$4.75 to \$5; standard B., \$3.45; polished Patna, \$4.75 to \$5; Carolina, \$6.50 to \$7.50, and Java, \$3.75 to \$4.

**SPICES.**

There is no change in spices and business rules quiet, the demand being only for small lots. We quote as follows: Pure black pepper, 10 to 12c.; pure white, 15 to 22c.; pure Jamaica ginger, 20 to 25c.; cloves, 15 to 20c.; pure mixed spice, 25 to 30c.; cream of tartar, French, 25 to 27c.; ditto, best, 28 to 30c. per lb.; allspice, 10 to 14c.; nutmegs, 60 to 90c.

**COFFEE.**

This market is dull and without any new feature to note, the demand being only for

small lots to fill actual wants. We quote : Rio, 16½ to 17½c.; Maracaibo, 17½ to 18c.; Java, 24 to 27c., and Mocha, 23 to 28c.

**TEAS.**

The demand for teas continues to be principally of a jobbing character and the volume of business doing is small, but as stocks in second hands are said to be small, a decided improvement is looked forward to after the turn of the month. A few small sales of new crop Japans are reported at 14¾ to 15½c., and some of fine quality at 17½c., while blacks have sold all the way from 10½ to 20c., according to quality. We quote : Young Hysons, 10 to 18c. for low grades, 24 to 27c. for mediums, and 30 to 45c. for high grades; China Congous, 11½ to 18c. for mediums, and 25 to 55c. for high grade; Japans, 12 to 20c. for mediums, 28 to 35c. for high grades; Indians and Ceylons, 18 to 22c. for mediums, and 30 to 65c. for higher grades.

**DRIED FRUIT.**

Business in California dried fruit on spot has been quiet, but for future delivery a fair number of orders have been placed for new crop goods at full prices. We quote: 4½c. to 5c. for 2-crown; 5¾c. to 6c. for 3-crown; and 7c. to 7½c. for 4-crown.

In Valencia raisins there is no change. Cables from Denia have been received quoting all August shipments to New York at 13s. to 20s., as to quality, cost and freight. We quote : Off-stalk ordinary, 4¼ to 4½c.; fine, 5c., and selected, 5½ to 6c.

Currants continue quiet and unchanged at 3½ to 3¾c. barrels, 4 to 4¼c., half-barrels, and 5c. in cases.

A fair business is reported in prunes, and values rule steady at 5 to 5¼c. for French and 6c. for Austrian.

**NUTS.**

This market is very quiet, as is usual at this season, and prices show no change. We quote : Grenoble walnuts, 11 to 11½c.; Brazils, 11c.; almonds, 10½ to 11c.; filberts, 7 to 7½c.; peanuts 7 to 9c., and cocoanuts, \$4 to \$4.50 per 100.

**CANNED GOODS.**

In this branch of the trade business continues exceedingly quiet, owing to the fact that buyers have ample stocks on hand, and until they reduce such, few contracts for the new pack will be made. We quote as

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

**GREEN FRUIT.**

Under lighter receipts the apple market has been somewhat firmer and sales of Canadian Duchesses have been made at an advance of 25 to 50c. per barrel over the previous week, but the prospects are that this rise will not be maintained. The stock of oranges is about exhausted here, consequently it is difficult to quote prices. The advance in lemons has been fully sustained, and as further large shipments have been made to New York and other points it is said that stocks here are now light. Bananas continue in slow demand owing to the large offerings of other kinds of fruit. The receipts of Canadian peaches have been more liberal, but as the demand is ample to absorb all offerings prices rule about steady. We quote : Peaches, 45 to 75c. per Canadian basket; pears, 30 to 40c.; plums, 50 to 60c.; apples, \$1 to \$1.75; dried apples, 3 to 3½c.; evaporated, 5½ to 6c.; bananas, 75c. to \$1.50; lemons, \$2 to \$4.50; oranges, \$2 to \$3.25, according to brand and package.

**COUNTRY PRODUCE.**

EGGS—The tone of the egg market has been strong, and prices have advanced ½ to 1c. per dozen, which is due principally to the considerable enquiry from foreign buyers by cable of late for new laid stock, and a number of sales have been effected for prompt shipment at satisfactory prices. This has caused a scarcity of choice stock to some extent, and as there is only 20 to 25 per cent. of the receipts coming forward fit for shipping the advance in prices is likely to be maintained. Choice near by new laid are selling at 12½ to 13c.; choice candled stock at 9½ to 10c., and culls at 7½ to 8c. per doz.

THAT ARE ALIKE { .. TENDER .. DELICIOUS FLAVOR.

2 PEAS

STRATHROY

PEAS

NEW-PROCESS

AND

FRENCH PEAS



AN OPEN LETTER TO THE MERCHANTS OF CANADA



Dear Sirs :

It has been our custom for a number of years to invite our friends and patrons visiting the **Great Industrial Exhibition**, to make our offices and warehouses their headquarters during their stay. We feel gratified at the manner in which so very many have in the past taken advantage of our invitation and herewith extend a cordial invitation to all our friends in the trade to call upon us. Our travellers and salesmen will be on hand to render any assistance and furnish information desired and make your stay pleasant and profitable. Come, a hearty welcome awaits you.

Respectfully yours,

**THE EBY, BLAIN COMPANY, Ltd.**

Wholesale Importing and Manufacturing Grocers

Cor. Front and Scott Streets

TORONTO, CANADA

**BEANS**—There is no change in the market for beans, sales being very slow and prices nominal at 70 to 75c., in car lots, and 80 to 90c. in a jobbing way.

**TALLOW**—Market dull and unchanged at 4c.

**HOPS**—Demand limited at 5c. to 7c., as to quality.

**HONEY**—Receipts fair, but the demand is slow at 10 to 12c. per lb. for comb.

**BALED HAY**—The demand for baled hay continues fair, and prices have ruled steady at last week's decline, old No. 1 selling at \$12 to \$12.50, No. 2 at \$10 to \$10.50, and new No. 1 at \$11 to \$11.50 per ton, in car lots on track.

#### PROVISIONS.

A fairly active trade has been passing in hams and bacon, and prices show no change. In pork the feeling is easy at the decline noted last week, and holders would probably shade present prices in order to place a round lot. We quote as follows: Canadian short cut, clear, \$10 to \$10.50; Canadian short cut, mess, \$10.50 to \$11; hams, city cured, per lb., 7½ to 9½c.; lard, Canadian, in pails, 7 to 7½c.; bacon, per lb., 8½ to 9½c.; lard, com., refined, per lb., 5 to 5½c.

#### FLOUR, MEAL AND FEED.

In Manitoba grades of flour a fair volume of business is reported on both local and country account, and prices rule firm at the advance noted last week. Business in Ontario grades has only been moderate, and holders in some cases show a disposition to shade prices for round lots. We quote: Winter wheat, \$3.60 to \$3.80; spring wheat, patents, \$3.75 to \$3.90; straight roller, \$3.40 to \$3.50; straight roller, bags, \$1.60 to \$1.65; extra bags, \$1.30 to \$1.35; Manitoba strong bakers', \$3.25 to \$3.50.

The market for meal is in an unsettled state and further cutting in prices for rolled oats has been done, recent sales in barrels having been made at \$2.50, but we quote \$2.50 to \$2.60.

The demand for feed keeps up and prices are maintained. We quote: Bran, \$11 to \$12; shorts, \$11 to \$13; mouillie, \$15 to \$17.

#### CHEESE AND BUTTER.

During the past week the cheese market has been somewhat unsettled, and the edge is off. On Monday, between 3,000 and 4,000 boxes arrived by boat and rail from the French districts and sold at 8c., which is a decline of ¼c. on last week's figures. In western goods no important business has been done, but 8¼c. is about the idea for finest.

In butter, buyers of creamery have hardly been so enthusiastic as they were last week, and sellers who were asking 19c. for choice are in the minority, and some shippers who found themselves over-supplied have been offering fresh made at 18½c., and even this figure shows an advance of ½c. on the week.

#### ASHES.

This market has ruled quiet and prices are unchanged. We quote: Firsts, \$3.50 to \$3.55; seconds, \$3.05, and pearls, \$4.55 to \$4.60 per 100 lbs.

Every theory has not value, but every theory should be weighed or tested before being thrown away.

### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., Aug. 27, 1896.

**T**HIS, the last week in August, has in no way changed its reputation as a quiet month. Merchants are, however, making preparations for a much larger trade during September. There is little new. The small excitement in beans noted last week has quieted down. During this week there has been no further advance, but the market is firm at 5 to 10c. per bush. higher than two weeks ago. Some American lard in tubs, pails and tins is now here. Style of package and quality of goods are both good. In fruit New Brunswick plums and apples arrive freely. Nova Scotia apples are also arriving and their plums will be right along in large quantities.

**OIL**—Present demand continues light, and as yet but few orders for future have been taken. Prices for Canadian are rather higher, but to some points of shipment small concessions have been made. We quote: American burning oil, 21 to 22½c.; best Canadian, 19 to 20½c.; prime, 17 to 18c.; no charge for barrels.

**SALT**—The amount of freight paid on coarse salt has much to do with its cost. The fact that only steamer freights offer from Liverpool, and those would be too high, the more on account of the small quantity that would be needed, account for no direct importations, as the market is bare and dealers would buy if they could get it here. What supplies are coming dealers buy and have shipped via Boston. Prices here are held firm, and there is fair demand. The demand for Canadian 3, 5, and 10 lb. bags is less from year to year, the wood boxes being preferred. We quote: Coarse, 50c.; factory-filled, 95c. to \$1; 5-lb. bags, in bbls., \$3.25; 10-lb. bags, in bbls. \$3; butter and cheese salt, bulk, \$2.60 to \$2.65 per bbl.; 20-lb. wood boxes, 20c; 10-lb. wood boxes, 12c.; cartoons, \$2 per case of 2 doz

**CANNED GOODS**—There is little new. Owing to the low prices quoted a larger quantity of corn, peas and tomatoes have been bought than the earlier season gave promise of. In fruits, outside of peaches and gallon apples, few are bought for this market. Pears, perhaps, range next in quantity. California cherries, it is reported, will be high, owing to an almost failure of crop. Nova Scotia packers are offering gallon apples, plums and pears below Ontario prices. Quality, particularly apples, is very fair. Dealers, however, look for still lower prices in apples. Nova Scotia crab apples are also offered low, but no demand is noted here. We quote as follows: Corn, 70 to 75c.; peas, 75 to 80.; tomatoes, 75 to 90c.; gallon apples, \$2 to \$2.25; corned beef, Canadian, \$2.25 to \$2.35; American, 2-lb tins, \$2.40 to \$2.50; 1-lb tins, \$1.30 to \$1.50; oysters, 2's, \$2 to \$2.25; 1's, \$1.35 to \$1.50; peaches, 3's, Canadian, \$2.85 to \$3.10; 2's, \$1.90 to \$2; pineapple, \$2.25 to \$2.75; salmon, \$1.35 to \$1.40; haddies, \$1.25 to \$1.30; clams, \$5 for 4 doz; chowder, \$2.75 for 2 doz.; scallops, \$5.50 to \$5.75 for 4 doz.; Digby



# IN DUTY BOUND



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

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

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

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

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

## Confederation Life Association.

Head Office: Toronto.

**TRADE  
BEARDSLEY'S SHREDDED CODFISH  
MARK**

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

SELLING AGENTS: J. Harley Brown, London; R. Thomson, Hamilton Chambers, 17 St. John St., Montreal; J. E. Huxley, Winnipeg; J. Hunter White, St. John, N.B.; W. H. C. BURNETT, General Western Manager, 509 Masonic Temple, Chicago, Ill.  
**J. W. BEARDSLEY'S SONS, New York, U.S.A.**

**Eminently  
Interesting...**

Is the constantly increasing demand for goods which give uniform satisfaction. As an aid to the development of trade close touch with such goods is invaluable. They give double profit to the wide-awake grocer who gives them a prominent display.

Try the experiment with Cottams Bird Seed. Its intrinsic worth as a seed is unequalled. And the patent "Bird Bread," patent Holder and Beak Sharpener in each packet, make it double the worth of any other brand. All wholesalers.

**Dawson & Co.**

**FRUIT  
PRODUCE  
and COMMISSION MERCHANTS**

**32 WEST MARKET STREET**

Consignments Solicited **TORONTO.**

GEORGE McWILLIAM. FRANK EVERIST.  
**TELEPHONE 645.**

**McWILLIAM & EVERIST**  
GENERAL... **FRUIT  
Commission Merchants**

**25 and 27 Church street,  
TORONTO, ONT.**

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.

All orders will receive our best attention.

**COOKED MEATS**

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

**F. W. Fearman**  
HAMILTON

chickens, \$1 per doz.; kippered herring, \$1.10 per doz.

**GREEN FRUIT**—In both New Brunswick and Nova Scotia the apple crop is very large; those grown in New Brunswick are chiefly fall apples. This fruit coming forward has about driven other apples out of the market. Some very good fruit is to hand and prices rule low and easy. A great improvement could be made in the apple business if all apples from Nova Scotia were consigned to dealers in place of being retailed from schooners, in which they are brought here, by the captain of the vessel. In plums the New Brunswick fruit has been to hand about a week, and Nova Scotia are now coming. Crops are large and prices rule low for so early in season. Malaga grapes are to hand; prices are higher than are expected when next shipment is received. Canadian grapes are daily expected. Very large quantities of this fruit are sold here. Demand for California pears is large. Delaware peaches are being freely received. We quote: Lemons, \$6 to \$6.25; Valencia oranges, \$6 to \$6.10; bananas, \$1 to \$2.50; grapes, \$3 per crate; California plums, \$2 to \$2.25; peaches, \$1.50 to \$2.25; melons, 40 to 50c.; apples, \$1 to \$2 per bbl.; keg grapes, \$5.

**DRIED FRUIT**—Evaporated apples (new) are daily expected. They are early this season. Prices are low, but the feeling is easy so far. But a small quantity has been bought, as the quality of later apples is better, and it is thought prices at least will not be higher. For dried there is no sale, though a quantity are still held. Dealers have largely placed their orders for dates and figs. Raisins have not yet been largely bought, but enquiries are being made. From present outlook California loose muscatels will likely range higher than last season. Coconuts find active demand. Quotations received on Virginia peanuts are lower. We quote as follows: Valencias, 4 1/2 to 5c.; layers, 5 1/2 to 6c.; California L. M. 3-crown, 6 1/2 to 7c.; London layers, \$2 to \$2.25; currants, cases, 4 to 4 1/2c., bbls., 3 3/4 to 4c.; cartoons, cleaned, 6 3/4 to 7 1/2c.; bulk, cleaned, 5 1/2 to 6 1/2c.; prunes, boxes, 6 to 7c.; dates, 4 1/2c.; dried apples, 4 to 5c.; evaporated apples, 6 1/2 to 7c.; Egyptian onions, 1 1/2 to 1 3/4c.; coconuts, \$4 to \$4.50 per 100 lbs.; figs, 9 to 10c.; Sultana raisins, 6 1/2 to 7c.

**DAIRY PRODUCE**—Except eggs, market is firmer all round. There is a much better demand noted for good butter, but, though prices are better, dealers will not pay the prices quoted by local creameries. Cheese shows but little increased demand. Our factorymen have not pushed sales owing to low prices, and have stocks still

**MOULTING SEASON**

being now here your customers' canaries will require the most nourishing food, which is



**BROCK'S BIRD SEED**  
All wholesalers...  
**NICHOLSON & BROCK - TORONTO**

**REMOVAL . . .**

We are removing to a larger warehouse, 33 Church street, where we will be open for large consignments of Produce. Ample storage free. Correspondence invited. Prompt returns.

Reference—Bradstreet's Agency.

**H. P. Gould & Co.**

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

**We Can Sell . .**

any quantity of good **Fresh Eggs** at top prices, also **Choice Dairy Butter** in pounds and tubs. **Quick Sales. Prompt Returns.**

**WM. RYAN**

**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.**

**BREAKFAST BACON, HAMS**

The Famous **MAPLE LEAF** Brand

We are offering special inducements in above brand of Smoked Meats and Pure Lard. You may as well derive the benefit of this. Write us.

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

Pork Packers, Toronto, Ont.

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

**Wholesale Fruit and  
Commission Merchants**

Consignments Solicited.

in hand. A much better feeling is noted, and they look for higher prices. It is very much hoped prices will advance, as they have been too low and the interest is a very important one. It will be found, however, hard to move June made cheese. We quote: Dairy butter, 16 to 17c.; new creamery, prints, 20c.; do., tubs, 18 to 19c. Cheese, 9c. Eggs 9 to 10c.

**SUGAR**—There continue to be but limited sales made by refineries owing to stock here still being large, on some of which a loss is being made. Demand is but fair. We quote: Granulated, 4½ to 4⅝c.; yellows, 3½ to 4c.; Paris lump, 6c.; powdered, 5¼ to 6c.

**MOLASSES**—There is but a quiet sale at present. A small cargo arrived this week of Porto Rico for Fredericton—the second this summer. Prices are easy, with Barbadoes ruling low. In syrup the trade here is light. Quality of Canadian syrup does not give satisfaction, and best quality rules high, while American syrup is largely prohibited by the high duty. Except for this a good syrup could be sold low. We quote: Barbadoes, 27 to 28c.; Porto Rico, 30 to 34c.; New Orleans, bbls., 30 to 36c.; Antigua, 25 to 26c.; syrup, 36 to 38c.; Nevis, 25 to 26c.

**FISH**—In this line trade during the week has been rather quiet. Dry cod show the best movement, and prices are held firm; but small supplies are coming in. Large cod are very scarce. In pickled herring, while Bay herring are in light supply, better grades (as Eastern Shore) are hardly yet in the market, though a few have been received. Shad so far have been a very light catch, and there is a good demand for them fresh. Quite a large quantity are smoked, and they are very much liked here that way. Pickled shad have fair demand, those packed from fall-caught fish being the best. Alewives have made little movement as yet, but prospects are for low figures. Fresh smoked haddies have a large sale here, and rightly. In smoked herring there is no improvement. We quote: Large cod, \$3.40 to \$3.45; medium, \$3.20 to \$3.25; pollock, \$1.20 to \$1.25; bay herring, \$1.20 to \$1.25 per half-bbl.; new smoked, 4 to 5c.; shad, half-bbl, \$4.50 to \$5; Shelburne, \$2.75 bbl.; boneless, 2½ to 8c.; shad, fresh, 8 to 9c.; Canso, 4c.

**PROVISIONS**—There is little new to report, except the arrival of a car of American lard, which is found very attractive in both style of package and quality of goods. Pork has not advanced, as was hoped. We quote: Clear pork, \$13 to \$13.50; mess, \$13 to \$13.50; beef, \$11.50 to \$12.25; hams, 10 to 11c.; rolls, 7½ to 8c.; pure lard, tubs, 7 to 8c.; compound, 6½ to 7¼c.; pure lard, pails, 8 to 8½c.

**FLOUR, FEED AND MEAL**—There is quite a good inquiry for old-wheat flours, and prices are held firm. For low-grade flours and feed the demand is light. Beans are held firmer here, and though a large part of the present stock was bought above selling price, even with advance holders are hopeful of better things. Hay is turning out a better crop than was expected. Prices hold firm. New hay will soon be a feature. There is still a very large demand for cornmeal. We quote as follows: Manitoba flour, \$4.40 to \$4.50; best Ontario, \$4.00 to \$4.20; medium, \$3.85 to \$3.95; oatmeal, \$2.90 to \$3.10; cornmeal, \$1.95 to \$2; middlings, car lots, in bulk,

\$15.50 to \$16; bran, do do, \$14.50 to \$15; hand-picked beans, 90c. to \$1; prime, 80c.; oats, 31 to 33c.; hay, \$12.50 to \$13.50; barley, \$3.50; round peas, \$1.10 to \$1.20; split peas, \$3.40 to \$3.50; yellow eye beans, \$1.75.

#### ST. JOHN NOTES.

Moncton offers special inducements to a company putting a cold storage warehouse there.

American lard can afford to pay 2c. per lb. duty and freight from Chicago and then cost less than Ontario lard.

SS. Pentagoet is again running regular trips between New York and St. John. The influence on freights is at least appreciated by importers.

A display of "La Delicatess" cheese in the window of W. A. Magee's handsome store attracts much attention. This cheese is much appreciated by connoisseurs.

The St. John grocers are not the only ones to have a picnic. This week those of Calais, Milltown and St. Stephen joined in a day's outing, which was a success, and it is thought to make it an annual affair.

Importers of Maconochie's pickles, for which there is a large and growing demand here, have been much disappointed through the delay of late in receiving their shipments. THE GROCER learns the delay has been caused by the moving of the pickle factory to London, and that shipments will be received by next steamer. Maconochie Bros. regret the delay very much, but believe the move will much facilitate future business.

The banks through the Lower Provinces are now charging 5 per cent. discount on American paper. Our city banks have not, for years, taken the silver, but those banks that have now charge 20 per cent. Some banks include American checks in the 5 per cent discount. Quite a number of requests are being received by the banks from Americans to put money on deposit and interest. As a rule the banks will not allow them the same interest they pay province depositors. Some merchants are making an ad. of the banks' position on American money, and offer 5 per cent. premium to purchasers of five dollars' worth of goods.

#### OFFICE RULES.

Smoke a short clay pipe at the door. It will attract custom.

Spit on the floor. A clean floor gets wearisome.

Talk and laugh loudly in the presence of customers. They like it.

Stand at the back of the store. Customers enter by the lane.

Whistle popular songs. You can be sure people never heard them before.

The bookkeeper has nothing to do. Go and have a chat with him. He likes company during office hours.

Use lots of technical language to your customers. The less they understand the more they buy.

Never forget for a moment that you are an ornament to the store and to the business.

## Joseph Carman

Mercantile Broker and  
Manufacturers' Agent,

Correspondence Solicited.  
References—  
All wholesale Grocers.

WINNIPEG, MAN.

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

PEERLESS

MACHINE 

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

SAMUEL ROGERS & CO.

Sole proprietors, Toronto, Ont.

## ALBERT PAIN . . .

36 Merrick St.,  
HAMILTON, ONT.

PRODUCE AND COMMISSION MERCHANT

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

TELEPHONE 1211.

## E. T. STURDEE

Mercantile Broker,  
Manufacturers' Agent,

ST. JOHN, N.B.

Etc., Etc.

Wholesale trade only.

## EPPS'S COCOA

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

Special Agent for the Dominion

G. E. COLSON - MONTREAL

## VINEGARS

Made under Government Super-  
vision. Absolutely pure.

BADGEROW  
SCOTT & CO.

79 and 81  
JARVIS ST.  
... TORONTO.

## THE GOODS

Which pay best to push are those  
which you can recommend.

## "GOLDEN" HADDIES

ARE THE LEADERS

Once tried always used.  
Every can guaranteed.

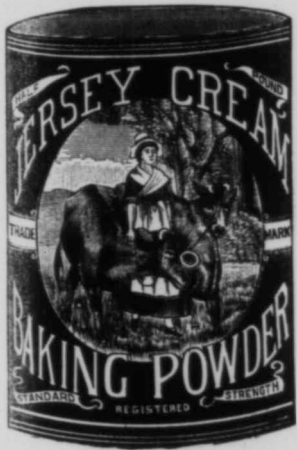
Every can full weight,  
1 lb. smoked Haddies.

Sold by your wholesaler.

NORTHROP & CO.

Canners' Agents.

St. John, N.B.



# Jersey Cream Baking Powder

We don't need to say anything about it if you will only give it a trial with your customers.

**Lumsden Bros., Hamilton, Ontario**

## Our Reputation

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

**"KENT"**

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

THE . . .

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

## If You Come To The Exposition

and are in need of

**WHITE WINE**

**PICKLING VINEGAR**

or any other line of our goods we shall be pleased to take your order, but hope you'll call on us whether you want anything or not.

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

Vinegar Manufacturers

TORONTO

We have kept in . . .

**COLD STORAGE**

a few 10 lb. boxes of **FIGS**

. . . also . . .

**LAYER VALENCIA RAISINS**

**JOHN SLOAN & CO.**

45 Front Street E.

Wholesale Grocers

TORONTO

We are now Offering  
Special Values in

SUGARS  
SYRUPS  
FRUITS  
JAPAN TEAS

Also

RIO COFFEE to arrive

**WARREN BROS. & CO.**

35 and 37 Front St. East, Toronto.

## Dried Fruits

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

At low prices.

**T. KINNEAR & CO.**

49 Front St. East, TORONTO

## Piquant Pickles

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

## East India Pickle Spice

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

**Todhunter, Mitchell & Co.**

TORONTO

## SOUPS

TO THE TRADE.

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

**Second to None  
in the Market**

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

**W. OLARK, MONTREAL**

See prices current for quotations.

## JAPAN TEA

Our Brands

"MOON"  
"CRESCENT"  
"TEA HOUSE"  
"SAILOR BOY"

Large shipment arriving.

**PERKINS, INCE & Co.**

TORONTO.

*Laurentian  
Spring Water*

Bottled by the

LAURENTIAN SPRING WATER CO.

90 Beaudry Street

MONTREAL

IS . . .

FINER THAN ANY IMPORTED WATER

And comes within the reach of all.

ASK FOR SAMPLE AND PRICE.

## THE CYCLIST

with a supply of

## JAMIESON'S BISCUITS

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

None better—scarcely so good, in fact.

ALL GROCERS KEEP THEM

Manufactured by

R. E. JAMIESON - OTTAWA

### HALIFAX TRADE GOSSIP.

THE crop report of the Nova Scotia Government just issued is of a most encouraging nature and bears out the forecast which has already appeared in THE GROCER. It says:

"It may be said generally that this is a most fruitful year. With the exception of a somewhat light hay crop, and this principally in the western part of the province, the outlook is of a very satisfactory character. As will be seen by reference to the returns from Annapolis and Kings, the garden fruit counties of the province, the promise of a magnificent output of apples places this important branch of agriculture beyond peradventure."

The following summary gives the condition and probable yield over the whole province:

Hay on upland 96 per cent. of a full average crop.	
Hay on improved dykeland, 97 per cent. of a full average crop.	
Hay on intervale land, 100	" " "
Potatoes, 94	" " "
Oats, 102	" " "
Wheat, 97	" " "
Barley, 98	" " "
Buckwheat, 97	" " "
Mashley or Mixed Feed, 98	" " "
Indian Corn for Ensilage, 95	" " "
Mangel Wurtzel, 85	" " "
Turnips, 96	" " "

Some months ago a Retail Grocers' Association for Halifax and Dartmouth was started, with every prospect of a useful and long existence. The secretary of the association, who has conducted a department in the interests of that association in the columns of THE Maritime Merchant, filled up his space last week with the following:

"This may be the last occasion that we are privileged to devote this space to the support of the Halifax and Dartmouth Retail Grocers' Association. At the moment of writing the life of this honorable body, which in its infancy

gave promise of a useful and vigorous manhood, seems doomed to premature decay. It has not exactly dried up and blown away, for the pillars of the organization are still hopeful of resuscitating it, but the rank and file of its fighting strength, the people who vote and take part in the discussion at its monthly meetings, have gathered up the folds of their garments and by their action have said, 'no more of it.' A final action will be made this week to rally the members together, and if that proves unsuccessful, the executive will square up its accounts and go out of business. We refrain from moralizing on this possible ending of what might with general co-operation be a real good thing. We have said so much and endeavored to impress so earnestly upon the retail grocery trade the benefits of association work that to proffer additional advice would be but tearing a leaf from the parable of the man who 'cast his seed upon strong ground.'

But the association lives, moves and has a being. The secretary adopted the above means to rouse the members. It was successful. A large and enthusiastic meeting was held on Tuesday evening and the members discussed the peddlers' nuisance. They will ask the Dry Goods Association to help them suppress the nuisance. The association is a very lively corpse and has entered a most emphatic protest against being buried.

The markets in breadstuffs are quiet, but steady. Wheat advanced 2c. in Chicago at the close of last week. From all appearances flour will not go lower. Manitobas have advanced 15c. per barrel recently.

Oatmeals and rolled oats have touched bottom.

Oats are dearer.

Corn and cornmeal are quiet and steady at the low prices recently touched.

Beans are advancing. The crop is said to be injured.

Mill feeds are slightly firmer than last week.

Quotations are merely nominal, as there is always someone on this market ready to

sell goods below cost. We quote: Flour, Ogilvies or "Five Lilies," \$4.40 to \$4.50; Ontario made Manitobas, in wood, \$3.80 to \$4; Manitoba shipments, in sacks, \$4.20 to \$4.25; Ontario and Manitoba mixed: for patents, \$3.75 to \$3.85; 80 per cent. do., \$3.70 to \$3.80; 90 per cent. do., \$3.60 to \$3.70; low grades, \$3.15 to \$3.25; oatmeal and rolled oats, \$2.70 to \$2.80; cornmeal, \$1.85 to \$1.95; middlings, per ton, \$17 to \$18; shorts, \$15 to \$16.50; bran, per ton, \$15 to \$16.50; white oats, per bush., in sacks, 31 to 32c.; cotton seed meal, per ton, \$22 to \$23; oat cake meal, per ton, \$23 to \$24; hay, per ton, \$12 to \$13; split peas, \$3.15; pot barley, \$3.50; white beans, per bush., 85 to 95c.; No. 1 chopped feed, per ton, \$18.50.

Considerable fish is going forward. The P. E. Island mackerel catch is a failure. Louis Butter is loading the steamer Beta for Haytian ports. Her cargo will be principally fish. He sends a cargo out every month. Last month's cargo was worth \$32,000. Quotations are as follows: Shore cod, dry, tol quol, prime, \$2.50 to \$3.50; small bank do., \$2.25 to \$2.50; large do., \$2.75 to \$3; bay do., \$2 to \$2.25; Labrador, \$2 to \$2.25; Cape Breton haddock, \$1.50 to \$1.75; hake, \$1.25 to \$1.50; pollock, \$1.50; split herrings, No. 1, \$1; shore do., large fat, \$3 to \$3.50; alewives, \$3; mackerel, No. 3, large, \$7.50 to \$8; salmon, No. 1, \$12; No. 2, \$10.50; No. 1, small, \$9.

The molasses market remains quiet and unchanged. Quotations are: St. Croix, 28c.; Porto Rico, 32c.; Trinidad, 27c.; Barbadoes, 32c.; Demerara, "M. R." brand,

39c.  
Kitts  
Pr  
high  
worth  
\$15.  
\$12.  
Ca  
deal  
Gallo  
strin  
\$2.1  
1's  
slic  
tona  
T  
gree  
and  
in th  
vanc  
300  
to s  
read  
form  
per  
at  
wort  
Am  
as y  
T  
Gra  
37-  
E  
at  
Cre  
ery

## The Importance of Pushing High-Class Goods must not be Overlooked

WE HAVE DONE IT SINCE WE STARTED BUSINESS AND ARE SATISFIED WITH THE RESULT.

In Baking Powder **PUSH** only those made from absolutely pure Cream Tartar and Soda. (There is a demand for cheap powders at present, which you must meet—but don't **PUSH** them; they will not add to your business reputation).

We claim **PURE GOLD BAKING POWDER** to be the **BEST IN THE WORLD**. It gives your customers best satisfaction and costs you less than any other Cream Tartar Powder.

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

39c.; Demerara, "N" brand, none; St. Kitts, 28c.

Provisions are inactive. Hams are  $\frac{1}{4}$ c. higher. Chicago mess pork, duty paid, is worth \$14 to \$14.25; clear mess, \$15 to \$15.25; P.E.I. mess is quiet at \$12 to \$12.50. Sugar-cured hams are worth 11  $\frac{1}{2}$ c.

Canned goods are in fair demand, and dealers are expecting a good season's trade. Gallon apples are worth \$1.90; butter and string beans, 90c.; Boston baked beans, \$2.15; corn, 90c.; peas, 85 to 90c.; pears, 1's, \$1.75; peaches, 2's, \$1.85; pineapples, sliced, \$2; plums, \$1.75; strawberries, \$2.40; tomatoes, 95c. to \$1.

The market is fairly well stocked with green fruits. Native apples are coming in and are looking well. There are no oranges in the market. Lemons show another advance, being quoted at \$6 to \$7 per case of 300 Messinas. Bananas are steady at \$1.75 to \$2.25. California Bartlett pears sell readily at \$2.75 per bushel basket. California peaches are in good demand at \$1.50 per 15-lb. box. American cucumbers sell at \$2.50 per 100. California plums are worth \$2 per crate of four baskets. Some American grapes are coming in, but are not as yet in demand.

There is no change in the sugar market. Granulated is quoted at 4  $\frac{1}{4}$ c., and yellows 37-16 to 3  $\frac{1}{4}$ c., at the refinery.

Eggs are dull at 11c. Cheese is jobbing at 8 to 8  $\frac{1}{2}$ c. Butter is without change. Creamery in tubs is worth 19c., and creamery prints, 19c.

### CITY TRAVELERS' GAMES.

The first annual half-day outing of the City Travelers' Association, of Toronto, was held at Hanlan's Point on Wednesday. An interesting programme had been prepared, but, owing to the rain, it was found impossible to run them off. The events left to be contested at a future date are two bicycle races, two ladies' races, baseball match between grocers and travelers, and a tug-of-war—Retail Grocers' Association vs. City Travelers' Association. The judges were Messrs. Robert Christie, R. McKay and C. E. Edmonds.

### PERSONAL MENTION.

Mr. Percy Eby, of the Eby, Blain Co., Ltd., Toronto, is again back to business after a holiday trip extending as far as Winnipeg.

D. J. McLeod, who represented Balfour & Co., Hamilton, on the road for a number of years, has opened a grocery store in Tilsonburg. He is a constant reader of THE CANADIAN GROCER.

Mr. Patrick, representing Robert Greig & Co., went to London, Ont., this week. He is making some good sales.

Mr. A. R. Heath, formerly of Toronto, but now of the firm of Rodewald & Heath, Shanghai and Hankow, China, is in Toronto this week, on his way to Germany and Russia. He states that last year's operations were satisfactory, and he looks forward to a good business this year.

### A MEAN THING TO DO.

I have met with many mean things in the way of business, writes "Vulcan" in Ironmonger, but the incident I am about to relate surpasses all that has come within my knowledge. A trader lost his father, and according to custom had some funeral cards printed in orthodox fashion. He supplied himself with more cards than he could send out, and in order to utilise them, and to take advantage of the reforms placed at his disposal by the postal authorities, he thought it a good thing to use the surplus as postcards. He drew his pen through the printed announcements, the text of Scripture, and the usual verse of poetry, wrote the address on one side, and his business communications on the other side. A friend a day or two ago showed me one he had received, on which, strangely enough, was an order which any man with a due regard to the amenities of commerce would have sent under seal. In my mild manner I have described the action as mean, but my friend said it was positively indecent, and sure enough he was right.

The Eby, Blain Co., Ltd., have made arrangements with the Michigan Salt Association, the largest manufacturers in America of the finest vacuum process salt, to handle their products, and are prepared to quote prices on all grades of salt: common, fine dairy, table, rock, crushed rock salt, refrigerating, etc., delivered in carload lots at any railway station in Canada. They solicit inquiries for quotations.

## The Main Building . . .

Eastern entrance at the Toronto Fair you will find the largest and most attractive display of Cereal foods ever made in Canada. Have a look at us. . . . .

**THE IRELAND NATIONAL FOOD CO., LTD.,**  
**TORONTO.**

### THE ST. JOHN GROCERS' PICNIC.

**F**OLLOWING the example of western cities St. John has had a grocers' picnic. Though gotten up by the retailers it was largely attended by the wholesale men. Among the grocers in the city there was an appearance of a public holiday. The leading wholesale stores were closed all day, and between ten and twelve of the retailers closed. The picnic was held on the Isle of Pines, about two hours sail up the beautiful St. John River. The sail up and back was a great pleasure in itself. The scenery, always beautiful, looked its best. The return journey was by moonlight. The day was almost perfect, being fine and cool. Upwards of 2,000 attended, three steamers being required, one of which made two trips each way. The day was somewhat marred by an accident which might have proved serious, Mrs. Daniel Vanwait being shot in the hip

by a stray bullet from a gun being used in target competition. Mrs. Vanwait suffered a good deal, but besides being laid up for a few days nothing more serious is expected.

The chief interest of the day was in the races, which consisted of yacht races, canoe races, lapstreak and four-oared race. During the afternoon two tugs brought up large parties to see these, particularly the four-oared race. A game of ball between the north and south-end grocers resulted in a victory for the former. Much was added to the general pleasure of the day by the music of the band in attendance. It is expected to make this an annual outing, and no doubt the lessons learned from the weak points in this year's picnic will add much to the pleasure of that of next. The park fund will be the richer on account of the day's pleasure, as the surplus funds are to be given in aid of this popular movement.

### CALIFORNIA PRUNE CROP.

The California Fruit Grower says in its issue of August 15: "The prune harvest in the Santa Clara valley has commenced in a small way and buyers are paying from \$20 to \$27.50 per ton. Some estimate a shortage as compared with the crop of 1895 and others that the yield will be about the same in weight. The fruit will run smaller in size; 40's to 50's will be in light supply. Sales of new crop prunes for early shipment are reported to have been made at 3 to 3 1/4 c. basis of the 4 sizes. On the 3c. basis the range would be as follows: 30-40, 5 1/4 c.; 40-50, 4 3/4 c.; 50-60, 4 1/4 c.; 60-70, 3 3/4 c.; 70-80, 3 1/4 c.; 80-90, 2 3/4 c.; 90-100, 2 1/4 c.; 100-110, 1 3/4 c.; 110-120, 1 1/4 c. The Oregon prune crop will be very short, estimated at only 40 to 50 cars for shipment. Southern California reports a failure, while the San Joaquin valley crop will prove comparatively large. Several cars of new crop prunes have been contracted on the basis of 3 1/2 c. for 4 sizes in 50-lb. boxes."

## There's not much difference . . .



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

**DELHI CANNING CO., DELHI, ONT.**





We carry a full line  
in stock...

HUDSON'S BAY CO.

Get our  
Quotations

Winnipeg

Sole Agents for Manitoba and N.W. Territories.



## East India Pickles

Good Sellers  
Good Profit

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

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

A TRIAL WILL CONVINC.

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

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

There are Others, but None so Good as



## KNOX'S SPARKLING GELATINES

They are now conceded to be the best, and superior to all others. Are endorsed and used by the intelligent teachers of cookery to-day. They have no odor or gluey taste which accompany most gelatines, and are the **BEST VALUE** on the market.

FOR SALE BY ALL WHOLESALERS.

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

# Selling Off at a Great Discount

THE BALANCE OF THE STOCK OF

SMITH & KEIGHLEY, WHOLESALE GROCERS

When at Exhibition call and see me.

JAMES ADAMS, 9 FRONT ST. EAST

## HINTS TO BUYERS.

JOHN SLOAN & CO. are offering 10-lb. figs, which have been kept in cold storage during the hot weather.

T. B. Escott & Co. have just received a large shipment of Japan tea, great value for 25c. retail.

Laporte, Martin & Cie. say that the quickening fall trade in whisky has been felt in the sales of Mitchell's Scotch.

"Silver Leaf" lard is having a large sale with T. B. Escott & Co. At the low price prevailing it is a splendid purchase.

W. H. Gillard & Co. have some remarkable values in Japan teas, to retail at 25c., and leave the grocer a good margin.

D. Gunn, Bros. & Co. report a good demand for breakfast bacon, and intimate that as stocks are low orders should be sent in promptly.

T. A. Lytle & Co., vinegar manufacturers, make no complaint of hard times; on the contrary, they have enjoyed a good season's business in all lines.

A new brand of finest Sockeye salmon has appeared on the market, put up by the Carlisle Packing Co., Skeena River. The

brand is "White Rose," and as a good quantity of the goods have been placed here the trade will have an opportunity of becoming familiar with it.

A large shipment of fine Congou teas arrived ex ss. Empress of Japan this week for the Eby, Blain Co., Ltd.

"Proof spirit vinegar is going out rapidly, indicating that pickling time is here, and that our vinegar is the right thing," write T. B. Escott & Co., of London.

The O. & W. Thum Co. are adding 26,600 sq. ft. of floor space to their "Tangle-foot" plant in order to keep up with the increased demand for their product.

W. H. Gillard & Co. direct the attention of the trade to their advertisement of summer beverages on another page. They are selling thousands of cases of these drinks.

W. H. Gillard & Co. report a lively demand for their blends of black teas, notably the "400 Select," which seems to have touched the right spot.

The Davidson & Hay, Ltd., report that their sales of "Kurma" tea have materially increased during the past month, and that without any special effort on their part.

The F. F. Dalley Co., Ltd., of Hamilton, report that their sale of spices this season is far in advance of what they were last year, and still a-booming. They have received in stock a large shipment and another on the road. "It is the quality and prices of

the spices that are doing the trick," remarked a member of the firm.

The "Grand Mogul" tea exhibit at the Winnipeg Fair was a great success. "Thousands who tasted the tea pronounced it the best they ever drank," write T. B. Escott & Co.

A. E. Richards & Co. have been appointed Canadian agents for Gaskin's Colonial Cocoa, which is manufactured fresh from the bean where grown, in British Guiana.

P. Richard's brandy is gaining a good trade through its Canadian agents, Laporte, Martin & Cie. They believe this brandy deserves to become as popular here as it is in Europe.

The Eby, Blain Co., Ltd., are making a prominent exhibit at the Fair of their "Kolona" Ceylon tea. Grocers visiting the Exhibition will find the exhibit at the eastern end of the main building.

A. E. Richards & Co. have recently received large orders for "East India" pickles from the Northwest and report increasing demand for these goods throughout the Dominion.

The Eby, Blain Co., Ltd., report the arrival of another shipment of "Excelsior" olives, which they claim are equal to any imported. The attention of the trade is called to The Eby, Blain Co's ad. in this week's edition.



IT HAS NO EQUAL

THE LEADING BRAND EVERYWHERE

GAIL BORDEN

## Eagle Brand Condensed Milk

The very best quality  
Prepared and guaranteed by the

New York Condensed Milk Co.

For quotations see price columns.  
Send for particulars to

F. W. Hudson & Co. Selling Agents Toronto

Also Manufacturers  
of the

GOLD  
SEAL  
BRAND

Condensed Milk

and



BORDEN'S  
PEERLESS  
BRAND  
EVAPORATED  
CREAM



S. & H HARRIS'S HOUSEHOLD REQUISITES.



SOLD EVERYWHERE.

**Ebonite Blacking**

(WATERPROOF.)

FOR BOOTS AND SHOES.

Does not  
Injure the  
Leather



Trade Mark.

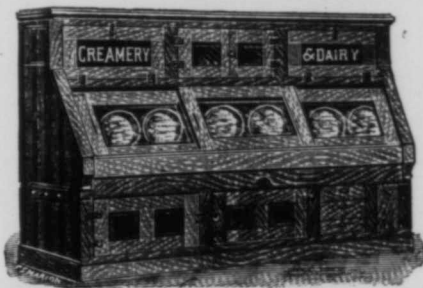
Requires  
No . .  
Brushing

..ASK FOR IT..

MANUFACTORY: LONDON, E., ENGLAND.



Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.

Send for Catalogue and Price List.

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



50 Casks  
Best  
Imported  
Chicory

**EWING, HERRON & CO.**

Coffee and Spices

... MONTREAL

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

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

**HOWE, MCINTYRE CO.**

Agents, Montreal.

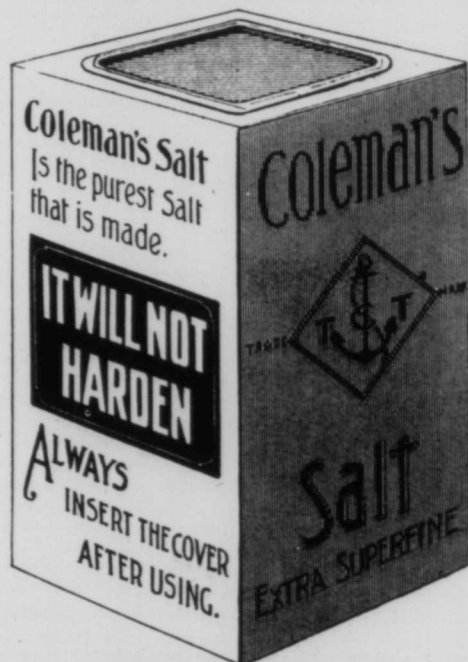
**COLEMAN'S SALT**

UNEXCELLED FOR

Table or  
Dairy

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

**IT WILL NOT HARDEN**



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

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

**THE CANADA SALT ASSOCIATION**

CLINTON, ONTARIO.

FAC SIMILE OF 5-LB. BOX.

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

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

R. Mitchell, Agent for Quebec.

Did you  
ever read

your fortune in a tea cup?  
No? Well, it may be you  
have never tried the proper  
tea. There are fortunes  
plainly visible in the thou-  
sands of cups of

## Appleton's Tea

that are sold daily. Figure  
out the profit in dollars and  
cents on the sale of a half  
dozen each 40, 50 and 60  
cent packages, and you'll find it  
runs close on 33 $\frac{1}{3}$  per cent. It  
means as large a profit again to  
please your customer. Drop a  
line for samples and prices.

## Appleton's India & Ceylon Teas

THE "TAPIR" BRAND.  
SOLD IN LEAD PACKETS



*Spring Picked!!!*  
*Skilfully Blended!!*  
*Attractively Packed!*

Agents { MONTREAL—FRANK MAGOR & Co., 16, St. John Street.  
TORONTO—THOMPSON & THOMPSON, 18, Front Street East.

## Tetley's TEAS

are not mere bulk of leaves, but  
the choicest blends of India and  
Ceylon. Samples sent on ap-  
plication. Retail at 50c., 60c.,  
70c., \$1.00.

BLACK AND GREEN, 40 CENTS.

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

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

## LIPTON'S TEAS

As Supplied to HER MAJESTY  
THE QUEEN OVER  
1,000,000

Packets sold  
weekly in  
Great Britain  
alone.

Largest sale in the World

Wholesale Agents:

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



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

**LIPTON**  
TEA PLANTER  
-CEYLON

# Wonderfully Interesting Reading . . .

Reading the Ceylon Tea Ad. in THE GROCER.

1



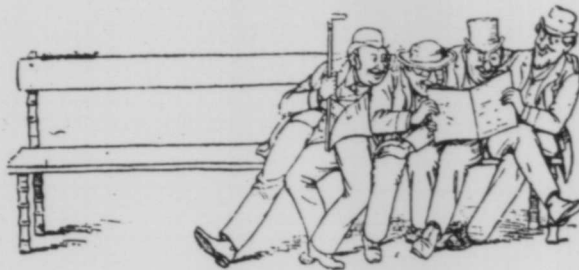
2



3



4



5



They know the value of Ceylon Teas—Do You?

**..HAVE YOU..**

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

VIZ. —

**JOHN DEWAR & SONS'**

(Distillers, PERTH, SCOTLAND.)

**50 Medals.**

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

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

**Do You Sell Crockery?**

Then we want  
 your business

We manufacture all kinds of

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

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

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



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

For Pickling, Table Use and Export

- - ESTABLISHED OVER 100 YEARS - -

**Brewery, Bristol, England.**

PRICES UPON APPLICATION.

**W. H. GILLARD & CO.,**  
 Hamilton.

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

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

La Fayette  
Has Medals  
The Finest  
5 Cent Cigar  
Ever Manufactured  
In Canada



**EUREKA**

The very best made

**SEE IT AT  
EXHIBITION**

Also get our  
Catalogue free.

Eureka Refrigerator Co.  
54 Noble Street,  
TORONTO.

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



**BOECKH'S**  
Brushes and Brooms

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

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

**Chas. Boeckh & Sons,**

Offices and Warerooms, 80 York Street.  
Montreal Branch, 301 St. Paul Street.  
Factories, 158 to 168 Adelaide Street West, Toronto.

Manufacturers . . .

Toronto, Ont.

**Kitchen Emergencies . . .**

**WANTED IN 5 MINUTES**



A cup of Beef Tea.  
Something to give strength to the Soup.  
Some rich Gravy for Meat.  
The housewife is at her wits end unless  
supplied with

**Johnston's  
Fluid Beef**

16-oz. Bottle,  
\$1.00

**Silver  
Dust**

**WASHING POWDER**

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

**SILVER DUST MFG. CO.  
HAMILTON**

**Fine Fruit Tablets**



**ENGLISH FORMULA  
TABLETS**

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

**G. J. HAMILTON  
& SONS**

PICTOU, N.S.



INDIAN &  
CEYLON TEAS

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

42 SCOTT ST. TORONTO

BOOK ON TEA BLENDING

MAILED ON APPLICATION

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**P** J. TAEGER, tobacconist, Ottawa, is offering to compromise with his creditors at 20 cents on the dollar, secured.

J. R. Lynn, milk, Belleville, has assigned to W. Carnew.

M. C. Cherry, grocer, Hamilton, has sold out to A. B. Wark.

Amable Lussier, general merchant, Sorel, has assigned to Kent & Turcotte.

H. Gagnon, general merchant, St. Felicité, Que., has obtained an extension.

Major & Eldridge, wholesale produce, Vancouver; chattel mortgage foreclosed.

A receiver has been appointed in the estate of G. E. Reynolds, groceries, boots and shoes, Beeton.

M. G. Edson & Co., manufacturers of chocolates, Montreal, are offering to compromise at 40 cents on the dollar.

At a meeting of the creditors of the Windsor Brewing Company, one of the largest creditors took over the business and paid all claims at the rate of 70 cents on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Jones, Waller & Co., general merchants, Wellington, B.C., have dissolved, Mr. Jones retiring.

John B. Scott and John Black have registered a partnership to carry on business in Scotstown, Que., as general merchants, under the style of Scott & Black.

J. H. Montminy and Z. Poirier have registered a partnership in Montreal to carry on business as provision dealers under the style of Montminy & Poirier.

CHANGES.

Blackwall & Weston are starting a hotel at Haileybury, Ont.

C. W. Helnor, hotel, Brigden, Ont., has sold out to Hayes Bros.

A. J. Laudrian has started a general store at L'Orignal, Ont.

H. B. Clark, hotel, Alliston, has been succeeded by G. Gillespie.

Alex. O'Brien, hotel, Peterboro, has been succeeded by P. Craugh.

Louis Green, cigars, etc., Halifax, has sold out to W. H. Tolnut.

R. C. Brumpton, grocer, Toronto, has sold out to S. M. McCracken.

Frances Binkley, grocer, Niagara Falls, has been succeeded by — Taylor.

Ferguson & Orr Co., general merchants, Trail, B.C., have been incorporated.

A. Martin, hotel, Grand Valley, Ont., has been succeeded by R. J. Hanna.

Louisa R. Baker and Eliza J. Gemmill, wife of C. J. Draper, have been registered

proprietresses of the general business of C. J. Draper, Coaticooke, Que.

McClatchie & Quinn, general merchants, Hilton, have left there and gone to the United States.

Marie Anne O'Brien, wife of Charles Berger, jr., has been registered proprietress of the firm of C. Berger & Co., Montreal.

SALES MADE AND PENDING.

The general stock of H. S. Green, South Bolton, Que., has been sold.

The assets of Nevil & Co., grocers, Ottawa, are to be sold at auction on Monday next.

The assets of E. Dubord, general merchant, Champlain, are to be sold by auction to-day.

The stock of Mrs. T. Leblanc, general merchant, Napierville, Ont., has been sold at 62c. on the dollar.

The stock of the estate of Mrs. W. B. Huestis, general merchant, Amherst, N.S., is advertised for sale.

The assets of Therien & Frere, general merchants, St. Remi, Que., are to be sold by auction on the 28th inst.

FIRES.

Heber Sinnott, general merchant, Sussex, N.B., has been burned out.

The store of D. D. McPhee & Co., general store and saw mill, Alexandria, Ont., has been burned.

DEATHS.

O. R. Clawson, grocer, Brantford, is dead.

W. C. Schluter, general merchant, Preston, is dead.

Thomas Walsh (John street), Hamilton, grocer, is dead.

**SALMON PACKING.**

Malcolm & Windsor, Ltd., of Steveston, B. C., under date of Aug. 13th, write THE CANADIAN GROCER as follows: "Last Sunday night (new moon) the fish, which till then had been playing about in the clear water outside, entered the river in good round numbers, and by Tuesday most, if not all, the canneries had as much fish as they could possibly handle. This spurt, however, has proved but a 'flash in the pan,' as to-day (Thursday) fish are again pretty scarce and in great request. The sudden rush of fish into the river last Sunday night is attributed by a good many to the hatchery, the quantity of fish caught up to date this season being largely in excess of that usually secured on the Fraser in previous poor years. On the other hand, there are some who think that this good run of fish, for such a poor year as this is reckoned to be, is due entirely to natural causes. The fact of the matter is that no one knows exactly how to account for this."

**THE BIGGEST KNOWN HOG.**

There is a hog on exhibition at Kaufman, Tex., according to a contemporary, which is, perhaps, the largest living hog in the known world. It will be four years old this month, and was raised in Robertson County, Tex., by Mr. Briggs. When he sold the hog six months ago it weighed 1,430 lbs. He is 8 feet 3 inches long, 4 feet 1 inch high, measures 6 feet around the neck, 8 feet around the body and 23 inches around the forearm.

His feet are as large as those of a common ox, and the leg bone larger than that of the largest steer's. He is Poland China and Red Jersey. He eats corn like an ox, takes the whole ear in his mouth at once, and eats the cob as well as the corn, eating from 40 to 50 ears of corn at a time. There seems to be no surplus flesh on him, and physicians who have examined the hog say he can easily be made to reach 2,200 lbs.

The present owner, T. Ratigan, paid \$250 for the hog, and has been offered \$1,500 for him. He has a fire policy on the animal for \$5,000. No other hog, it is said, ever reached such tremendous proportions.

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

**A Reduction in Freights**

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

BLAIKLOCK BROS., MONTREAL

**The Hilliard House, Rat Portage**

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

**"SANITAS"****NATURE'S GREAT DISINFECTANT.****Non-Poisonous. Does not Stain Linen.****FLUID, OIL, POWDER, &c.**

HOW TO DISINFECT A valuable Copyright Book giving simple directions "How to Disinfect" in cases of the various Infectious Diseases, as also in every-day life, will be sent Free on application. THE SANITAS Co., Limited. BETHNAL GREEN, LONDON, ENGLAND.

**A pushing Agent wanted in each Canadian City.**





# Great Expectations

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

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

AGENTS

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

## CANADIAN TOMATO CHUTNEE

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

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

## The "Vacuum" System

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

### Toronto Salt Works

128 Adelaide Street East

TORONTO, ONT.

Toronto agents for the Windsor Salt Co.



ASK FOR

# MOTT'S

## COCOA-BUTTER...

**WANTED** SOLE AGENTS for the sale of this article for all larger cities of the United States by a German Cocoa Manufactory of great capacity. Apply to **Rudolph Mosse, Berlin, S.W.,** under F.G. 5911.

### MARINE INSURANCE

## The Mannheim Insurance Company

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

Further particulars obtainable by applying to Local Agent, or to

**JAMES J. RILEY & SONS**

Managers for Canada Montreal



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

## DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD. TORONTO will bring you tenders from the best contractors

# VERRET, STEWART & CO.

MONTREAL - - - - - QUEBEC.

Have always on hand Full stocks of . . . . .

## ..SALT..

Special inducements to live Grocers to push this famous tea.



Write us for particulars.

Largest sale in Canada.

Selected from High Grade Indian and Ceylon Teas.



# Lots of Starch

Being used now on summer washables. Good results are only obtainable from good starch. Our

## Silver Gloss Starch

gives a clean, smooth finish, and dealers and consumers can safely rely upon it wherever a perfect gloss is required.

EDWARDSBURG STARCH CO. Cardinal

CANNED GOODS, per doz.	
Apples, 3s	\$0 80 \$0 95
" gallons	1 80 2 25
Blackberries, 2	1 75 2 00
Blueberries, 2	0 90 1 10
Beans, 2	0 75 0 95
Corn, 2s	0 55 0 80
Cherries, red pitted, 2s	2 00 2 25
Peas, 2s	0 75 0 80
" Sifted select	1 45 1 50
" Extra sifted	0 95
Pears, Bartlett, 2s	1 65 1 75
" 3s	2 40
Pineapple, 2s	1 75 2 40
" 3s	2 40 2 50
Peaches, 2s	1 90 2 20
" 3s	2 50 3 00
Plums, Green Gages, 2s	1 85 2 00
" Lombard	1 60 1 75
" Damson Blue	1 60 1 75
Pumpkins, 3s	0 80 0 90
" gallons	2 10 2 25
Raspberries, 2s	1 50 1 80
Strawberries, 2s	1 65 1 95
Succotash, 2s	1 15
Tomatoes, 3s	0 80 0 90
Lobster, tails	2 10 2 30
" flats	2 50 2 65
Mackerel	1 20 1 30
Salmon, Sockeye, tails	1 35 1 50
" flats	1 40 1 75
" Cohoes	1 15 1 20
Sardines, Albert, 1/2 s tins	0 13
" 1/2 s tins	0 20 0 21
" Sportamen, 1/2 s genu- ine French high grade, key opener	0 12 1/2 0 10 1/2
Sardines, key opener, 1/2 s	0 10 1/2 0 11
" " " " 1/2 s	0 18 1/2 0 19
Sardines, other brands 9 1/4	0 16 0 17
" P. & O., 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
" Mustard, 1/2 size, cases 50 tins, per 100	10 00 11 00
MARSHALL & CO., SCOTLAND.	
Fresh Herring, 1-lb.	1 10 1 15
Kipper Herring, 1-lb.	1 65 1 90
Herrings in Tomato Sauce	1 70 1 90
Herrings in Shrimp Sauce	2 00
Herrings in Anchovy Sauce	2 00
Herrings in a 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 40 \$1 50
" " 2	2 40 2 55

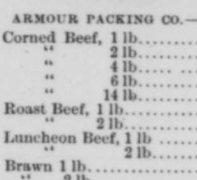
Comp Corn Beef 4-lb. cans	6	7 75	8 25
" " "	14	16 00	18 00
Minced Callops	2	2 60	2 60
" " "	2	2 60	2 65
Lunch Tongue	1	3 40	3 50
" " "	2	6 80	6 80
English Brawn	1	2 75	2 80
Camb Sausage	1	2 50	2 50
" " "	2	4 00	4 00
Soups, assorted	1	1 50	1 50
" " "	2	2 25	2 25
Soups and Boull.	2	1 80	1 80
" " "	6	4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



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



**Beardley's Boneless Herring.**  
2 doz. 1 40



ARMOUR PACKING CO.—HELMET BRAND  
Corned Beef, 1 lb. 1 40 1 50  
" 2 lb. 2 60 2 75  
" 4 lb. 5 50 5 80  
" 6 lb. 8 50 8 80  
" 14 lb. 17 50 18 00

Roast Beef, 1 lb.	1 40 1 50
" 2 lb.	2 60 2 75
Luncheon Beef, 1 lb.	1 60 1 70
" 2 lb.	2 75 2 85
Brawn 1 lb.	1 30 1 40
" 2 lb.	2 35 2 50
" 6 lb.	6 60 6 80
" 14 lb.	14 50 15 00
Ox Tongue, 1 1/2 lb.	7 00 7 20
" 2 lb.	8 50 8 80
" 2 1/2 lb.	10 75 11 00
Lunch Tongue, 1 lb.	3 35 3 50
" 2 lb.	6 50 6 80

Chipped Beef, 1/2 lb.	1 60	1 70
" 1 lb.	2 65	2 80
Pigs' Feet, 1 lb.	1 65	1 75
" 2 lb.	2 45	2 60
Potted Meats, Tongue or Ham	70	75
1/4 lb.	70	75
Potted Meats, Tongue or Ham	1 20	1 25
1/2 lb.	2 80	2 80
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
Gelatin of Boar's Head, 2 lb.	3 00	3 20
Braised Beef with Vegetables, Piquant Sauce, Gumbo, Tom- ato and Rice, 2 lb.	3 00	3 10
Plover Roast	5 00	5 00
Sliced Gold Band Bacon	3 00	3 00
Codfish.		
Beardley's Shredded, 2 doz. pkgs.	0 90	0 90

### CHEWING GUM.

ADAMS & SONS CO.		per box
Tutti Frutti, 36 5c bars		\$1 20
Pepsin Tutti Frutti, 23 5c packages		0
Pepsin Tutti Frutti, in glass-covered boxes, 23 5c packages		0 80
Horshound Tutti Frutti, glass tops, 36 5c packages		1 20
Cash Register, 390 5c bars and pkgs		15 00
Tutti Frutti Show Case, 180 5c bars and packages		5 50
Glass Jar with Pepsin Tutti Frutti, 115 c packages		6 00
Tutti Frutti Girl Sign Box, 160 5c bars and packages		6 00
Variety Gum (new), 150 1c pieces		1 00
Flirtation Gum, 150 1c pieces		1 00
Monte Cristo, 180 1c pieces		0 65
Mexican Fruit, 36 5c bars		1 20
Sappota, 150 1c pieces		0 90
Orange Sappota, 160 1c pieces		0 75
Black Jack, 115 1c pieces		0 75
Red Rose, 115 1c pieces		0 75
Magic Trick, 115 1c pieces		0 75
Red Spruce Chico, 200 1c pieces		1 00

### CHOCOLATES & COCOAS.

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

Cocoa Nibs, 11-lb. tins	0 40	
TODHUNTER, MITCHELL & CO.'S.		
Chocolate—		
French, 1/4 s—6 and 12 lbs.	per lb. 0 30	
Caracas, 1/4 s—6 and 12 lbs.	0 35	
Premium, 1/2 s—6 and 12 lbs.	0 30	
Sante, 1/4 s—6 and 12 lbs.	0 26	
Diamond, 1/4 s—6 and 12 lbs.	0 22	
Sticks, gross boxes, each	1 00	
Cocoa—		
Homeopathic, 1/4 s, 8 and 14 lbs.	0 30	
Pearl	0 25	
London Pearl, 12 and 18 "	0 22	
Rock	0 30	
Bulk, in boxes	0 18	
Royal Cocoa Essence, packages		per doz. 1 40
Cocoa—		
E.P.S.	per lb. 0 35	
Case of 11 lbs. each	0 37 1/2	
Smaller quantities	0 37 1/2	
FRY'S.		
(A. P. Tippet & Co., Agents.)		
Chocolate—		
Caracas, 1/4 s, 6-lb. boxes	per lb. 0 42	
Vanilla, 1/4 s	0 42	
" Gold Medal" Sweet, 6 lb. bxs.	0 29	
Pure, unsweetened, 1/2 s, 6 lb. bxs.	0 42	
Fry's "Diamond," 1/4 s, 6 lb. bxs.	0 24	
Fry's "Monogram," 1/4 s, 6 lb. bxs.	0 24	
Cocoa—		
Concentrated, 1/4 s, 1 doz. in box	per doz. 2 40	
" "	0 33	
" 1 lb.	0 33	
Homeopathic, 1/4 s, 14 lb. boxes	0 33	
1/2 lb. 12 lb. boxes	0 33	
JOHN P. MOTT & CO.'S.		
(R. S. McIndoe, Agent, Toronto.)		
Mott's Broma	per lb. 0 30	
Mott's Prepared Cocoa	0 28	
Mott's Homeopathic Cocoa (1/4 s)	0 32	
Mott's Breakfast Cocoa (in tins)	0 45	
Mott's No. 1 Chocolate	0 30	
Mott's Breakfast Chocolate	0 28	
Mott's Caracas Chocolate	0 40	
Mott's Diamond Chocolate	0 22	
Mott's French-Can Chocolate	0 18	
Mott's Navy or Cooking Chocolate	0 27	
Mott's Cocoa Nibs	0 35	
Mott's Cocoa Shells	0 05	
Vanilla Sticks, per gross	0 90	
Mott's Confectionery Chocolate	0 21	
Mott's Sweet Chocolate Liquors	0 19	
COWAN COCOA AND CHOCOLATE CO.		
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75	
Cocoa Essence, 1/2 lb. tins, per doz.	2 25	
Soluble Cocoa, No. 1 bulk, per lb.	0 20	
Diamond Chocolate, 12 lb. boxes	0 22 1/2	
1/4 lb. cake, per lb.	0 22 1/2	
Royal Navy Chocolate, 12 lb. boxes	0 30	
1/2 lb. cake, per lb.	0 30	

RECKITT'S

Blue and Black Lead

{ ALWAYS GIVE YOUR  
CUSTOMERS SATISFACTION



**CELLULOID**  
TRADE MARK REGISTERED

**STARCH**

(EQUAL TO DOUBLE THE QUANTITY OF ANY OTHER STARCH)

**A NOVEL INVENTION!  
REQUIRES NO COOKING**

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

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

IT LEADS THEM ALL FOR FINE WORK

Pays you a good profit.  
You should sell the genuine

**CELLULOID STARCH**

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

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

THIS STARCH WILL ASTONISH YOU  
WRITE FOR SAMPLES AND PRICES

Manufactured by

The Celluloid Starch Co. - New Haven, Conn.



**MALLAWALLA**

continues  
to hold its own;  
. the .  
strongest proof of excellence.



**The Gulf of Georgia Cannery**

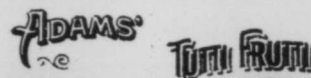
**MALCOLM & WINDSOR, Ltd.**

Sole Proprietors, and Agents for

**"Ice Castle Brand" Canned Salmon**

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

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



**FREE....**

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

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





For . . . . .

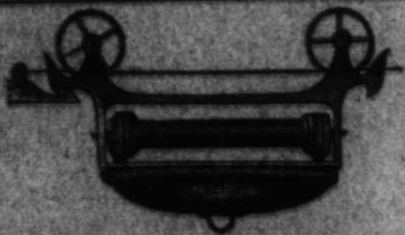
# 10 cents

We will mail you a valuable little book on

## BUYING SELLING AND HANDLING OF TEA

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

The MacLean Publishing Co.  
26 Front St. West, Toronto.



**CHAMPION OASH RAILWAYS**  
5 years trial has proved them the very best store service in the market. In use from P.E.I. to Victoria. Send for circular giving all particulars.  
B. S. KIMBALL, 577 Craig St., Montreal

**Union Mutual Life Insurance Co.**  
OF PORTLAND, MAINE

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

**MAINE NON-FORFEITURE LAW**

**WALTER I. JOSEPH, Manager**  
Room 2, 162 St. James Street, Montreal

# The Dry Goods Review



**T**ELLS what to buy and how to sell it; gives a regular course of Window Dressing, Store Management, Advertising; describes all new goods, etc. What more do you want? **One Pointer** from a single copy should net you at least Two Dollars. Twelve copies, or one year, should net you Twenty-four Dollars. This is a fact, and the reason we have subscribers. . . . .

**CLUBBING RATES**

The Dry Goods Review and The Canadian Grocer **\$3.00** Send for Samples.

## DURABLE PAILS AND TUBS.



TRY THEM

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

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

Represented by  
Chas. Boeck & Sons, Toronto,  
H. A. Nelson & Sons, Montreal.

## THE Oakville Basket Co.,

MANUFACTURERS OF



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

Oakville, Ont.

## THE DRY GOODS REVIEW

TORONTO . . . . . MONTREAL



N.B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal.

**EVERY CAN WARRANTED.**

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

**ALL LIVE GROCERS KEEP THEM.**

**J. H. TODD & SON,**  
Victoria, B.C., Owners.

AGENTS—Geo. Stanway, Toronto, Agent for Ontario.  
" W. S. Gooding & Co., Montreal.  
" Teet & Porse, Winnipeg.

## WALTER BAKER & CO., LIMITED,



Established 1780.  
Dorchester, Mass., U. S. A.  
The Oldest and Largest Manufacturers of  
**PURE, HIGH GRADE COCOAS AND CHOCOLATES**

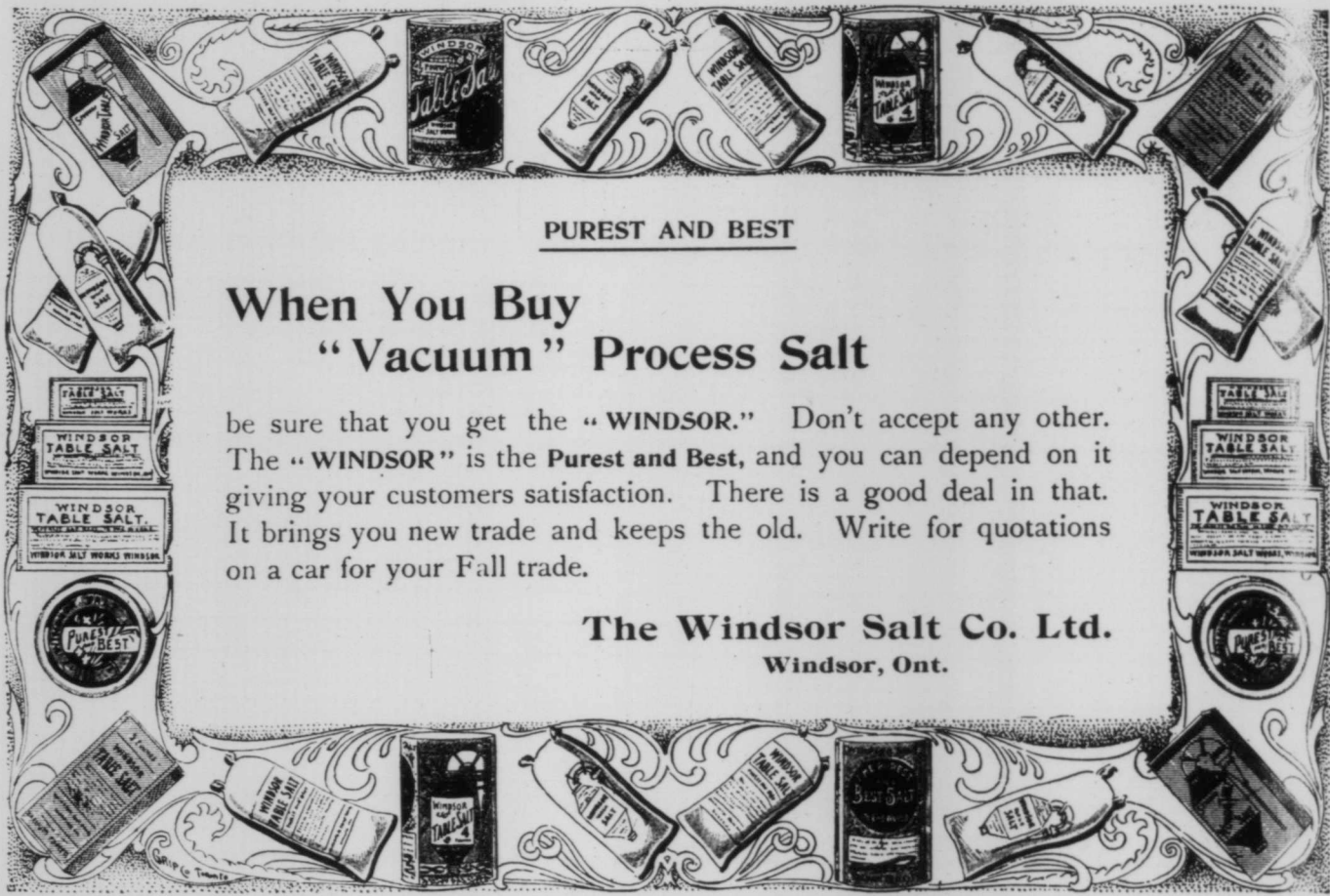
on this Continent. No Chemicals are used in their manufactures. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate is the best plain chocolate in the market for family use. Their German Sweet Chocolate is good to eat and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

Walter Baker & Co.'s goods, made at  
Dorchester, Mass., U. S. A.

**CANADIAN HOUSE,**  
6 Hospital Street, Montreal.

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

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



PUREST AND BEST

### When You Buy "Vacuum" Process Salt

be sure that you get the "WINDSOR." Don't accept any other. The "WINDSOR" is the **Purest and Best**, and you can depend on it giving your customers satisfaction. There is a good deal in that. It brings you new trade and keeps the old. Write for quotations on a car for your Fall trade.

**The Windsor Salt Co. Ltd.**  
Windsor, Ont.

# Fruit Jars

will probably advance on Sept. 1st.  
We have a full stock now.  
Order quick.

## Gowans, Kent & Co.

TORONTO.

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

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

**EDWARD STILL**  
Assignee, Accountant, Auditor, etc.

1 Toronto Street, TORONTO.

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

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

ESTABLISHED 1849.

### THE BRADSTREET MERCANTILE AGENCY

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

Offices in the principal cities of the United States, Canada, the European Continent, Australia and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

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

### OAKEY'S 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

**JOHN OAKEY & SONS, LIMITED,**

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

Wellington Mills, London, England

REPRESENTATIVE IN CANADA:

**JOHN FORMAN, 650 Craig Street MONTREAL**

HOLD YOUR TRADE BY SELLING THESE FAMOUS BRANDS