

# THE CANADIAN GROCER

VOL. XII.

TORONTO AND MONTREAL, DECEMBER 2, 1898.

NO. 48

## COLMAN'S MUSTARD



BEST ON EARTH

## Gold Dust Corn Meal

A Kiln-Dried, Canadian, Corn Meal that competes in quality with the best Corn Meal of **any** country. Very free from bran—a rich, golden yellow, because only the finest, **pure yellow** Corn is used in making it. Its grains are evenly cut. It won't "go Sour," because Kiln-Drying prevents heating and a consequent decay. We would like to send you samples of "Gold Dust." The **price** is reasonable for the high quality of the Corn Meal. It is **Kiln-Dried**—please remember that.

The Tillson Company, Limited

FROM MANUFACTURER TO  
RETAILER DIRECT.

Tilsonburg, Ont.

WASHBOARDS  
 CLOTHES PINS  
 CLOTHES LINES  
 TUBS  
 PAILS  
 CHURNS  
 BUTTER PLATES  
 BUTTER TUBS  
 BUTTER PRINTS  
 BASKETS  
 SCOOPS

And all Grocers' Sundries

The H. A. NELSON & SONS CO., Limited

Sample room

MONTREAL, QUE.

56 and 58 Front West, TORONTO.

Sold and highly recommended by all leading grocers.

Sovereign  
 Matches



Pickles.

No customer ever leaves a store dissatisfied with Heinz's pickles and food products.

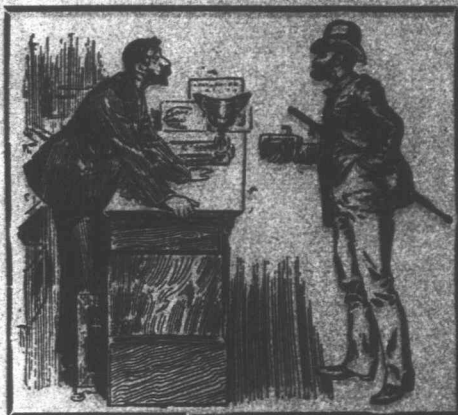
Others of our Popular Specialties are:

Tomato Chutney Evaporated Horse Radish  
 Tomato Ketchup Tomato Soup  
 Baked Beans with Tomato Sauce

For sale by

H. F. Eckardt & Co., Toronto.  
 Hudson, Robert & Co., Montreal.

MEDALS--  
 PARIS  
 CHICAGO  
 ANTWERP  
 ATLANTA, Etc.



"Give me a package of Salt"

—this from a new customer perhaps whose trade you're trying to get. Probably it's a woman who asks the question. Quite an important moment—for you. Are you going to take chances on pleasing her with quality?

Windsor Salt pays you a good profit—please remember that. Better still it is pure, dry, white—each separate crystal is a Salt Crystal and nothing more. She—the woman—skips the "cakeiness" and impurities of common salt because the moisture and the dirt are not there. We make it—we know.

Windsor Salt.

Leading Wholesalers sell  
 Table, Dairy, Cheese,  
 Packing Salt made by us.

The Windsor Salt Co., Limited  
 Windsor, Ont.

# Holiday Profits

Your customers will spend their money freely—in holiday time. And Christmas is only 3 weeks ahead. They won't haggle over the few cents extra that the highest quality commands. They'll want the "best" at "any price," and the best is what will best suit them—and **you**. Easy holiday profits—pleased customers. Highest Quality brings them **both** your way.

## Fry's Cocoas and Chocolates.

Beyond comparison in high quality because comparison would not be fair to the Messrs. Fry—the largest Cocoa and Chocolate makers in all England. Pure, Rich, **concentrated**, Cocoa—delicious, delicate "Diamond" Chocolate.

Over 200 medals and awards taken for superiority.

## Lazenby's Soup Squares.

Made by the house of E. Lazenby & Sons, which was established in London over 100 years ago.

Absolutely free from foreign ingredients Lazenby's **Soup** Squares command the trade of England's Nobility.

## Lazenby's Jelly Tablets

Rich, pure and "true to nature" in the 13 different varieties of the fruits and wines they represent.

A trade stimulant for the woman who seeks to save time in the holiday season. Made in England. Liberally advertised.

Sold by leading wholesalers everywhere.

AGENTS:

A. P. Tippet & Co.

Montreal and Toronto.

F. H. Tippet & Co.

St. John, N.B.

# Watch

the sparkling life of

## JAPAN TEA

as you pour it from the pot into the cup. Its precious liquid seems to thrill with strength, and the dainty fragrance which it spreads about the table is only a fore-taste of the rich, pungent, thoroughly satisfying relish which you imbibe with each refreshing sip.

To really appreciate these teas you must follow carefully the official recipe.

### **How to Make Japan Tea.** (OFFICIAL RECIPE)

Use a small, dry, and thoroughly clean porcelain or porcelain-lined teapot. Put in one teaspoonful of tea-leaves for each cup desired. Pour on required quantity of freshly boiled water, and let stand from two to three minutes with closed lid. Never boil the leaves. Tea-leaves should be kept in tight can or jar, free from moisture.

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The above cabinet is sent to purchasers of **GRAND MOGUL** Tea in case lots. Every tidy grocer can easily see the many advantages it possesses. It opens in the back. Grocers wanting exclusive sale in towns or villages where Grand Mogul is not sold should write us at once.

**T. B. Escott & Co. London, Ont.**

## HOW THEY PLEASE

" OTTAWA, ——— "

" THE GREIG MANFG. CO.,

" MONTREAL.

" My customers who have had your Crown Brand Extracts say they are, without exception, the finest both for flavor and strength, they have ever used.

" Yours truly,

" ——— "

**THE GREIG MANUFACTURING CO.**  
MONTREAL.

## EXTENDED INSURANCE.

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

### Confederation Life Association.

HEAD OFFICE--TORONTO,

is the provision for Extended Insurance. After two full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

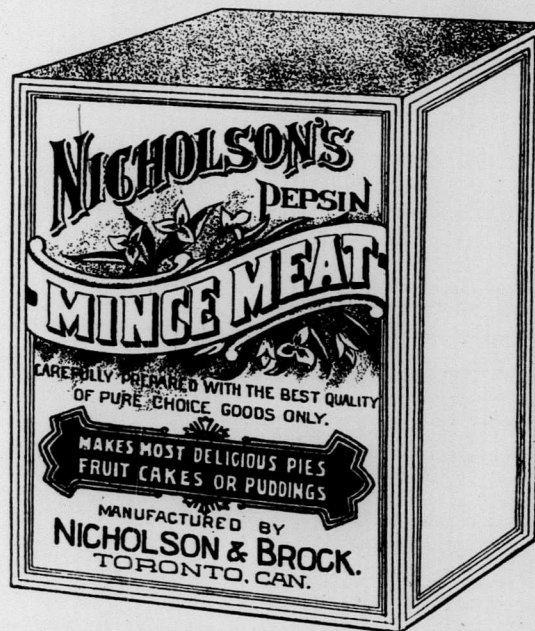
Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

**W. C. Macdonald,**

Actuary.

**J. K. MACDONALD,**

Managing Director



This MINCE MEAT is superior to all others in appearance, nutrition, delicacy of flavor and choice quality.

"BEST I EVER USED," is heard on all sides

Each packet containing ¼ lb. will make over 1½ lbs. when ready for use. Once tried, always used.

Ask your Wholesaler for it.

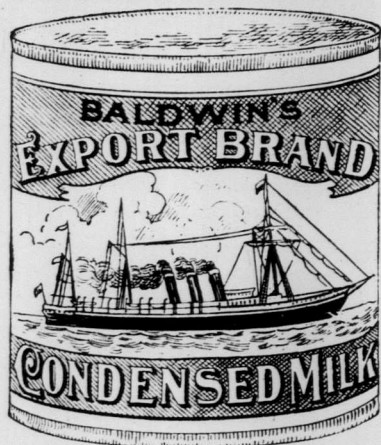
**NICHOLSON & BROCK, Toronto.**



## OUR MEN

ARE GOING OVER THE GROUND FOR THE FINAL TRIP OF THE YEAR. YOU CAN FILL UP YOUR SPICE TINS WITH OUR GOODS JUST NOW AT VERY CLOSE PRICES TO FINISH THE SEASON'S BUSINESS.

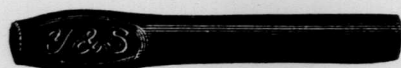
**TRY OUR COFFEE.**



## FIRE

The Baldwin Condensed Milk Co. are overtaking orders which accumulated during stoppage, in consequence of their factory being damaged by fire. Orders can now be filled promptly.

**ROSE & LAFLAMME, SELLING AGENTS, MONTREAL.**



## LICORICE..

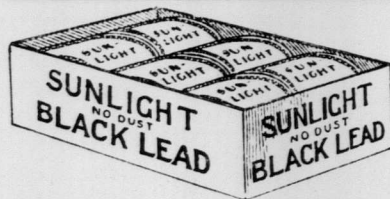


We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, all sizes; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps and Navy Plugs. Write for illustrated catalogue.

**YOUNG & SMYLIE**

Established 1845.

BROOKLYN, N.Y.

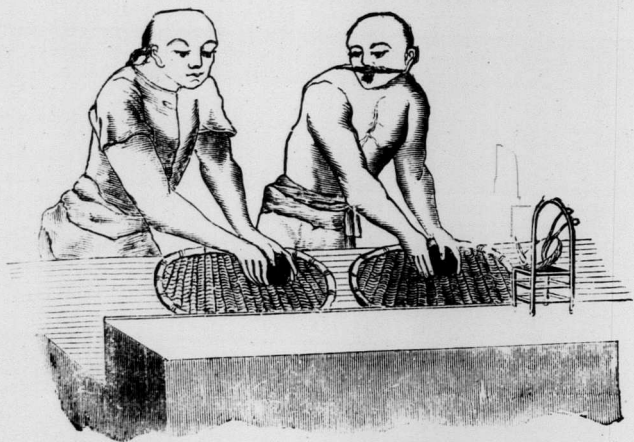


These are the only goods of their kind that score 100 points perfection with the Retail Dealer and Consumer. Well advertised, need no talking up. Consumers know them all over Canada. Sold by the wholesale trade in Montreal, Ottawa, Toronto, London, Hamilton, Brantford, Etc.



Manufactured by

**The ALPHA CHEMICAL CO., - Berlin, Canada.**



# Mongolian Methods.

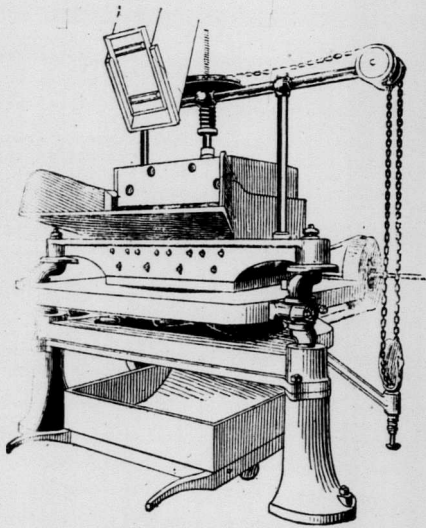


Some doubts having been expressed as to the accuracy of the illustrated advertisements showing how teas are hand-rolled in China and Japan, the above are *fac-similes* of plates used in a Report of the United States Commissioner of Agriculture on the manufacture of tea in those countries.

# COMPARE—AND THINK OF IT!! CEYLON AND INDIA TEAS

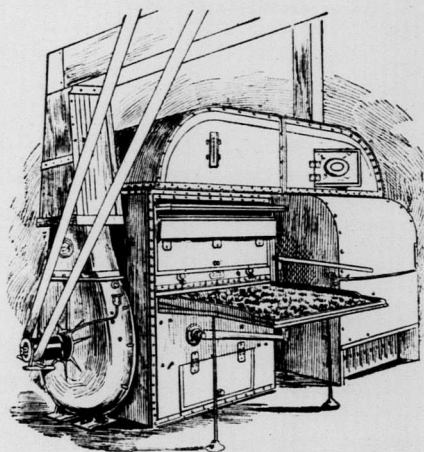
Are prepared exclusively by machinery.

The cuts of a Rolling and a Firing Machine shown here are reproductions from photographs.



ROLLING MACHINE.

# Scientific Methods.



FIRING MACHINE.

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# The Finest Fruits

ARE NONE TOO GOOD FOR CHRISTMAS TRADE.

The highest grades  
of currants are:

**Haycastle and Paradise**

TRENOR'S BLUE EAGLE SELECTED VALENCIAS  
REIN'S MALAGA RAISINS  
SOLAR'S ELEME FIGS

PURE MAYETTE GRENOBLE WALNUTS  
GENUINE TARRAGONA ALMONDS  
SICILY FILBERTS OF THE FINEST QUALITY

Our goods are the best---Our prices right.

## Rio Coffee.

We have a carload arriving of very choice goods. The market is advancing. This is a good time to place orders. It will pay you to investigate.

## W. H. GILLARD & CO.

WHOLESALE GROCERS,

### ...HAMILTON

THE SAUCIEST OF SAUCES.

# PATERSON'S

possesses a  
eculiar  
iquancy, and is more  
generally used than other  
**SAUCES.**



*Paterson's Wor'ster Sauce  
is the best value on  
the Market.*

PREPARED BY—

**R. PATERSON & SONS, GLASGOW.**

Manufacturers of the celebrated  
"PATERSON'S CAMP COFFEE ESSENCE,"  
and "PATERSON'S 'EUREKA' PICKLES."

Agents—

**ROSE & LAFLAMME, MONTREAL.**



NABOB

SAUCE

## Batty & Co.

ESTABLISHED 1824.

LONDON.



RAJAH

SAUCE

OLIVES  
AND  
PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

Makers of High-class

**PICKLES**  
OF  
**ALL KINDS.**



NABOB

PICKLES

**SAUCES**  
OF  
**ALL KINDS.**



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. XII.

TORONTO AND MONTREAL, DECEMBER 2, 1898.

NO. 48

## MY FIRST EXPERIENCE AS A GROCERY CLERK.

I WAS 13 years old, strong, healthy and willing, so my father concluded it was about time I was earning my own living. Acting upon the impulse of the moment, he took me to "the store," and, presenting me to the proprietor, said:

"C.I., can you do anything with this boy?"

C.I. said he guessed he could.

"All right," said my father, "do the best you can."

Thus was I indentured in my first situation as a grocery clerk, where I stayed for seven years, and only leaving it to go into business for myself.

### WAGES.

Readers will notice by the above that there was nothing said about wages. That was left to the conscience of my employer, and for a long time it was not very elastic, but, after three months' fair trial, I was engaged for another year at \$75 per year and board.

### "BUCKING" WOOD.

As to my duties, they were numerous and various. First, I had to "buck" enough wood each day to run one big stove and six small ones. This was done in early morning, generally about daylight, if not before. Then, the store had to be swept and drawers filled, after which the lamps had to be cleaned. Then, about 8 o'clock, came breakfast, after which I had the horse to feed and look after and bring over to the store.

### BEING BROKEN IN.

Then came the regular day's work behind the counter, and, as I was the junior, I had to be broken in by all my seniors. I soon, however, attached myself to the head clerk, and, as I was tough and not too particular what I did, as long as it was work,

we got along fine, and I soon got hints from him that landed me ahead of other competitors. One thing I was always particular about was never to wait to be told to do a thing, but to be always on the lookout with eyes and ears, and forestall their commands. This is a hint that cannot be too firmly impressed on young clerks. Many a jolly hour's loaf I got by my reputation for work. Nevertheless, I always did my work.

### CHANGES THEN AND NOW.

The changes in the grocery business since 1880 are something enormous. Nothing shows the rapid advance Canada has made in material prosperity than a look over a grocer's shelf in 1880 and 1898. Then we sold raw West India sugar at 12c. per lb., and, on rare occasions, we would sell two pounds granulated at 16c. per lb. This was when "company" was expected at some of our customers' houses. As for canned goods, we did not bother with them—they were looked upon as being poisonous.

In confectionery, we kept mints, mixtures and sticks, and generally got about 40c. per lb., or 2 oz. for 5c. was the usual sale. The Christmas trade was all done on Christmas day and eve, and a busy time we had of it.

### BUSINESS METHODS.

Our principal receipts were butter, eggs, pork, beef and buckwheat, the latter of which we stored for the farmers till spring, when it was sold back again to them on credit, at a slight advance, to be paid for in the fall by other buckwheat the produce of spring sales. There was no such a thing as prepared foods; no fancy biscuits; sodas and sweets, in barrels, were staples, and on "fair days" many a barrel was shovelled over the counter to feed the hungry crowd. Cheese was all imported. Our soap was mostly 5-lb. bars, and small sale at that, the farmers preferring washing soda. Teas

were all Chinas, and no packages were then thought of.

### HOURS OF LABOR.

Our hours of work were from 6 a.m. to 11 p.m., after which we had to have our little amusements. And, as two of us always slept over the store, we generally managed to make things lively, and many a bottle of Scotch was quietly punished.

### DRIVING CATTLE TO MARKET.

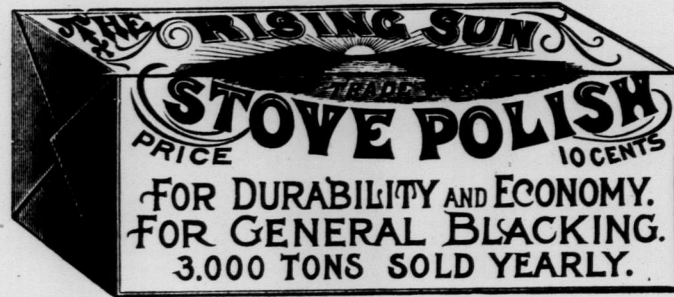
Our greatest sport was driving cattle to the railway, nine miles away. About once a week, from Sept 1 to January 1, we had a drove of fifty or more head of cattle, most of which had never seen each other until the night previous. We usually left about 5 o'clock in the morning with three drovers and a driver. It was a hard run for the first five miles, after which any cattle that tried to get away from us were about tired out and only too glad to proceed quietly. At 9 o'clock we were supposed to have gone nine miles and loaded all on the train, when we jumped into a sled and drove back home as quickly as possible, so as not to lose too much time. We generally got back about 11 o'clock, when we reported any accidents or losses, and quietly took our places behind the counter until closing time, when we perhaps chased them all over again over a bottle of Scotch.

### TEACHING OTHERS.

Thus were my early years spent until I arrived at the age of discretion, when I took upon myself the management of a business of my own, and at once began to pour upon others the valuable lessons I had been taught. Some profited by it and are to-day prosperous merchants. Others knew it before I did, and could not be taught and were not. I prospered, and, disdain my lowly surroundings, struck out for something bigger. Some say I got it, others say I did not. I know I got rid of a lot of worry and work when I gave up running a country general store on credit.

HEF. P.

## THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

### DEFENSE OF CANADIAN PICKLES.

EDITOR CANADIAN GROCER,—In your last two issues you published articles, which, you must pardon us for saying, were something less than fair to Canadian manufacturers of pickles. The impression left upon the minds of the readers of your articles could only be, that in Canada only low-grade pickles are made, and that these are put up "in poisonous acetic acid distilled from wood," while everything that is not unattractive, unwholesome, or poisonous is imported from Great Britain or the United States. Your charge is so general that it includes in its sweeping condemnation every pickle manufacturer in the Dominion, and so we feel that we are not asking too much when we request a little of your space to reply. We shall speak, of course, only for ourselves. You may have knowledge which justifies the "poisonous acetic acid" charge against some manufacturer, but we object to the charge being made so general that it practically includes us.

What you say as to the failure of the Canadian manufacturers to fully supply the entire home market may be true, but, even so, it does not follow that it is the fault of the home manufacturers. Instead of hastily adopting the "poisonous acetic acid," slovenly methods, and want of enterprise theory, as you do, would it not be more in accordance with the facts to say that the prejudice in favor of imported foreign made goods, with which all Canadian manufacturers have had to contend, has been especially injurious to manufacturers in our line, and may we be permitted to say, in this connection, that articles, such as those from your pen, to which we are referring, are not exactly calculated to help remove this prejudice.

You speak of the putting up of "low-priced and low-grade pickles," and say their "mania" for doing this is the cause of the failure of the manufacturers to develop the industry in Canada. You then

proceed: "They evidently imagine that by putting up coarse vegetables with wood acetic acid and in unattractive bottles they can compete with the pickles which are imported from Great Britain and the United States." Again you say: "Bad may compete with bad, but such trash as we see on this market of home product, can never compete with the first-class article." What impression is this to leave upon the minds of your readers, except that the Canadian pickles are always trashy and bad, while the imported article is always the opposite?

We have been in the business of pickle manufacturing for quite a number of years now, and we do not think the terms "trash" or "bad" can with justice be applied to any goods turned out of our factory. As for "poisonous acetic acid distilled from wood" we do not use it. If any representative of your journal will call at our factory we shall take pleasure in showing him everything about it and allow him to examine and test everything we use in the manufacture of pickles.

Concerning low-priced pickles. We make them, of course, because the market demands them. They take the place, to a great extent, of goods formerly put up in pails and tubs, and sold, retail, by the quart, etc. But these goods are not cheap because of the materials being either unwholesome or bad. A somewhat coarser grade of vegetables is used in them to be sure, but they are just as wholesome, clean and carefully prepared as the finer and more costly goods, while, as to their appearance and the attractiveness of the packages, we believe they will compare favorably with the imported article of which you are so enamored. So as to avoid even the appearance of deception, and so that our customers will know exactly what they are buying, we have adopted distinctive brands for our higher and lower-priced goods, calling the first "Sterling" and the other "Canada." When we first commenced business we made the cheaper grade of goods almost

exclusively, for the very good reason that there was but little demand for any other. Gradually, however, as the demand for higher-grade goods increased, we met it and fostered it till now our output of the higher grade is as much greater in proportion to the lower as it was formerly less.

You say, "any manufacture of pickles will only become a staple on the market after it has earned a reputation, and it necessarily follows that if it is ever to earn a reputation it must be of good quality." This is undoubtedly and indisputably true. Perhaps you will pardon us if we say that, since our goods have become a staple on the market, it follows that they must have earned a reputation, that they must, therefore, be of good quality, and consequently they cannot be made by "putting up coarse vegetables with wood acetic acid in unattractive bottles."

We take what perhaps you will admit is a pardonable pride in having built up the business we have in face of great difficulties. We have sought to win a market for our goods solely upon their merits—their quality and purity—and you must pardon us if we feel somewhat warmly when a charge is made in an influential and respectable journal—in terms so general that it embraces us—that the goods put up by Canadian manufacturers are something other than honorably and honestly made.

T. A. LYTLE & CO.

TORONTO, Nov. 19.

### SHORTAGE OF FISH CATCH.

The shortage of the fish catch is evident from a remark that a leading merchant in the business made to The Herald recently. His warehouse is full with an immense stock; yet, he said he did not expect to have enough to fill orders, implying that stocks elsewhere are light. Fishermen are receiving more than \$1 per quintal higher prices than they were a year ago.—Herald, Halifax.

## *Don't Buy Experience.*

Buying **Tea** or **Coffee** without testing it is like ordering a suit of **clothes** by mail. May fit others—it won't fit you. **Paying** for goods before you strike the right line is costly.

You are not required to buy **experience** in handling **L. S. & B. COFFEES, EMPIRE or KIJU TEAS.** Give them a try at "our risk." We'll take the chances, because we know they will give perfect satisfaction.

*Lucas, Steele & Bristol,* **WHOLESALE GROCERS,** *Hamilton.*

# "SIRDAR"

A pure, mild drinking Coffee to retail at 25c.

The best for the money on the market and profitable to the retailer.

## James Turner & Co.

HAMILTON

Made to sell

**"REINDEER" Brand  
Condensed Goods.**

Milk, Coffee, Cocoa, Evaporated Cream,

Keep your stock assorted.

**FRUITS.****FRUITS.****FRUITS.**

Best Brands . . . .

California Prunes

FIGS . . . .

Selected Valencia Raisins  
Fine Off-stalk Raisins  
Off-stalk RaisinsSanta Clara Valley  
Santa Cruz  
90/100, 60/70, 50/60, 50 and 25-lb. casesComadra Tapnets  
Eleme, in 10-lb. and 14-oz. boxes.

NOW IN STORE. LOWEST PRICES.

**THOS. KINNEAR & CO.,**WHOLESALE GROCERS  
49 FRONT ST. EAST**TORONTO****HINTS TO BUYERS.**

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

**C**ALIFORNIA prunes, 60-70's and 90-100's, in 25 and 50-lb. boxes; fancy silver prunes and egg plums, in 25-lb. boxes, and unpeeled peaches, in 70-lb. bags, are offered at close figures by The Eby, Blain Co., Limited.

New Bosnia "Sphinx" prunes are in stock at H. P. Eckardt & Co.'s.

T. Kinnear & Co. have a shipment of "U" Sphinx prunes in stock.

New Brazil nuts are in stock with The Davidson & Hay, Limited.

H. P. Eckardt & Co. have received a shipment of new Grenoble walnuts.

The Davidson & Hay, Limited, are offering asparagus "Tips," packed in 2-lb. tins.

A shipment of finest new Hallowee dates were received by H. P. Eckardt & Co. last week.

"Refugee" and wax beans, flats, are arriving this week for The Davidson & Hay, Limited.

The Dawson Commission Co., Limited, have a car of Valencia oranges due to arrive via ss. Arab, via Portland, Me., this

week. Clemes Bros. had a car on the ss. Portland, which arrived at St. John this week. These are the first shipments of the season.

An exceptionally large range of fine fruits is being handled by W. H. Gillard & Co. this season.

H. P. Eckardt & Co. are offering French prunes, 80's and 90's, in 55-lb. boxes, for prompt shipment.

The Davidson & Hay, Limited, have to hand this week shipments of "Sphinx" and "Atlas" prunes in all sizes.

A full line of Malaga raisins, shelled almonds and nuts of all kinds, are in store with Lucas, Steele & Bristol.

Inside figures on the firm's own brand of cleaned and stemless carrants are quoted by The Eby, Blain Co., Limited.

The raisin seeder, installed by Walter Northrop this season, is now working full time cleaning California raisins.

A full supply of canned fruits, including 3-lb. and gallon apples, all standard packs, is in store with The Eby, Blain Co., Limited.

The 1-lb. cartons of "C. & B." ginger tips which Lucas, Steele & Bristol offer are attractive, and can be retailed at 25c. per box.

The Eby, Blain Co., Limited, have a fine range of Crosse & Blackwell's candied and

Batger's crystalized, dry-drained and cut-mixed preserved peels, which are moving freely at bottom figures.

A direct shipment of prunes, sago and tapioca, is just to hand with Lucas, Steele & Bristol. The former has of late been scarce.

New Tarragona almonds, shelled Valencia and Jordan almonds, Grenoble walnuts, Sicily filberts, and pecans are quoted at close prices by The Eby, Blain Co., Limited.

The Davidson & Hay, Limited, report plenty of orders for their fancy special design tea caddy, 5-lb. size. Every grocer should carry these for Christmas trade.

Clark's mince meat, 1-lb tins and 4 lb. pails, and Wethey's mince meat, in 1-lb. packages, are seasonable goods that are meeting with ready sale with The Eby, Blain Co., Limited.

W. H. Gillard & Co. report an active demand for their special blends of coffees, "Kamar," "Purity" and "W. H. G.," which are pure, and are meeting with favor with the trade.

"Haycastle" and "Paradise" currants, both cleaned and in their natural state, are having a large sale with W. H. Gillard & Co., on account of their peculiar flavor and handsome appearance. Gillard & Co. claim these to be the highest grades grown in Greece, and have handled them extensively and with unqualified success for a number of years.

## Royal Sovereign ENGLISH STILTONS

are now ripe, and in good condition for Xmas trade. Order now, to make sure goods will arrive in time for holiday trade.

A. F. MacLAREN & CO., Sole Agents, TORONTO.

"SPHINX" "ATLAS"

"B," "C," "D" and "U"

"A," "B," "C" and "D"

"RED STAR"

50/60 to 110/20  
25-lb. and 50-lb. boxes.

PRUNES

"TABLE GROVE"

40/50 to 110/120  
50-lb. boxes.

IN STOCK

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

TORONTO

#### A FAKE COMMISSION HOUSE.

ABOUT eight weeks ago the warehouse at 88 Front street east, Toronto, was rented by strangers, with the firm name of Campbell, Davidson & Co. They were quite progressive, and evidently determined to build up a name as well as a business.

Printed quotations were issued at stated periods and scattered broadcast throughout the Province.

Unlike other commission houses, the market value of produce was of no account to Campbell, Davidson & Co. They established their own prices.

While their competitors would only pay the market price for butter, eggs, poultry and other farm and dairy produce, a cent or two per lb. extra, this liberal and philanthropic firm was more than willing to pay. And, of course, the firm was able to carry out what it agreed to do, for, among its references was not there the Canadian Bank of Commerce?

With a firm so liberal in the price it was willing to pay for produce, and with a reference so good as that of the Canadian Bank of Commerce, it was not surprising that it got goods, and goods in abundance too.

Davidson was the only member of the firm in evidence. But to-day he is not in evidence. And he has not been so for a week or ten days. Neither is the money which was to pay for the goods country merchants had consigned or sold to him.

Mr. Davidson has absconded and taken the money with him, and the sheriff has seized the few chattels which were to be found around the warehouse.

What the liabilities are will probably be

never definitely known. They are estimated to be about \$25,000. Quite a nice little sum for an eight weeks' old firm.

In order to take advantage of the golden opportunity, a great many merchants in the country sent their produce to Campbell, Davidson & Co., instead of to old and tried firms to whom they had formerly sent it. This week, a good many are writing to their old commission firms, telling their tale of woe, and in some instances asking them to try and rescue something from the ruins for them. But if any one of them gets enough to pay for his postage stamps lucky will he be.

Campbell, Davidson & Co. planned to rob the country merchants, and they succeeded admirably. Some write that they are out between four and five hundred dollars, and one man states that his losses will put him out of business. Another, in referring to his losses, describes himself as a fool.

While THE CANADIAN GROCER regrets exceedingly the fact that so many country merchants have been victimized, yet, it realizes that they have largely themselves to blame in the matter. If there should, peradventure, be a new firm in business which was not acquainted with the names of the houses in Toronto and elsewhere, the desired information could have been found in the columns of THE CANADIAN GROCER, where are the advertisements of leading and reliable commission houses. Furthermore, should any of the readers of this paper want to know the standing of any commission house that may be trying to procure produce from them, the publishers will, on receipt of an inquiry, make an effort to secure the desired information.

#### THEY BUY NOVA SCOTIA CODFISH.

In a report to his State Department, United States Consul Hanna at San Juan calls attention to the very large fish trade of Nova Scotia and other British North American colonies with Porto Rico. He says that codfish is the principal food article imported into that island and that Nova Scotia dealers in codfish consider Porto Rico their best market. In many cases the dealers of Nova Scotia visit Porto Rico to buy molasses, and pay for it in codfish. The consul says there is no reason why New England dealers in cod should not supply the Porto Rican market in the future.

#### LOBSTER PACKERS.

"The French lobster packers on the treaty shore," says The St. John (Nfld.) Herald, "have done an enormous business during the past season. At St. John's Island, one Frenchman has packed and shipped 2,500 cases. Newfoundlanders who have been fishing off the treaty shore have done very poorly. This is easily accounted for. The Frenchmen recognize no restrictions, and can fish at every season, while the Newfoundlanders have to close down their factories during the close season. The language of the treaty of Utrecht does not give the Frenchmen the right to build factories or pack lobsters on the treaty shore, but they do it, just the same, and, having no rules or regulations to fear, they work in all seasons."

#### EXTENDING THEIR BUSINESS.

The American Tobacco Co. of Canada has bought out the business of L. Larue, Jr., and, henceforth, the business will be run under the name of L. Larue, Jr., as a branch of The American Tobacco Co. of Canada, and all brands of Canadian goods, previously made by L. Larue, Jr., will be continued. The business will be very much enlarged and extended.

# New Fruits

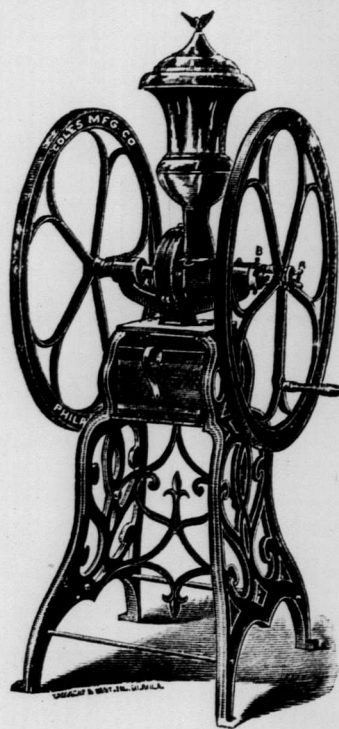
## for Prompt Shipment.

Fine Filiatra Currants, cases and half-cases.  
 Choice Amalias Patras Currants, cases and half-cases.  
 Finest Patras Currants, cases and half-cases.  
 Extra Choicest Vostizza Currants, cases and half-cases.  
 Grustan's F.O.S. Valencia Raisins.  
 Grustan's Finest Select Valencia Raisins.  
 Trenor's F.O.S. Valencia Raisins.  
 Trenor's Finest Select Valencia Raisins.

Bevan's Connoisseur Clusters, boxes and quarter-boxes.  
 Bevan's Extra Dessert Clusters, boxes and quarter-boxes.  
 Bevan's Royal Buck. Clusters, boxes and quarter-boxes.  
 New Finest Halloween Dates.  
 G. & S. California Prunes, all sizes.  
 Seeded Muscatel Raisins, 1-lb. cartoons.

**NEW GRENOBLE WALNUTS IN STOCK.**

**H. P. Eckardt & Co. - - Toronto.**



## Notice.

Having introduced ourselves, we now wish to make a few claims.

Your first consideration naturally is—to buy the best mill at the lowest price.

**We Claim** to have the easiest and quickest Grinders.

**We Further Claim** to have the most effective and accurate Adjustment.

**We Again Claim** that our Grinders will give you the longest service.

And for all this you pay nothing extra, even though we have patents on our mill.

No 18  
 Agents: **TODHUNTER, MITCHELL & CO., Toronto.**  
**DEARBORN & CO., St. John, N. B.**  
**FORBES BROS., Montreal.**

**Coles Manufacturing Co.**  
 PHILADELPHIA, PENN'A.

# Free Soap

If you do not sell Wool Soap, the purest soap on earth, send your name and address on a postal, and we'll send you a sample cake free.

Swift and Company, Makers, Chicago.

The only soap that won't shrink woolens.



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President, JOHN BAYNE MacLEAN, Montreal.  
Treasurer, HUGH C. MacLEAN, Toronto.

**THE MacLEAN PUBLISHING CO.**  
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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**WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER**

**BUTTER ADVANCES SHARPLY.**

**A** SUDDEN jump of 3/4c. per lb. in the price of creamery butter is an unusual circumstance at this period of the year, but this week values show that rise, in Montreal, over the figure ruling last week. Export inquiry for finest creamery, and the difficulty in obtaining it, is responsible for the advance. Buyers at first tried to secure 50-lb. boxes, bidding 18 1/2 then 18 3/4 and finally 19c. At the latter figure, some moderate quantities of stock were turned over; and then it became difficult to procure boxes and buyers turned their attention to tubs.

Inquiry soon elicited the fact that finest quality was equally scarce in this sort of package, and at this writing it is extremely doubtful if any buyers could fill their wants under 19 1/4, and, possibly, 19 1/2c., although these prices have not yet been established as the basis of actual sales, except in the case of five and ten package lots to the local jobbing trade, in which case slightly higher prices have been realized. But, while finest goods are scarce, and the market excited in regard to

them, there is a considerable quantity of butter knocking about the market in Montreal that would not fetch within 3/4 to 1c. of the prices quoted above.

It is choice butter that is scarce, and buyers, when they concede the top prices, are rigidly particular regarding quality.

On the whole, however, the butter situation this fall appears to be a fairly sound one, and medium to choice butter is good property; in fact, all well-kept goods promise, if the market continues as it is at present, to net holders a reasonably good margin. Another factor that has helped to stiffen prices, when coupled with the improved demand from Great Britain, has been the inquiry for car lots of both creamery and dairy from Vancouver and the Pacific Coast. Most of these inquiries were difficult to fill, inasmuch as they asked for 30-lb. tubs, a size of package that is not common nowadays, owing to the fact that the British demand is for 50-lb. boxes or 70-lb. tubs.

Receipts, so far, of winter-made creamery have not been heavy, and what has come forward showed first-class quality; in fact, was taken by the exporters at the top price of the market.

Clerks who would build up themselves should be zealous to build up the business of their employer.

**THE CANNED TOMATO SITUATION.**

The easier feeling in canned tomatoes noted last week is still in evidence, although there has been no further quotable change.

There have been transactions in round lots at 77 1/2 and 80c. per dozen, and more are offering at the latter figure. The ruling price to retailers is 80 to 85c., although for certain brands 90c. is quoted.

While the market has taken an easier turn, everyone seems to be of the opinion that it is only of a temporary character, and was induced merely by a desire to make sales during a quiet season.

This view THE CANADIAN GROCER believes to be not far astray. From now out until the New Year begins the present figures may be expected to rule. After that what changes do take place are likely to be rather toward a higher than a lower range.

**EXPORTS OF BRITISH GROWN TEAS**

**T**EA exports from Calcutta during the first nine months of the year show a satisfactory increase on the whole, although a slight decrease in the quantity shipped to Australia and New Zealand is to be noted.

The total quantity exported to all countries outside the United Kingdom was 10,685,152 lb., against 9,067,537 lb. in 1897, 8,367,107 in 1896, 6,943,536 in 1895, and 6,241,467 in 1894.

The exports to the United Kingdom during the nine months were 80,622,110 lb., against 80,020,341 lb. in 1897, 77,749,911 lb. in 1896, 72,617,543 lb. in 1895, and 71,124,647 lb. in 1894.

From a glance at the above figures it will be seen that the percentage of increase of the exports to the United Kingdom has been not nearly as great as to all countries outside the United Kingdom. The increase during the five years was 13.35 per cent. to the former and over 71 per cent. to the latter.

The following table gives the exports for the nine month periods of 1898, 1897 and 1894:

	1898.	1897.	1894.
Australia and New Zealand.....	3,691,538	3,838,259	3,681,876
America.....	1,496,966	1,302,124	223,263
Other Places.....	5,496,648	3,927,154	2,339,328

Total outside the	1898.	1897.	1894.
United Kingdom	10,685,152	9,067,537	6,241,467
United Kingdom	80,622,110	80,020,341	71,124,647

Total lb..... 91,307,262 89,087,878 77,366,114

Although the figures relating to the exports of Ceylon tea were published in a previous issue, yet it will not be out of place to briefly refer to them again. Up to September 22 they were 87,693,719 lb. to all countries, against 84,418,297 for the same period in 1897. America bought 1,801,059 lb. against 564,652 lb.; Australia, 10,709,888 lb. against 9,205,561 lb.; Russia, 1,654,865 lb. against 324,612 lb.; Germany, 249,474 lb. against 189,503 lb.; United Kingdom, 70,909,101 lb. against 72,561,369 lb.; other countries, 2,369,719 lb. against 1,572,600 lb. It will be noticed that the exports to the United Kingdom are the only ones which exhibit a decline.

Taking both Indian and Ceylon teas we learn that the aggregate exports for what is practically the first nine months of the year, were 179,000,981 lb. against 173,506,175 lb. the same period last year.

### THE CANADIAN PICKLE QUESTION.

ELSEWHERE in this issue we print a communication from T. A. Lytle & Co., in which disapproval is expressed at articles which recently appeared in THE CANADIAN GROCER in regard to Canadian-made pickles.

We exceedingly regret that Lytle & Co. conceived the articles in question to have been "something less than fair to Canadian manufacturers of pickles." Our sole and only object was to stir the pickle manufacturers in this country up to a sense of their duties and privileges. We did not then consider we were less than fair; nor do we now.

Again, Lytle & Co. contend that the impression left upon the minds of the readers of the articles in THE CANADIAN GROCER "could only be that in Canada only low-grade pickles are made, and that these are put up in poisonous acetic acid distilled from wood." Again, unwarranted conclusions were drawn from the article.

It was not stated there were none but this class of pickles put up in this country. It was, in effect, stated that there were some good pickles manufactured here, but that they were the exception, not the rule. This, Mr. Lytle himself would not deny. We remember a conversation we had with him some time since, in which he bitterly complained of the competition his firm was experiencing from the poisonous wood acetic acid pickles. And this class of pickle is still on the market.

There is, undoubtedly, as Lytle & Co. say in their letter, prejudice in favor of imported foreign-made goods. And we regret that it is so. But the domestic pickle manufacturers are not without blame in this matter. By, as a rule, putting up low-grade pickles, they have rather fed than starved this prejudice. And then, look at the lack of enterprise that has, in many instances, characterized those who put up a really good pickle. Many of them seem to think that they have only to put a pickle on the market, and that it will, like a worm, bore its way to public attention.

As far as the impression that the articles which have appeared in THE CANADIAN GROCER will leave on its readers, in regard

to Canadian pickles, that is something this paper cannot help.

Certain unsatisfactory conditions exist in the pickle industry in Canada. These conditions THE CANADIAN GROCER felt to be its duty to expose, not with a view to aggravating but remedying them.

Evils appertaining to an industry are no more cured by a journal covering them, either under the mantle of silence or of untruthful flattery, any more than are social or political evils cured by the same methods.

Whitewash may hide dirt, but it will not remove it, and the dirt will only be hid as long as the whitewash lasts.

We quite believe the statement of Lytle & Co., that they do not use acetic acid distilled from wood in the manufacture of their pickles, and we know from experience that the pickles they put up under the brand "Sterling" are all that anyone can reasonably desire. But they acknowledge that they commenced business with the cheaper grade of goods.

It will thus be seen that they started out with the same old belief as nearly all other pickle manufacturers in Canada, namely, that low-grade goods were stepping-stones to success. Unlike the great run of their confreres, however, they saw the error of their way, for they gradually devoted their energies more upon the higher grade goods, until, to-day, as they say in their letter, "the output of the higher grade is as much greater in proportion to the lower as it was formerly less."

The sentence just quoted from Lytle & Co.'s letter justifies all that THE CANADIAN GROCER said in the two articles in question.

Low-grade goods are poor things upon which to essay to climb to success, especially in the pickle business. And Canada will never have a pickle industry worthy of the name until manufacturers as a rule, and not an exception, realize it.

### JAPAN TEAS IN CANADA.

The recent advices from Japan report the shortage in the crop for the season at about 28,000 piculs, and that teas now in Japan, in the natives' hands, are of a very low grade and attract but few buyers.

The market for such teas as this country requires is fully \$1 a picul higher than it

was a month ago, and goods ranging from 16 to 19c., or 20c., are likely to prove good value in the future, as they are likely to be scarce.

Some little time ago, there was an impression that shipments to Canada had been larger this year than last, but this is not the case, and the mistake is accounted for in the following way: Large shippers billed quantities of tea to Canada, which, when they had reached the Coast, were diverted to the United States. This caused the error in the figures, which have been rather misleading to those who read reports from Japan itself.

### SULTANA RAISINS FOR MONTREAL

A little business is being done in Toronto in Sultana raisins, but the volume is not large, on account of the high prices which obtain. Stocks, however, are merely nominal, and they have, this week, been further reduced by sales to Montreal wholesale houses.

The markets abroad are higher than they were a month or two ago.

### A CAUSE OF NON-SUCCESS.

IT is not because of lack of opportunity, but because of lack of the qualities of ambition and energy that there are so many men—both young and old—in the world who are "neither fish, flesh, or good red herring"; in other words, so many men in business, behind counters, and in the professions, who do not amount to much.

A man who is without ambition and energy merely drifts with the tide. And the farther he drifts the farther does he get from the sources from which success springs.

A man who has no ambition can no more forge ahead than can an engine without steam. Ambition is the steam of human progress.

Have ambition. Have an aim in life, and a high aim. Utilize the golden and spare moments in fitting yourself for the goal. Read good books. And think, as well as read. Then, when the opportunities come you will be prepared to grasp them.

Success is no more the offspring of indolence than is a sparrow the offspring of an eagle.



## CANADA'S TRANSPORTATION PROBLEM.

THE termination of the rate war between the Canadian Pacific and the Grand Trunk railways, and the going into operation of the rates which obtained before the war began, naturally revives interest in the relation of the railways to the country, and vice versa.

The monetary aids granted to Canadian railways by governments and municipalities up to June 30, 1897, aggregated \$207,137,265. This is exclusive of the 39,725,130 acres of land with which the railways have been subsidized. Taking money and land together this would represent at least a sum of \$250,000,000, or equal to a donation of \$5 per head of every man, woman and child in the country. Taking it another way, an average of over \$15,100 has been given for every mile of the 16,500 miles of railway in operation. In our calculation we have only allowed about \$1 per acre for the land granted, which is obviously an underestimate particularly when it is remembered that the C.P.R. is holding at \$10 per acre the land it received in grants.

Notwithstanding the liberality of the country in cash and lands, to say nothing of the value of the franchises and privileges they carry with them, the 16,550 miles of railway operating in the Dominion are as bands of steel, binding the country in a grasp which has positively become painful. And, the trouble is, we have to grin and bear it without hope of much relief.

Had the legislators, in the years gone by, been foreseeing enough to see the conditions as they are to-day, or been able to anticipate the overmastering power the railways have developed, it is inconceivable that they would have so neglected to provide measures for the safeguarding of the interests of the commercial and of the agricultural interests and of the people generally as they did.

They, doubtless, as a rule, did their best, but their best was little better than nothing. At any rate, it has not prevented the country being practically at the mercy of the two big corporations which control the railway systems of the Dominion.

The manufacturing and commercial classes are suffering from high freight rates and discriminating freight rates, which, in

many instances, make nugatory the protection which comes from the Customs tariff, while our export trade, in many respects, is carried on under difficulties induced by the same causes.

The farmers are in much the same condition as the business men. Were it not for the railway conditions obtaining in the Northwest, that part of the Dominion, wherein are the choicest of the wheat lands upon this continent, would not be as sparsely settled as it is to-day. It is true that the conditions have been somewhat alleviated by the reduction in the rates on grain which was obtained from the C.P.R. as a provision of the Crow's Nest Pass agreement. But, there is still a great deal of soreness up there, notwithstanding.

Wherein lies the solution of the transportation problem it is difficult, with positiveness, to say. What might be done in some respects is apparently made impossible by extraordinary privileges which the railway owners, more cunning and subtle than the legislators, worked into the webs of their franchises.

And, thus, what have become known as vested rights, as far as the railways are concerned, have become what may be termed vested wrongs, as far as the people of this country are concerned.

But, whatever there may be in the lap of futurity, the first essential in the direction of railway reform is an increase in the number of men in Parliament who are without railway passes in their pockets, and are, in consequence, less susceptible to railway influence.

The next thing is to get a railway commission, composed of the very best men that can be procured. Then, and not till then, can we hope for anything practical to be done in the way of solving the railway problem.

The call is to the business men of the country to lend their assistance in solving the transportation problem, and making the railway corporations the servants, and not what they are now, the masters of the people.

Do not be afraid to launch an idea because it is new. There may be millions in it.

## DROPS FROM THE EDITOR'S PEN.

Natural advantages have no utility until they are utilized.

An unscrupulous person, like a quicksand, cannot be trusted.

Always try to be the leader and not the follower in the paper chase of business.

A poor clerk behind the counter is about as undesirable as poor goods upon the shelves.

A clean record and a clean store are two things which no merchant can afford to be without.

Time is more precious than money, and he who wastes it is more foolish than the spendthrift.

If you cannot attend to your advertising, you cannot expect people to pay attention to your store.

Worry will not remove furrows from the business, but it will create them on the merchant's brow.

Climbing metaphorical mountains may not be pleasant, but it gives strength of character, if not strength of muscle.

He who seeks diligently and honestly for position or money may not find all he sought for, but he will find a good percentage of it.

Notwithstanding the untold millions of the Klondyke, there is nothing in the long run which will pay as well as common-sense, energetic and continuous effort.

## LARGE RAISIN SALE.

A large quantity of Valencia raisins, which arrived by the last direct steamer to Montreal, were put up at auction Wednesday, of this week, and, considering the fact that the fruit was put up without reserve, realized very good prices indeed.

The lots comprised 5,365 boxes off-stalk, which realized 3¼c.; 120 do., 3¾c.; 271 fine off-stalk, 3½c. and 551 packages of layers, 4 to 4½c.

These prices are, of course, away below the jobbing range, but it is not considered likely that the latter will be materially affected as a result of the sale.

**BUSINESS CHANGES.****DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

**G**IRARD & LAFOREST, general merchants, Grand Mere, Que., have assigned.

James Davidson, general merchant, Tracadie, N.B., has assigned.

M. A. Cote, general merchant, Ste. Anne des Monts, Que., has assigned.

J. E. Maranda, general merchant, St. Ours, Que., has assigned to Kent & Turcotte.

E. R. Bellerose & Co., general merchants, Sorel, Que., have assigned to Kent & Turcotte.

Phideas Sirois, general merchant, Riviere St. Jean, Que., is offering 20c. on the dollar.

Metivier & Boivin, general merchants and millers, St. Damien, Que., have effected a compromise.

S. W. Bishop, general merchant, Marbleton, Que., is reported absent. Stock is being taken.

Paradis & Jobin have been appointed curators of A. Gagnon, general merchant, Les Escoumains, Que.

C. W. Browne, general merchant, Whitby, Ont., has assigned to J. F. Paxton, sheriff, and a meeting of his creditors will be held on December 3.

**PARTNERSHIPS FORMED AND DISSOLVED.**

Smith & Ford, grocers, Vancouver, have dissolved.

E. & L. Morlock, general merchants, Tavistock, Ont., have dissolved, Levi Morlock retiring.

Lacasse & Faucher have registered partnership as general merchants in Notre Dame de Lourdes, Que.

S. F. Palmer, grocer, Kaslo, B.C., has admitted F. H. Green, and will continue under the style of Palmer & Green.

Woodside & Marshall, grocers, Kamloops, B.C., have dissolved, J. H. Woodside retiring and Henry Todd admitted, under the style of Marshall & Todd.

Alfred Levy, Berlin, Germany, has registered as proprietor, with Herman Zingsley as manager, of the business of Richard Hecht, general merchant, Quebec.

**SALES MADE AND PENDING.**

The stock of O. Payette, grocer, Montreal, has been sold at 55c. on the dollar.

The business of the late Alex. Dickson, baker, Mount Forest, Ont., is advertised for sale.

The assets of Eusebe Levesque, general merchant, St. Pacome, Que., have been sold.

The assets of J. H. Bedard, general merchant, Franklin Centre, Que., are to be sold by tender.

The stock of Thos. Girard, jr., general

merchant, Napierville, Que., has been sold at 67 1/2c. on the dollar.

The stock and book debts of the estate of J. R. Smith, grocer, Oxford, N.S., are advertised for sale by tender.

The stock, etc., of Geo. A. Strowger, crockery dealer, etc., Brantford, Ont., is to be sold by auction on the 5th inst.

The stock and fixtures of the estate of Robert Paul, grocer, Winnipeg, have been sold to A. Hendry at 76c. on the dollar.

**CHANGES.**

Snow & Moore, grocers, Winnipeg, have sold out to E. H. Scott.

T. R. Morgan, grocer, Paris, Ont., has sold out to David Shepherd.

W. F. Lilly, grocer, St. Thomas, Ont., has sold out to Geo. T. Hair.

D. W. MacLean, grocer, Winnipeg, has sold out to Geo. B. Galbraith.

John Morgan, grocer, etc., Ailsa Craig, Ont., has sold out to John Danney.

John A. Williamson, grocer, Hamilton, has sold out to Culver & Buttrum.

J. H. E. Davies, grocer and butcher, Montreal, has sold out his butcher business.

D. Evans, grocer, etc., Edmonton, N.W.T., has sold out to — Montgomery.

J. Knowles, general merchant, Wapella, N.W.T., has sold out to J. Franks, of Hyde, N.W.T.

Baird & Co., general merchants, Pilot Mound, Man., have sold out to Thos. McKay.

Campbell Bros, general merchants, Apohaqui, N.B., have removed to McAdam Junction.

Joseph S. Smith, has registered as proprietor of J. S. Smith & Co., grocers, Vancouver.

Joseph Grenon & Son, fish dealers, Winnipegosis, Man., have sold out to Hugh Armstrong.

**FIRES.**

W. H. Tighe, fruit evaporator, etc., Chatham, Ont., has suffered loss by fire.

Isaiah Leslie, general merchant, Port Mouton, N.S., has been burned out; insured.

**DEATHS.**

Albert S. Smith, grocer, Toronto, is dead.

J. M. Archibald, miller, Beachville, Ont., is dead.

Peter Kelly, of Peter Kelly & Co., grocers and liquor dealers, Charlottetown, P.E.I., is dead.

**THE BRAGGART.**

The gem of fine art, which is illustrated in the advertisement of the Adams & Sons Co. this week, is entitled "The Braggart." It is one of six handsome pictures given with an assortment of Tutti Frutti and other brands of gum. An illustrated circular, showing the entire set, is being sent out at present, and is well worth sending for.

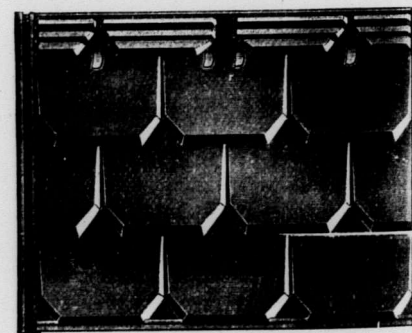
**FOR PICKLING SURPLUS STUFF.**

The following, from The National Provisioner, is a simple and practical recipe for pickling for tongues, rounds of beef, etc.: 45 lb. salt, 5 lb. saltpetre, 5 lb. pure cane sugar, 5 lb. Douglas' antiseptic, made up to 20 gallons of water, boiled and skimmed until clear. It is sometimes desirable to add a flavoring to both tongues and rounds of beef, and this may be done by adding to the 20 gallons 1/2 lb. juniper berries and 1/2 lb. coriander seed. These two are simply placed in a muslin bag and allowed to float about in the pickle. Pump the tongues with the pickle right down the centre from behind, then immerse them, keeping them down with sparring and some weights, so that none of the tongues will appear floating on the surface. The same treatment should be given to rounds of beef, only they should be pumped all over. The curing of both tongues and beef should be conducted in a cool place, and in a place which is entirely dark, artificial light only being used when necessary. To those who can afford it, the most perfect cure is obtained by chilling the tongues and beef down to 38° F. before proceeding to cure them at all. The object of this is to make perfectly certain that the whole of the animal heat has been eliminated.

**YOU CAN LAY****Eastlake Shingles**

*Quicker than any others.*

Their patent side lock and water gutter gives them the superiority that has made them popular.



They are Fire, Rust, Leak and Lightning proof, and will give the most durable, economical protection you can find.

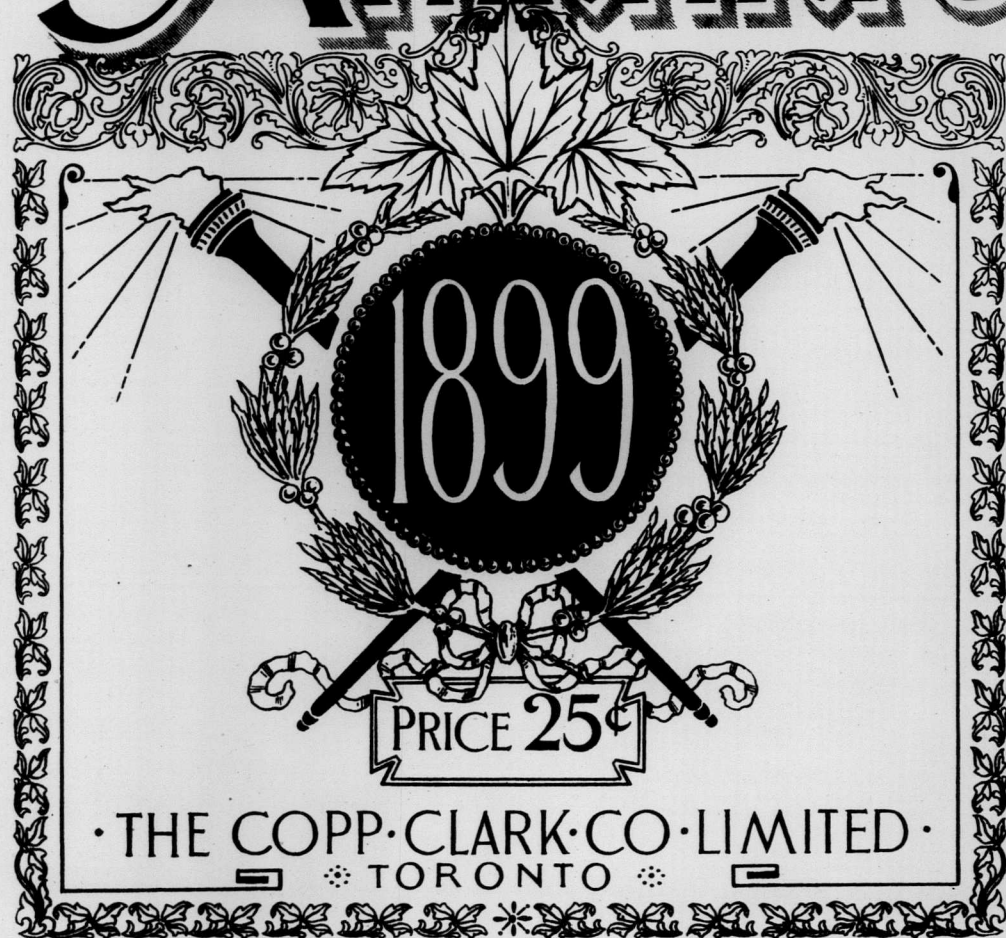
Write us about them.

**Metallic Roofing Co., Limited**

1180 King St. West, TORONTO.

52<sup>nd</sup> Year of Publication.

# Canadian Almanac



AN INVALUABLE BOOK

# The Canadian Almanac for 1899

FIFTY-SECOND YEAR OF PUBLICATION

## SOME OF THE PRINCIPAL CONTENTS OF THE CANADIAN ALMANAC:

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Every Grocer in Canada  
should handle

# Rice's Pure Salt

It's always the same---pure, clean, dry and  
uniform in crystal, also packed in neatest and  
best packages.

*Put up for all Purposes.*

Your money back for any package that  
proves unsatisfactory.



If you haven't time to write—Telegraph or Telephone  
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SOLE MANUFACTURERS

THE NORTH AMERICAN CHEMICAL CO.

Limited

Long Distance  
Phone, No. 54.

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As this advertisement stands out above all others, so does

# "SALADA"

## CEYLON TEA

Stand out pre-eminent in flavour, quality, and general goodness, and in the satisfaction it gives the grocer. Sold by grocers only—never by pedlars.

Warehouses in Toronto, Montreal, Buffalo, Pittsburg, Detroit, Boston, etc.

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IS PUT UP IN

1-lb. bars.  
2 6-16-lb. bars. } 60 bars in box.  
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12-oz., 100 cakes in box.

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

The BRANTFORD SOAP WORKS CO.  
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## Evaporated Vegetables

FOR SOUP

Always Ready  
Always Delicious

Specially adapted for **Miners' and Sailors'** use.  
Samples sent on application.

Kerr Vegetable Evaporating Co.

Limited

KENTVILLE, NOVA SCOTIA

## YOU WANT

the best selling Pickles there are in the market.

## THEN TRY

# STERLING

BRAND

## ... PICKLES

Prepared by

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

Vinegar Manufacturers,

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## DON'T PAY FREIGHT ON WATER

**CONCENTRATED GRAPE WINE VINEGAR**, best and most economical Vinegar made. One gallon Concentrated makes 25/27 gallons Standard Vinegar—Great saving in weight and freight. Write for sample.

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Agents for HEINRICH FRANCK SOHNE & CO.

German Chicory, Coffee, Extracts and Essences

LUDWIGSBURG, GERMANY FLUSHING, N.Y.

## THE COWAN RAMSAY CO., LIMITED

IMPORTERS OF TEAS

and packers of the celebrated

"Walla Galla" Tea in lead packets  
and "Clubhouse" in 50 and 100 lb. tins.

These brands are registered, and the quality guaranteed by us.

All orders promptly attended to.

## BROCK'S BIRD SEED

This well known and reliable brand is the best and cleanest in the market. Each packet contains a cake of **Bird Treat**, greatly appreciated by the bird-loving public. All wholesalers.



**NICHOLSON & BROCK - TORONTO**

N.B.—20 years in use and everybody well satisfied with the Old Favorite.



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All respectable grocers from the Atlantic to the Pacific keep it for sale, because it pays to do so, there being **no old, unsaleable stock in "Horseshoe Salmon."**

Every consumer should use it because it is the **BEST** and every can is warranted good, or money returned, or take no other, and be happy.

This Brand is packed from the finest Fraser River Sockeye Salmon, by

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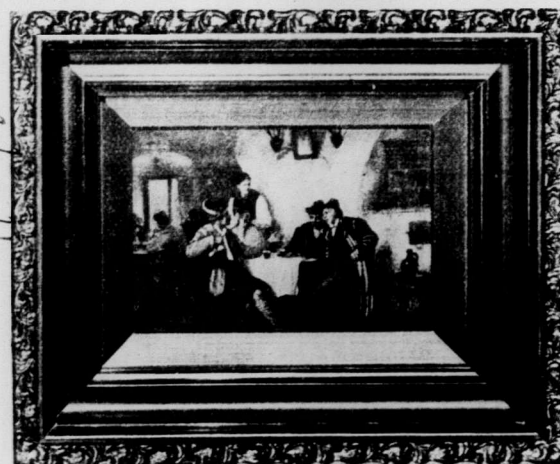
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Who are also packers of the well and favorably known brands of **Beaver, Columbia and Tiger**, all guaranteed good Red fish.

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Size, including frame, 10½ x 9 inches.

## Be Prompt

If you want one of these—Adams' Hand Finished Gems of Fine Art—One goes to a customer with the following assortment, viz.:

2 boxes Tutti Frutti, -	\$3.60
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Gem of Fine Art -	\$6.55
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Price complete, \$5.00.

Adams & Sons Co. (Toronto Factory), 11 and 13 Jarvis St., Toronto, Ont.

Send to Hunter & Selman 9/11/18

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

TORONTO, Dec. 1, 1898.

### GROCERIES.

THERE was a slight lull in the wholesale grocery trade a few days ago, but business is again brightening up, and, during the next couple of weeks, a large turnover may be expected on account of the Christmas holiday trade. The canned goods market is naturally quiet, although there is quite a demand for such lines as pumpkin and beans. The retail trade appears to be well supplied with currants and Valencia raisins, and with the latter particularly. Malaga raisins, nuts and prunes are beginning to move out nicely. Sugars are quiet, but firm. Coffees are firm, but quiet. The wholesale houses are doing a good trade in teas, and prices in the primary market rule firm. Pepper shows a further appreciation in the outside markets. The wholesale grocery trade during the past week has been fairly good. Compared with the same month a year ago, it was much more satisfactory.

### CANNED GOODS.

One of the chief features of the canned goods trade is the demand that is being experienced for such lines as pumpkins and beans. As a result, a more than usually large quantity of these is being shipped out by the wholesale houses. Other lines of canned goods are receiving little or no attention. An easy feeling is still to be noted in canned tomatoes. There have been some transactions in round lots at 77½ to 80c., and wholesalers' figures to retailers rule at 80 to 85c., although as high as 90c. is quoted for some brands. The lower prices do not, however, appear to have shaken confidence in the future of the market. Corn is firm, the wholesale price still ruling at from 90c. to \$1 per dozen, according to brand. There are one or two round lots being offered at 85c.

### COFFEES.

A decidedly stronger tone has developed in regard to Rio coffee, on account of the lightness of the deliveries of this description. Santos descriptions are also firmer in the outside markets, prices having advanced 3c. per lb. within a week or ten days. On the local market very little business is being done.

### SYRUPS AND MOLASSES.

Wholesalers are experiencing a fair demand for syrups, but there is a scarcity of the dark and medium grades. There has

been an odd transaction or two for import, but the high duty precludes much being done in this respect. A fair import trade is being done in molasses at firm prices. The N. Y. Journal of Commerce, of Tuesday, stated that within the last fortnight 3,000 hogsheads of foreign molasses in bond had been sold in New York and Boston for shipment to Canada. According to recent advices, the quantity of cane juice being received in New Orleans was exceptionally small.

### SUGARS.

The sugar market has ruled strong, although the opening of the week showed a slightly easier feeling in beet sugar in Europe, Monday's cables noting a decline of ¾d. per cwt., with the market dull. Cane, however, was firm at unchanged prices. Refiners in New York are reported to be willing to purchase 96 degree centrifugals at 4½c. per lb., but there were no sellers at that figure. The sugar business in New York is dull, and concessions of

See pages 31 and 32 for  
Toronto, Montreal, St. John,  
and Winnipeg prices current.

1-16c. per lb. are being made in the soft descriptions. In Canada, the sugar trade is also dull, but prices are being firmly maintained, standard granulated still being quoted at \$4.68, Toronto, and \$4.50, Montreal.

### NUTS.

A good trade is being done in nuts. New season's Grenoble walnuts are expected to be in the warehouses of the wholesale trade before this issue is in the hands of our readers. Prices are more than 25 per cent. above those of last year. Shipments of Brazil nuts have also been received this week, and they show exceptionally fine quality. They are quoted at from 12½ to 14c. per lb.

### SPICES.

Pepper continues to be the most interesting feature in the spice market, prices having further appreciated. Ginger is being offered sparingly, and spices, generally, are steady.

### TEAS.

While the wholesale trade is doing a good business in teas, the local representatives of shipping-houses are not recording as many transactions as they would like. Spot teas of Ceylon growth are still selling well on

account of their price, which continues to be materially below the range ruling on the London, Eng., market. Prices are still firm on the latter market. Advices from Colombo state that supplies are coming forward slowly. A few transactions have taken place during the week in medium-grade Japan teas, but the volume of business is light. China green teas continue to come forward, and, while the crop is light, this market is likely to be well supplied this season.

### FOREIGN DRIED FRUITS.

CURRENTS—Business is fairly good in currants, and prices are being more firmly held on spot. In New York, prices are also being firmly held, but the demand there is light.

VALENCIA RAISINS—Such large quantities of Valencia raisins have been sold that the demand is now small indeed, and prices are so low that wholesalers are not inclined to push the sale of the standard brands.

MALAGA RAISINS—Are beginning to go out nicely. As stocks on the street are held to be in shorter supply than usual, it is the general opinion that supplies will be exhausted before the close of the holiday trade.

SULTANA RAISINS—Business has been fairly active on the spot, although not of great volume, in consequence of the high price. Some sales have been made on Montreal account.

PRUNES—Shipments of "Sphinx" brand of prunes are to hand this week: also French prunes. A good many of the latter have sold to arrive at 4¼c. per lb. for 110's. In "Sphinx" prunes U's are quoted at 5½c. for boxes and 5½c. per lb. for half boxes.

CANDIED PEELS—Business is fair. We quote: Lemon, 10½ to 13c.; orange, 11 to 14c.; citron, 16 to 19c.

### GREEN FRUITS.

The demand for oranges and lemons is steadily improving. Considerable arrivals of new Valencia oranges are expected this week. Dealers quote in advance from \$4.75 to \$5 for ordinary 420's; \$6 to \$6.50 for large 420's and 414's. It is possible, however, that they will sell somewhat below these figures by next week. There is a scarcity of bananas, but as the demand is small the feeling re prices is steady and unchanged. The movement of cranberries is light, retailers throughout the country being pretty well stocked. It is thought, however, that the consumption will prove large, and a Christmas trade is expected. Late pears

**At 5 cents---**This is the price at which  
**SURPRISE SOAP** retails.  
 Your customers get a pure  
 hard Soap---**You** get a good  
 profit.

## BRANCHES—

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 VANCOUVER: 430 Corliva St  
 ST. JOHN'S, NEWFOUNDLAND.

## THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

are still offering in considerable quantities, but the demand is moderate. There is a good local and export demand for apples, and prices continue well maintained. There is little doing in sweet potatoes. Native grapes are done. Malagas are moving quietly, though the Christmas trade has not yet opened up.

## COUNTRY PRODUCE.

**EGGS**—The demand is excellent. Fresh-gathered are worth 20c. Some small lots of strictly fresh laid have brought as high as 23c. Held fresh and cold stored move steadily at 14 to 15½c. Limed are in good demand at 14 to 14½c. Cases bring 14½ to 16c. at outside points.

**POTATOES**—The market is steady and unchanged, at 50 to 55c. for car lots, and 60 to 65c. for small lots on the market.

**POULTRY**—The range in value in all kinds of poultry coming on the market is very large. For instance, some chickens arriving do well to sell for 20c., while others are taken quickly at 55c., and, in a few cases, 60c. From 25 to 40c. is the regular quotation. Ducks, too, sell all the way from 25 to 65c., though 20 to 60c. is the usual figure. Geese and turkeys are firmer in price, an advance of 1c. being noted. A few wild ducks still sell at from 20 to 25c. for teals and widgeons, to 60 to 75c. for black ducks and mallards.

**DRIED AND EVAPORATED APPLES**—Each succeeding week brings a strengthening tone to the dried apple market. Buyers from the United States were over

here for some weeks and bought up large quantities, causing the market to advance fully 1c. The demand from European centres is now so good that a further advance of ¼ to ½c. is now noted, bringing the price at outside points to 5 to 5¼c. The jobbing price is steady at 5½ to 6c. The European demand for evaporated stock has sent this class of goods also up a point or two, and now it is difficult to buy large quantities at less than 8¼ to 8½c. The jobbing price is steady at 8½ to 9c.

**BEANS**—The demand for hand-picked is active at \$1 to \$1.10. Common stock is moving less quickly at 70 to 80c.

**VEGETABLES**—Pumpkins have advanced 40 to 75c.; Danvers onions have gone up 15c.; beets are 10 to 20c. cheaper. We quote: Cauliflower, 75 to \$1 per doz.; celery, 50 to 75c. per doz.; lettuce, 15 to 25c. doz. bunches; radishes, winter, 15 to 25c. doz. bunches; cabbage, per doz; 60 to 85c.; parsley, 10 to 12½c. per doz. bunches; turnips, 30 to 40c. per bag; beets, 40 to 50c. per bag; parsnips, 50 to 60c. per bag; carrots, 50 to 75c. per bag; onions, Danvers, \$1 to \$1.25 per bag; butter squash, \$2 to \$2.50; pumpkins, \$1 to \$1.50; Hubbard squash, \$2.50 to \$3; red cabbage, 40 to 50c.; egg plant, 50 to 90c. per basket.

## BUTTER AND CHEESE.

**BUTTER**—The dairy market is easy. Prices are unchanged. The export demand for creamery is so brisk and steady that some dealers report difficulty in keeping

sufficient stocks to meet local demands. A decidedly firm tone is naturally the result, and advances of ½c. for both prints and boxes are noted. We quote at outside points: Dairy tubs, 11½c.; prints, 11½ to 12½c.; large rolls, 11½c.; creamery prints, 17½ to 18c.; tubs and boxes, 17 to 17½c.

**CHEESE**—An advance of ¼ to ½c. for both early and late makes is noted. The feeling is firm. We quote 9c. for early makes and 9¼ to 10c. for late makes.

## PROVISIONS.

Dressed hogs continue to arrive in large quantities, and the feeling regarding prices is decidedly easy, though no change is noted. The demand for all meats continues large. Prices throughout are unchanged.

## GRAIN, FLOUR, BREAKFAST FOODS.

**GRAIN**—The market is 3c. easier, 67c. on cars outside now being quoted for both red and white. The only grains arriving on the street market in any quantity are goose wheat, barley and oats. We quote: Wheat, white, 70 to 71c.; red, 70c.; goose, 68½; peas, 65 to 67c.; oats, 30 to 31c.; barley, 49 to 51c.; rye, 50c. No. 1 hard Manitoba has declined 2c., and is now steady at 79 to 80c., Toronto freights.

**FLOUR**—An all round decline of 10c. is noted. We quote: Manitoba patents, \$4.10; Manitoba strong bakers', \$3.80; Ontario patents, \$3.90 to \$4; straight roller, \$3.15 to \$3.25. Toronto freights.

**BREAKFAST FOODS**—No change is noted. We quote as follows: Standard oatmeal and

BE SURE AND GET

# BRIGHTON Canning Co.

New Process

THISTLE  
BRAND

# TOMATOES

GARDEN  
GROWN



# How's the Stock To-day?

We want your trade in

## CONFECTIONERY.

We manufacture it in every conceivable form, and have an immense assortment.

**J. McLaughlan & Sons,**  
OWEN SOUND.

### CANADIAN

Manufacturers and Shippers who are not represented in

### WINNIPEG

Will do well to correspond with me.

### E. NICHOLSON

124 Princess Street, **Winnipeg, Man.**

Successor to W. F. Henderson & Co.

**Wholesale Commission Merchants and Brokers.**

Established 1882.

16 years' experience.

### EDWARD HARRIS & CO.,

PHENIX SPICE MILLS, LIVERPOOL, ENG.

Telegraphic Address: "Speedwell, Liverpool."

Telephone, No. 3729.

Grinders of Pepper, Spices, and Condiments of every description. Ginger Bleachers, etc.

Packers for Canadian markets. Samples and Quotations on application. Correspondence invited.

## SARNIA

Water White

Lamp Oil. . .

Equal to the best American Water White Oil. Test it and be convinced. Genuine is branded **Sarnia Water White**. Wholesale only by

The **QUEEN CITY OIL CO., Limited.**  
TORONTO, ONT.

### HAMS

### BACON

### LARD

### SHORT CUT PORK

### MESS PORK

The **Wm. Ryan Co. Limited**  
TORONTO

rolled oats, \$3.70 in bags and \$3.70 to \$3.90 in bbls.; rolled wheat, \$2.60 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$3.75; pot barley, \$3.75.

#### FISH.

Haddies are down another cent this week. Otherwise, prices are steady and unchanged. Split herring are 25c. cheaper. We quote as follows: Fresh salmon trout, 6½c.; fresh whitefish, 7½c.; steak trout, 7c. lb.; fresh perch, 3½c. per lb.; fresh herring, 3½c. per lb.; Labrador herring, \$5.75 per bbl. and \$3 per half-bbl.; Digby herring, 55c. per bundle of five; split herring, \$5 per bbl. and \$2.75 per half-bbl.; cod, in 1-lb. blocks, 6½c. per lb.; boneless fish, 5¼ to 4c. per lb.; quail-on toast, 5½c. per lb.; Gem of the Sea, 5c. per lb. fresh-water herring, 60c. per basket; ciscoes, 60c. to \$1.25; haddies, 5½ to 7c. per lb.; fresh haddock, 6c. per lb.; oysters, \$1.25 to \$1.35 per gallon.

#### HIDES, SKINS AND WOOL.

HIDES — No change in price. Market weak. We quote: No. 1, 8½c.; No. 2, 7½c.; No. 3, 6½c.; cured, 9c.

CALFSKINS—We quote nominally: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS — Shearlings and lambskins have advanced 5c., and are now firm at 80c.

WOOL—The market is dull at 15c. for fleece and 10c. for unwashed.

#### SEEDS.

The demand for particularly fancy grades of both alsike and red clover seed is well maintained. Medium and low grades are not sought for at all. Alsike is quoted at

Direct shipment of (Choice Pea Beans.)  
**CURRENTS** from **PATRAS**  
just received. Orders solicited. Apply, **JAS. R. SHIELDS**, Board of Trade, **TORONTO**.

## Toronto Salt Works

TORONTO, ONT.

Write us for **SALT** of any kind.  
Also **SALTPETRE**, car lots or less.

Our extensive

### City and Shipping Trade

gives us unequalled facilities for handling to best advantage your shipments of

## Poultry, Butter Eggs, Dressed Hogs

CONSIGNMENTS SOLICITED

QUICK RETURNS.

### D. GUNN, BROTHERS & CO.

Provision and Commission Merchants

76-78-80 Front St. E. - - - TORONTO.

#### CONSIGNMENTS SOLICITED

Our specialties

### POULTRY, BUTTER, EGGS, HONEY.

We buy Dried Apples. Send us samples and we will offer you.

Correspondence Invited.

### RUTHERFORD, MARSHALL & CO.

68 Front Street East, - - - Toronto.

**Mexican  
Oranges**

ALL  
SIZES

NEW ALMONDS  
FILBERTS  
SHELLED ALMONDS

**Clemes Bros.**

BUY NOW AND SAVE  
MONEY

CAR LOAD  
**Santa Cruz  
Prunes**

TO  
ARRIVE

\$2.50 to \$4.50, but somewhat more is given for strictly fancy samples. The red clover coming in is disappointing. Only about 10 per cent of the total offering is fit for export. This tenth is worth from \$4 to \$4.50. The medium and low grades are quoted at \$3 to \$3.50, and the large shippers are not anxious to buy even at that figure.

**SALT**

Prices are unchanged. There is a good demand, both local and provincial. We quote: Carload lots, \$1.05 per bbl., and 65c. per sack; less than carload lots, \$1.10 per bbl., and 70c. per sack. At the wells we quote F.O.B., barrels, 75c.; sacks, 54c.

**MARKET NOTES.**

Flour has declined 10c.

Geese and turkeys are 1c. dearer.

Cheese has advanced  $\frac{1}{2}$  to  $\frac{3}{4}$  c.

New Valencia oranges are expected this week.

Dried and evaporated apples have advanced  $\frac{1}{2}$  c.

Grenoble walnuts will be on the local market this week.

"Jubilee" matches have been advanced 25c. per case, being now quoted at \$2.75.

Dried apples are  $\frac{1}{4}$  to  $\frac{1}{2}$  c. per lb. dearer, and evaporated show an advance of  $\frac{1}{2}$  c. per lb.

Boeckh Bros. & Company report a large trade in wood skewers from  $1\frac{1}{2}$  to 6 inches long, also a good demand for woodenware.

**QUEBEC MARKETS.**

MONTREAL, Dec. 1, 1898.

**GROCERIES.**

**T**HE week has developed a fair degree of activity in seasonable goods, more especially in dried fruits, and, while values as a rule are steady, in some lines of nuts positive scarcity exists at present, many jobbers having found that their stocks were not equal to requirements. Sugar has continued steady, and the same can be said of molasses. Canned vegetables are well inquired for, with prices maintained, and there has been a fair movement in medium Japan teas, in which buyers have had to meet sellers in order to procure supplies.

**SUGAR.**

There has been no change up to this writing for refined sugar in this market, but it rules very firm, and an advance is likely at any moment. Demand is fairly active also, and from reports it is pretty clear that stocks in second and third hands are not heavy, which conduces to the firm feeling. The refiners report a good movement of car lots of granulated and bright yellows at quotations. Dark yellows are less asked

for. Cables from London lately have been firm on cane, but weak on beet, the latter being quoted 3d. lower early this week at 10s. 3d. for present month. Delivery for next month is steady at 10s. 3d. Little cane has been offered in London, Java being quoted at 12s. 6d., and fair refining at 11s. Raw continues strong at New York, with prices firmly held at 4c. for fair refining, and  $4\frac{1}{2}$  c. for centrifugal 96 test.

**SYRUPS.**

There is a fair inquiry for syrups, with prices steadily held, as supplies are light.

**MOLASSES.**

The advance noted in Barbadoes molasses last week has been firmly maintained, several round lots changing hands at 31c., and now it is understood that outside of one or two lots there is no molasses at all in first hands. The jobbing demand is quite active, and 32 to  $32\frac{1}{2}$  c. is being asked for single puncheons.

**DRIED FRUIT.**

There has been little change in the dried fruit market as regards values, but stocks here have been pretty well diminished in jobbers' hands, especially of high-grade off-stalk and layers. A round lot of off-stalk, fine off-stalk and layers, ex Bellona, is to be auctioned this week, but it is not anticipated that it will have any effect on spot values.

California raisins are steady, with prices firmly held.

Malaga table raisins in the higher grades are scarce here and prices are stiff, and the same can be said of sultanas.

Supplies of high-grade currants in jobbers' hands here are almost exhausted, and the stock of the lower qualities is not a heavy one. A direct steamer left Patras for New York on the 21st. This vessel has some fruit on board for Montreal and other Canadian buyers. Prices of all kinds of currants, while unchanged, are firm.

Prunes are steady, and the same can be said of figs and dates.

**NUTS.**

Inquiry for nuts has been more active during this week and the fact has been developed that many leading lines are in extremely light supply. Shelled Tarragona almonds, which have sold as high as 27c., are one example, and shelled walnuts, with a free demand at 23 to 24c., another. Unshelled almonds in bags are scarce also at 12c., and Sicily filberts, while easier in New York, are very firmly held here. There are no large pecans offering here at all, and medium are stiff at 10 to 11c. Peanuts advanced  $\frac{1}{4}$  c. this week and are firm at the rise,  $6\frac{1}{2}$  to  $9\frac{1}{2}$  for roasted. The first arrivals of new Grenoble walnuts are expected next week and are selling to move at  $12\frac{1}{2}$  c. The crop of these is small, but quality is said

to be excellent. New marbots are due here the week after next and are selling for forward delivery at 11c.

**CANNED GOODS.**

Canned corn rules steady to firm, with a good inquiry, and tomatoes and other canned goods are steady. There is nothing special to report, either in canned fish or fruit.

**TEA.**

The market has ruled quiet, but very firm, for Japan teas, and, to secure good qualities, buyers have, in every case, to pay what holders ask. Business in 100-package lots of medium is noted at 16 to 16 $\frac{1}{2}$  c. Gunpowders have sold at 10c., and black teas at the same money.

**COFFEE.**

Coffee rules quiet, but steady, round lots of Maracaibo selling at  $9\frac{1}{2}$  to  $10\frac{1}{2}$  c.; in fact, it is the only stock moving at present. Rios and Santos are quoted at 9 to 10c. for lots of 50 bags, as to quality.

**GREEN FRUIT.**

There is a good active trade in green fruits, and values, with the exception of lemons, are steady. Lemons are easier, in line with New York, at \$2.50 per box. Oranges are in good demand and supplies are light, and values on Jamaicas are stiff at \$5.50 to \$6.50 per bbl., and \$3.50 to \$4.50 per box, as to grade. California pears are offered at \$2.50 per box, and Canadian at \$2 to \$4.50 per bbl. Malaga grapes vary widely in quality, and range from \$5 to \$7.50. Receipts of cranberries have been light, and values are firm at \$7 to \$10 per bbl. Spanish onions show no change, moving from 85 to 90c. per crate.

**APPLES.**

Apples remain unchanged, stocks being light, while prices are firm at \$2.75 to \$3.25 for No. 1, and \$1.90 to \$2.25 for No. 2.

**FISH.**

Cold weather and the snow have benefited the fish market and prices are held. We quote jobbing prices as follows: No. 1 Labrador herrings, \$4.75 to \$5 per bbl.; No. 1 N.S. do., \$4.25 to \$4.50; N.B. in half-bbls., \$2.25; No. 3 mackerel, \$15; No. 1 green cod, \$4.50 to \$5; No. 2, \$3.50; B.C. salmon, \$13 per bbl. and \$7 per  $\frac{1}{2}$ -bbl.

Prepared and smoked fish are unchanged as follows: Pure boneless cod fish,  $5\frac{1}{2}$  to 6c. per lb.; dressed or skinless codfish,  $4\frac{1}{4}$  c.; soft cured,  $3\frac{3}{4}$  c.; dried, \$4 per 112 lb.; boneless fish, 3 to  $3\frac{1}{2}$  c. Haddies, 6 to 7c.; kippered herrings, \$1.35 to \$1.50 per box; smoked herrings, 10 to 12c., and Yarmouth and bay bloaters, 90c. to \$1.

Receipts of fresh fish have not been

heavy  
as fo  
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# Specials

## MALAGA RAISINS—Rein's & Bevan's VALENCIA “ —SELECTED 7-lb. and 14-lb. Boxes

Eleme and Natural Figs.

### JAPANESE MIXED CANDIES.

1897 Malaga and Valencia Raisins.

ONLY A SMALL SUPPLY  
LEFT.

THE  
**EBY, BLAIN CO.** LIMITED  
WHOLESALE IMPORTING  
AND MANUFACTURING GROCERS ...TORONTO

AT  
BOTTOM  
PRICES

heavy and values are firm. We quote as follows: Haddock, 3½c.; Manitoba whitefish and dore, 6½c.; pike, 5½c., and B.C. salmon, 13½c. per lb.

#### COUNTRY PRODUCE.

**EGGS**—There was a fair demand for eggs, and the market is moderately active: Strictly new laid, 23 to 24c.; No. 1 candled, 16c.; No. 2 do., 12 to 13½c.; Montreal lured, 14 to 14½c.; western lured, 13 to 13½c., and culls, 9c. per doz. Receipts were 146 cases.

**POULTRY**—There was a good demand for all lines of poultry to-day, and, as supplies were not excessive, prices were maintained. Turkeys sold at 8½ to 9c., chickens at 6½ to 8c., ducks at 7 to 8c., and geese at 5½ to 6½c. per lb.

**GAME**—The receipts of partridge were fair, which met with a ready sale at 55 to 60c. for firsts and at 35 to 40c. for seconds per brace.

**BEANS**—The demand for beans was only for small lots, and the market is quiet. We quote: Choice hand-picked, 95c. to \$1 per bushel; primes, 85 to 90c.

**HONEY**—The market for honey was dull

and featureless. We quote: White clover comb, in 1-lb. sections, 7 to 7½c.; dark, 5½ to 6½c.; white extracted, 6 to 6½c., and dark, 4 to 5c.

**POTATOES**—A fair trade was done in potatoes, and prices rule steady at 50 to 52c. for choice stock, and at 40 to 45c. for common to fair in car lots.

**DRIED APPLES**—Firm and unchanged.

#### PROVISIONS.

There was no important feature in the local provision market. The demand is quiet, as usual, at this season, and prices show no change. We quote as follows: Canadian pork, in barrels, \$15.50 to \$16; pure Canadian lard, in pails, at 7½ to 7¾c. per lb., and compound refined at 5 to 5½c. per lb.; Hams, 10 to 12c. and bacon, 10 to 12c. per lb.

#### DRESSED HOGS.

The receipts of dressed hogs were fair, for which the demand in a jobbing way is good, and sales were made at prices ranging from \$5.25 to \$5.75 per 100 lb., as to grade.

#### FLOUR, GRAIN, ETC.

**GRAIN**—A fair trade continues to be done

in coarse grains, for export account, by local shippers at points west of Toronto, and sales of oats were reported at 27c.; peas at 61c.; buckwheat at 42 to 43c., and red wheat at 70c. In Manitoba wheat, a small business was done at 69½ to 70c. for No. 1 hard afloat Fort William.

**FLOUR**—The demand for flour was somewhat quieter to-day, owing to the fact that buyers have filled their wants for the present. The tone is steady, and prices show no change. We quote as follows: Winter wheat patents, \$4.00 to \$4.25; straight rollers, \$3.70 to \$3.80; in bags, \$1.75 to \$1.85; Manitoba patents, \$4.50 to \$4.60; strong bakers', best, \$4.15 to \$4.25.

**FEED**—The feed market was also quieter, but prices are still firm. We quote: Manitoba bran, \$14; shorts, \$16, and moullie, \$17 per ton, including bags.

**MEAL**—There was nothing new in the meal market. The demand is fair for rolled oats, and prices are unchanged at \$3.60 per bbl., and at \$1.75 per bag.

**HAY**—The demand for baled hay is

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

# COFFEES ✦ SPICES

We have just received **new importations** of Java, Mocha, Maracaibo, Ceylon, Costa Rica, Rio and Santos Coffees. Will be pleased to send samples and quotations, **Green or Roasted**. Our **Roasted Coffees** are more in favor than ever, as they are **straight and honest goods**, imported direct from the land of growth and production. Now is the time for **PICKLING SPICE**—one of our many strong points.

## S. H. EWING & SONS,

COFFEE AND SPICE  
IMPORTERS AND  
MANUFACTURERS,

## MONTREAL

limited, and the market is quiet and about steady. We quote: No. 1, \$6.50 to \$7.50; No. 2, extra, \$5 to \$6; No. 2, clover mixture, \$4.50 to \$5, and clover, \$4.

### CHEESE AND BUTTER.

Cheese was very quiet and is likely to continue so while British buyers will only take what they absolutely want, and while holders here are in a very independent mood. No finest fall make is obtainable under 9¼c.

There has been more demand for finest creamery butter within the past few days, and, as a result of it, better prices have been realized, good sized quantities being turned over at 19c., and to-day holders are bid the same price in several other cases. This is an advance of ½ to ¾c., and some of the more conservative, while they admit the possibility of better prices, consider that this jump is too sharp.

### MONTREAL NOTES.

Peanuts are up ¼c. per pound, and stocks are only moderate here.

There has been no further change in refined sugars here, but values are strong.

Jobbers are completely out of stock in large pecan nuts, and medium sizes also are light.

First arrivals of new Grenoble walnuts are

expected next week, and marbots the week following.

Finest creamery butter is ½ to ¾c. per pound higher than it was last week, and has an advancing tendency.

Supplies both of shelled almonds and walnuts are very scarce on this market, and more money is asked for them.

### NEW BRUNSWICK MARKETS

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., Nov. 30, 1898.

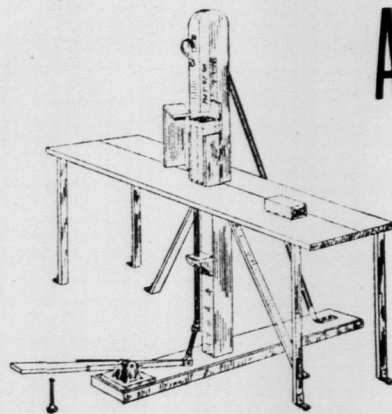
**B**USINESS is still active. The close of the river caused very heavy shipments both ways, produce and stock coming down and merchandise going up. Then, the regular traffic to Prince Edward Island is about over for the winter. Very heavy shipments have been going both ways, but particularly from the Island, oats and cheese being the chief exports. Cheese has this season been a very heavy line, larger than ever before, and the industry is growing. In pork products, the shipments this year have been chiefly to England. Great attention has been given to bacon. In general markets, there is a continued firmness, but in chemicals the feeling is easy. The lower winter freights are largely accountable for this.

**OIL**—This, as may be expected, is one line in which dealers are very busy, shippers

making every effort to get the demand for burning oil filled, the difficulty being to get the supply. Prices are as quoted for some time. In cod oil, business is dull, and little improvement expected before spring. Paint oils firm, turpentine showing a steady advance for months.

**SALT**—In English salt, the first of the regular shipments by the winter direct steamers from Liverpool, is to hand. Each weekly boat will now bring forward shipments as they are required, the larger shipments coming rather later in the season. The first lot for St. John was about 1,200 bags. About the same quantity was landed for St. Stephen, and some was shipped west. Prices are easy, orders being shipped direct from ship's side. We quote as follows: Liverpool coarse, 40 to 45c.; English factory-filled, 90c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 to \$2.60 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz; mineral rock salt, 60c. to \$1 per 100 lb.

**CANNED GOODS**—St. John, from year to year, is giving more attention to canned fish. These are canned nearby, largely in Char-



## Armada Tea Packer and Simplex Mixer

Said Mr. Mathewson, of J. A. Mathewson & Co., Wholesale Grocers, Montreal:

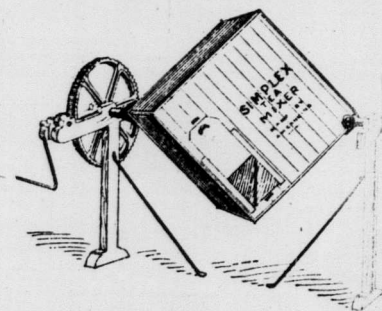
"The only way to pack tea is in lead foil, and the Armada Tea Packer is the only machine that can do the work right and proper."

For prices, write

### A. H. Canning & Co.

57 Front Street East

TORONTO.



The Following Brands  
Manufactured by  
**The American Tobacco Co.**  
OF CANADA, Limited.  
Are sold by all the Leading Wholesale Houses  
**CUT TOBACCOS**  
OLD CHUM.  
SEAL OF NORTH CAROLINA.  
OLD GOLD.  
**CIGARETTES**  
RICHMOND STRAIGHT CUT.  
SWEET CAPORAL.  
**ATHLETE. DERBY**

**BIRD BREAD** and Cottams Seed, manufactured under six patents. Reliable standard goods; nothing to approach them for popularity and value. All wholesalers.

The  
**DAWSON** Commission  
Co., Limited

**FRUIT, PRODUCE AND  
COMMISSION MERCHANTS,**  
Cor. Market and Colborne Sts.,  
**TORONTO.**

We make a specialty of handling

## Domestic Fruit

Consignments personally and promptly attended to.  
All Foreign Fruits in season.

### FRUIT AUCTION SALES

Write us for particulars of sales. We are making special efforts to make these sales mutually profitable. They are held every Wednesday.

### McWILLIAM & EVERIST

Wholesale Commission Merchants,  
25 and 27 Church St., TORONTO, Can.  
Telephone 645.



## Long Rolls

A Long Roll is made of the entire side of a hog, with the exception of the Ham. It is free of all bones and is cured in the same way as English Wiltshire Bacon. If you have not tried the Long Roll, we shall be glad to have your order for a sample, and we know you will be pleased with the goods.

**F. W. Fearman, Hamilton.**

**Fancy Jersey Sweet Potatoes  
Canadian Chestnuts  
New Eleme and Tap Figs**  
WRITE for PRICES.

You might as well participate in the steady ready sale of  
**TARTAN TEA**

What pleases your customers will please you.

**Balfour & Co.** Wholesale Agents **Hamilton**

WE  
WILL  
BUY  
YOUR  
DRIED  
APPLES.

## The Mincemeat

that every customer will enjoy and come for more

4 and 6-lb. Fancy Fibre Pails

is **Clark's**

## LEONARD BROS.

Wholesale

St. John, N.B. and Montreal

.. **Fish  
Merchants**

The Great Hit of the fruit season is the

## "MAPLE LEAF" BRAND

Ask your wholesale house for them.

## SEEDED RAISINS.

## FRESH FROZEN FISH, ETC.

Smelts, Salmon, Bass, Mackerel, Tomcods, Trout, Canned Lobsters and Blueberries, packed by

W. S. LOGGIE & CO., Limited, Chatham, N.B.  
(52)

## E. T. STURDEE

Mercantile Broker,  
Manufacturers' Agent,

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

## BELLEVILLE BUSINESS COLLEGE.

ESTABLISHED  
1889.

Students have a larger earning power who acquire the following lines of preparation under our efficient system of training. It has no superior.

1. Bookkeeping,
2. Shorthand,
3. Typewriting,
4. Telegraphy, Commercial and Railway Work,
5. Civil Service Options.

Students may commence Telegraphing on the 1st of each month, and the other departments at any time.

Address: **J. Frith Jeffers, M.A.**  
Belleville, Ont. Principal.

## THE B. C. PROVISION HOUSE

VANCOUVER, NELSON,  
VICTORIA, REVELSTOKE.

## F. R. STEWART & CO.

Wholesale Dealers in  
Butter, Eggs, Cheese, Dried and  
Fresh Fruits, etc.

Canadian Agents for **HONDI** Ceylon Tea.  
HEAD OFFICE, VANCOUVER, B.C.

## HUGH WALKER & SON

Direct Importers and  
Commission Merchants

GUELPH, ONT.

## SCOTCH FINNAN HADDIES.

...AGENTS FOR...  
**Booth's Baltimore Oysters**  
YOUR ORDERS SOLICITED.

lotte County, N. B., and Digby County, N. S., and being chiefly sardines in oil, mustard, spiced and tomato sauce; finnan haddies; kippered herring and herring in other styles. The kippered have become particularly popular. They are packed in oblong tins after the English style. While these are the lines having the largest sale, clams, clam chowder and scollops are having increased attention from year to year. The output in the above this season has been quite large, and is on the increase. Demand is chiefly from the west, and has now been largely supplied, still, owing to short stocks, prices are higher and firmly held. In vegetables, the output of New Brunswick factories has been larger than usual this season, and, while the business is still small, results are quite satisfactory. Some shipments have been made west at, owing to quality, rather better than market prices. All lines of canned goods are firmly held, particularly salmon. Oysters and pineapple are active lines, though a limited business.

**GREEN FRUIT**—Apples have the first place and firmer prices are looked for. Quality is good. St. John dealers are not large shippers of apples, chiefly supplying local demand. Oranges have more attention. Jamaicas still holding the market, some nice quality are offered. In grapes, Malagas are taking the place of Canadian and Californian, though some of the former are still offered. Cranberries higher and trade chiefly confined to the Cape Cod berry. A few bananas still offered. Lemons are a fair business.

**DRIED FRUIT**—Raisins have chief attention. Full lines are now to hand, the first winter port steamer bringing the Malaga fruit. Dealers very busy filling orders. Prices show little change. Competition keeping figures low. Quality of all lines to hand this year satisfactory. In seeded stock, while the choice have a large sale, the best retail trade willingly pay the extra price to get the fancy stock. Cleaned currants active. The trade, which has been chiefly for packages, is extending to bulk goods. Stock not large. Evaporated apples are higher and light supply, dealers find they delayed buying too long. Best stock hard to get, and second grade very firmly held; in fact, held at full figures. In citron, while the English is the chief line offered, considerable American is seen. Onions higher and stocks light, and higher prices looked for. All lines of nuts high, particularly walnuts. Figs high and firm, stock light.

**SUGAR**—Sale is quite an active one. Values are higher, and feeling is very firm. Quite a quantity of foreign yellows have arrived by steamer, some for the local market and some on western account.

**MOLASSES**—Barbadoes is higher and the stock is the smallest for years. The market abroad is firm and getting well cleaned up. Though small quantities of Porto Rico continue to drop in, a small direct cargo,

delayed for some weeks in getting here, found a ready sale at good figures. Syrup has a fair sale; market firm.

**PRODUCE**—Eggs continue to advance. Quality offered is good, and there are fair receipts. Demand is for fresh stock. In butter, a leading dealer said to THE GROCER that it is dangerous to quote best quality, as it is so difficult to get. Creamery finds a better demand, but not a large sale. In cheese, while the feeling is firm, local sales are not large, and prices continue easy.

**FISH**—This is a very firm line. Dried cod have held high right through the fall, and pollock, owing to light supply, have shown a steady advance. Pickled herring are still scarce and high. Quoddy herring, which are choice, are the best grade offered; supply limited. Smoked are still low. Alewives have been all sold; while a fair price was obtained this season, it was but a fair one. Bloaters, kippered herring, and haddies are all scarce. In boneless fish, the large demand is about over for this season. The market is a firm one. We quote: Large cod, \$3.40 to \$3.50; medium, \$3.35 to \$3.40; pollock, \$1.45 to \$1.50; Grand Manan pickled herring, \$1.85 to \$1.90 ½-bbl.; Canso, pickled, \$5 per bbl.; boneless fish, 3½ to 5c.; cod, 7 to 7½c.; finnan haddies, 4 to 4½c.; smoked herring, 6 to 7c.; spring shad, \$3.75 to \$4 ½-bbl.; fall do., \$4.75 to \$5; ½-bbl.; alewives, \$3 per bbl.; kippered herring, \$1; bloaters, 60c.; Shelburne, \$3.75 per bbl.; Grand Manan herring, \$3.40 to \$3.50 per bbl.; quoddy, \$3.50 ½ bbl.

**PRODUCE**—There is a steady sale for barrelled pork and beef at about even prices. In pork, some American mess has been used this fall owing to price being below that of local cured; very little being offered from P. E. Island. Smoked meats dull. In lard, there is a good sale at rather higher figures.

**FLOUR, FEED AND MEAL.**—Trade is rather lighter in flour, while prices show little change. Oatmeal is firm, with shipments coming forward slowly owing to mills being oversold. Oats higher, with a good many local grown to hand. Beans have a good steady sale; local prices about the same as western, but tending higher. There is considerable inquiry for yellow eyes at about 40 to 50c. Cornmeal has a large sale, but price is kept low. Feed is higher, and very scarce. Barley, split and blue peas have a limited sale at higher figures. We quote as follows: Manitoba flour, \$4.80 to \$5; best Ontario, \$4 to \$4.25; medium, \$3.75 to \$3.95; oatmeal, \$3.75 to \$3.85; cornmeal, \$2; middlings, \$1.8 to \$1.9; bran, \$1.6 to \$1.7; oats, 35 to 40c.; hand-picked beans, \$1.10 to \$1.20; prime, 95 to \$1; yellow eye beans, \$1.75; split peas, \$3.80 to \$3.90; round, \$3.25 to \$3.40; pot barley, \$3.60 to \$3.75; hay, \$7 to \$8; timothy seed, American, \$1.75 to \$2.15; do., Canadian, \$2 to \$2.40; mammoth clover, 7 to 7½c.; alsike, 7¼ to 8½c.

#### ST. JOHN NOTES.

John Sealy, who is the largest shipper of eastern packed fish, reports bloaters 50c. per case higher. All lines are a light stock, with values firm.

Bank of New Brunswick stock reached its highest point this last week, selling at auc-

tion for 300½, being an advance of 30 per cent. in three months, which, on the entire stock of 5,000 shares, would mean \$150,000.

The first winter-port steamer to leave St. John was the Vancouver. She took 50,000 bushels grain, 25 cars meat, 25 cars flour, 5 cars hay, 30 cars apples, 4 cars oatmeal, besides sundries.

St. John has an ice famine. This seems to be the result of the ice put down last year melting more quickly than usual. Halifax, Yarmouth and other maritime cities are in the same position.

Shipments of apples from Halifax have been very large this season, amounting, so far, to upwards of 100,000 barrels, 80,000 going to London and 20,000 to Liverpool. This is well above last year. Besides this, a large quantity of Nova Scotia fruit has gone forward via Boston, shipments forwarded in this way being as large as 10,000 barrels in one week. St. John is now getting this latter business.

One of the chief industries on Prince Edward Island is the oyster trade. Its value and rapidly-increasing extent are but yet little known. Queens Co. is the chief seat of the fisheries and Charlottetown the point of export. First shipments were made about 1888. Each year since it has shown increased activity. The product for this county for the past year is estimated at 8,000 to 9,000 barrels, valued at about \$20,000. Upward of 8,000 barrels were exported, chiefly to Montreal and Quebec. Shipments, with fair success, have been made to England. North River, another producing point, and where some of the best stock is found, adds largely to the foregoing figures, though this year the output was light. Besides these there are other sections producing large quantities. L. Fanton, Michael Trainor and G. E. Henderson are among the larger shippers.

#### SITUATION WANTED.

WANTED BY EXPERIENCED MAN, POSITION, in Tea or Grocery, with good firm. Box A, CANADIAN GROCER. (48)

**FANCY** ♦♦ **MOUNT ROYAL MILLS**  
INDIA BRIGHT  
JAVA  
ROYAL  
JAPAN GLACÉ  
POLISHED  
IMPERIAL SEETA  
IMPERIAL GLACÉ  
**D. W. ROSS CO. RICES**  
Agents

THE MOST NUTRITIOUS COCOA

**EPPS'S**  
GRATEFUL—COMFORTING  
**COCOA**

In labelled Tins. 14 lb Boxes.

Special Agent for the entire Dominion, C. E. COLSON & SON, Montreal. In Nova Scotia, E. D. Adams, Halifax. In Manitoba, Buchanan & Gordon, Winnipeg.



## Guess what it is

It is the coffee that never fails to give absolute satisfaction.

The seal which it bears is a guarantee that its purity and strength have not been tampered with, and that it surely is

**Chase & Sanborn's  
Seal Brand Coffee**

## CADBURY'S CHOCOLATES

ARE  
SIMPLY  
DELICIOUS  
AND ARE  
PACKED  
SPECIALLY  
FOR  
CANADIAN  
MARKET.

### CADBURY'S COCOA

*The LANCET says:—*

*"CADBURY'S represents the standard of highest Purity."*

**ABSOLUTELY PURE,  
THEREFORE BEST.**

*The ANALYST says:—*


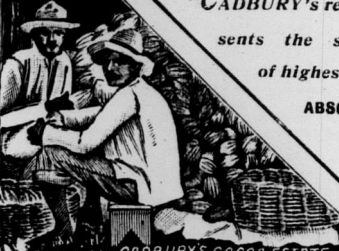
*"CADBURY'S is the typical Cocoa of English Manufacture."*

**IT IS  
"A PERFECT FOOD,"  
THEREFORE BEST.**

*The MEDICAL MAGAZINE says:—*

*"For Strength, for Purity, and for Nourishment, there is nothing superior to be found."*

It is not dark in liquor like those prepared with Alkali.

## CADBURY'S COCOA

(Absolutely Pure)

AND  
MEXICAN  
CHOCOLATE  
HAVE  
AN  
ENORMOUS  
SALE  
ALL OVER THE  
WORLD.

Agents: **MESSRS. FRANK MAGOR & CO.,** <sup>16</sup> St. John St. **MONTREAL**

**A FORTUNE IN GOOD MANNERS.**

A NEW York lady had just taken her seat on a train bound for Philadelphia, when a somewhat stout man, sitting just ahead of her, lighted a cigar. She coughed and moved uneasily, but the hints had no effect; so she said, tartly: "You probably are a foreigner, and do not know that there is a smoking-car attached to the train. Smoking is not permitted here." The man made no reply, but threw his cigar from the window. What was her astonishment when the conductor told her a moment later, that she had entered the private car of General Grant. She withdrew in confusion; but the same fine courtesy which led him to give up his cigar was shown again as he spared her the mortification of even a questioning glance, still less of a look of amusement, although she watched his dumb, immovable figure with apprehension until she reached the door.

Julian Ralph, after telegraphing an account of President Arthur's fishing trip to the Thousand Islands, returned to his hotel at two o'clock in the morning, to find all the doors locked. With two friends who had accompanied him, he battered at a side door to wake the servants, but what was his chagrin when the door was opened by the President of the United States! "Why,

that's all right," said Mr. Arthur when Mr. Ralph asked his pardon. "You wouldn't have got in till morning if I hadn't come. No one is up in the house but me. I could have sent my colored boy, but he had fallen asleep, and I hated to wake him."

The Prince of Wales, the first gentleman in Europe, invited an eminent man to dine with him. When coffee was served, what was the consternation of the others to find that the guest drank from his saucer. An open titter of amusement went round the table. The Prince lifted his eyes, and, quickly noticing the cause of the untimely amusement, gravely emptied his cup into his saucer, and drank after the manner of his guest. Silent and abashed, the other members of the princely household took the rebuke and did the same.

Queen Victoria sent for Carlyle, who was a Scotch peasant, offering him the title of nobleman, which he declined, feeling that he had always been a nobleman in his own right. He understood so little of the manners at court that, when presented to the Queen, after speaking to her a few minutes, being tired, he said, "Let us sit down, madam"; whereat the courtiers were ready to faint. But the Queen was great enough, and gave a gesture that seated all her puppets in a moment. The Queen's courteous

suspension of the rules of etiquette, and what it may have cost her, can be better understood from what an acquaintance of Carlyle said of him when he saw him for the first time: "His presence, in some unaccountable manner, rasped the nerves. I expected to meet a rare being, and I left him feeling as if I had drunk sour wine, or had had an attack of seasickness."—Pushing to the Front.

**STORY-TELLING WRAPPING PAPER.**

An English paper has the following: "This is a novel idea adopted by a country grocer to increase business. Instead of buying old newspapers to wrap around his goods, he decided to have some stones printed, and now makes use of these as wrappers. He advertised his new idea locally, and it is remarkable to note how it 'took.' His customers ask for whatever story they fancy, and their purchase is wrapped in it. In a book kept for that purpose he jots down against the customer's name the story taken, and so avoids giving the same story to a customer twice. It may be, he says, a little more trouble and expense than the old method, but his customers are delighted with the innovation, and, as it is profitable in the end, he intends to stick to it."

**BUREAU OF BUSINESS WANTS.****PROPERTIES FOR SALE OR WANTED.**

**FOR SALE**—A FIRST-CLASS GROCERY business in flourishing town; stock about \$1,000; doing a good trade; best stand in town; good reasons for selling. Apply to Box 459, Globe, Toronto.

**GENERAL STOCK**—WELL ASSORTED—at rate on dollar; amount about \$1,200. Address James Denning, Brantford.

**FOR SALE, RENT, OR EXCHANGE**—OAT-meal mill in good town; two railways; good oat section; terms easy; price low to prompt buyer. Apply Box 469, Mail and Empire Office.

**WANTED**—GENTLEMAN, WITH \$2,500, desires to form partnership for general commission business. Those replying must be thoroughly familiar with the trade and willing to put \$1,000 to \$1,500 into the business. State age and experience, to P. 2497, Star Office, Montreal.

**A FIFTEEN THOUSAND DRY GOODS** stock—At town, large turnover; twelve thousand dry goods stock, owner open for part exchange; four thousand general, Peel County; four thousand shoe stock, twenty-five cents; twenty-four hundred general, Niagara district; eight hundred city provision business; four hundred city grocery; no charge to buyers. John New, 9½ Adelaide street east, Toronto; Room 8.

**FOR SALE**—FIRST-CLASS BUTCHER business; small town; splendid chance for man with small capital. Sinclair Bros., Delaware, Ont.

**FOR SALE**—THE BUSINESS OF ONE OF the best retail and jobbing provision concerns in Canada; long established; turnover upwards two hundred thousand annually. Box 253, Globe.

**SITUATIONS VACANT OR WANTED.**

**ALL THAT IS REQUIRED FROM INTELLI-**gent, reliable persons seeking employment on salary or commission, by Marshall & Co., tea importers, London, Ont., is a letter of inquiry for particulars.

**LIVE TEA SALESMEN WANTED.** ANGLO-Indian and Ceylon Tea Co., Church street, Toronto.

**WANTED**—YOUNG MAN, OF 18 OR 20, with some experience in provision business; must have good references. 390 Spadina, Toronto.

**WANTED**—MAN TO SELL STAPLE goods to grocery trade; must furnish his own horse and wagon; \$18 week. Address C. 2153, Star Office, Montreal.

**WANTED**—IMMEDIATELY—YOUNG MAN for country store; must speak both languages, and do telegraph operating. P.O. Box 303, Montreal.

**TRAVELER WANTED**—WITH GOOD retail connection between Montreal and Toronto and the Ottawa district. Apply to Empire Tobacco Co., Granby, Que.

**EXPERIENCED SALESMAN WANTED**—for general store; must be a pusher and good stock-keeper. Apply to J. D. Ramsay, Plumas, Man.

**RELIABLE YOUNG MAN WANTS PER-**manent position with electrical company, wholesale grocer, hardware, dry goods, etc.; hustler. Box 168, Mail and Empire.

**BOOKS FOR THE RETAILER**

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

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TORONTO and MONTREAL



# Stock Taking Sale

We will commence Thursday, December 1st, a stock taking sale, at our Warehouses, **Toronto and Hamilton.** All goods outside of staples or fixed price goods will be sold at or about cost.

New System—in New Year, no travellers will be employed outside of the cities of Toronto and Hamilton to sell Groceries, but price lists will be issued weekly. It costs too much to sell goods under the present way—it is our intention to save this, and to divide the cost with our customers.

Letter Orders will be all filled in December **at about cost.** Write to us and save money. Do not forget to order a case of each size of Jersey Cream Baking Powder.

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Royal Navy Chocolate

AND

Famous Blend Coffee

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**BORAX**

**SALTPETRE**

**SAL SODA**

**BI-CARB. SODA**

Wholesale Quantities Only.

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34 Yonge St., TORONTO

## "Sand"

When the wheels on the engine slip the engineer opens the Sand box—"Sand" gives them a fresh grip. Are you losing courage? Use your "Sand"—but use it right. Try "best Quality" to prevent slipping.

A good place to begin, is in your Brush and Broom department—"household helps for more business" Boeckh's Brooms will give you courage if you lack "Sand."—Try

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for more business.

Boeckh Bros. & Company, Mfrs.  
Toronto, Ont.

Montreal Branch 1 and 3 DeBresoles St.

# Blue Label Tomato Ketchup

is incomparable; made from fresh, red ripe tomatoes, spiced "just right" and put up attractively in sterilized bottles.



Prepared by . . .

## Curtice Brothers Co.

ROCHESTER, N.Y.

Proprietors of

The largest Canned Goods Packing Establishment in the world.  
Manufacturers of Canned Fruits, Vegetables, Preserves, Jams, Jellies, Soups, Meat Delicacies, etc.

WRITE FOR QUOTATIONS.



# The F. F. Dalley Co., Limited

Have opened a branch of their business in Toronto, at 48 Front Street East, under the management of W. M. FIELDING, who will be very pleased to meet any of their numerous customers on their visits to the City of Toronto.

If you are rushed for time, ring them up. Their telephone number is 8261, and Mr. Fielding will take pleasure in calling on you at your hotel.

They carry a full line of all their Specialties at the above premises.

### A GRAPE DISPLAY.

THIS is the season for grapes and nearly all grocers sell them, says a writer in Grocery World. How would a window display of grapes strike you? I don't mean simply a window full of baskets. You can make a better display than that.

The display that I have in mind is to have grape juice used in connection with it. You can make the display without it, if you like, but it seems a good move to advertise the grapes and the grape product through one display.

Don't conclude at the start, before I've really begun, that the display is going to be too elaborate for you. It isn't anything of the kind.

Go to your nearest board yard and get a lot of thin slats. Say, several feet long by one-quarter or even one-eighth inch thick and an inch or so wide. They won't cost much. Before using these, drape your window in dark leaf green.

Then build a little arbor of the slats right in the window. This isn't hard. The lattice effect is the one you want to get, so the slats need to be tacked about two inches apart. Then paint them green.

When you have the arbor built and painted, take as many grape leaves as you

can get, and tie them to the arbor, so as to produce as near a grape arbor effect as possible. This will make a very pretty effect indeed, if you use a little taste in arranging it. Then get several bunches of grapes and tie them here and there all over the arbor, so they will show from the window.

The front of the arbor, by which I mean the side next the glass, is to be open about three-quarters of its distance. That is, instead of the full side, there will be a narrow strip of the lattice work across the top. Inside the arbor, visible through the open space in the front, place a neat pile of grape baskets, those whose tops are visible having the covers removed. You can cover the baskets with white paper if you like.

If you want to include grape juice in the display, place a row of bottles as a little fence all around the foot of the arbor, except in the back, where they won't show. If your stock isn't large, place the bottles several inches apart. Then, if you have enough, make a border of grape juice bottles also around the pile of baskets in the arbor.

I can hardly give you the suggestion for a sign, because I don't know the varieties of grapes you will use. The sign, however, needs to be brief, and give the varieties with the prices. If you use grape juice

use a small sign for this, giving the price also. These signs should be placed on the inside of the window, right against the glass, fairly high up.

### STOCKS OF CHEESE IN CANADA.

There has been a lot of discussion regarding the stock of cheese in Canada at present, some contending that it is less than last year and others that it is as great. Estimates obtained from fairly reliable authorities place the stock this year about as follows, with comparisons with last year:

	1898. Boxes.	1897. Boxes.
West of Toronto . . . . .	125,000	180,000
Toronto to Kingston . . . . .	35,000	60,000
Kingston to Montreal . . . . .	30,000	38,000
Province of Quebec . . . . .	10,000	10,000
Stock in Montreal . . . . .	250,000	380,000
	450,000	668,000

### AN INTERESTING EXPERIMENT.

An exchange says that an egg can be bottled by a simple method. If a good, sound egg is placed in strong vinegar, and allowed to remain about 12 hours, it will become soft and elastic. In this state it can be lifted into a bottle. Then it should be covered with water, in which a little soda has been dissolved. In a few hours, the egg will be restored to its original shape and appearance, when the water may be poured out and the bottle dried.

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Dairy, c  
Creamer  
Cheese

Apples,  
Blackbe  
Bluebel  
Beans,  
Corn, 2  
Cherrie  
Peas, 2  
Pears, 1  
Pineapp  
Peaches  
Plums,

Pumpk  
Raspb  
Strawb  
Succot  
Tomat  
Lobste

Macke  
Salmon  
Sardin  
Fruit  
Hadd  
Kippe  
Horri

Orang  
Jamal  
Lemon  
Banana  
Apple  
Orang  
Cama  
Red I  
Svee  
Mala  
Cul. I  
Tomat  
Pears  
Spain

Gran  
Paris  
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# CURRENT MARKET QUOTATIONS

December 1, 1895.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, Hamilton, London, St. John, N.B., Halifax, Winnipeg, Vancouver and Victoria. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors who call daily upon all the leading houses in the principal centres.

## BUTTER AND CHEESE

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba
Dairy, choice, large rolls, per lb	15	13 14	12 14	
" " pound prints		14 14 1/2	17 18	
" " tubs, best		13 14	16 18	
" " tubs, second grade		10 11	12 15	
Creamery, tubs	19 3/4	20 18	19 18	
" prints	21 22		20 22	
Cheese	9	9 1/2	8 1/2	9

## CANNED GOODS

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba
Apples, 3's	\$ 90 \$1 00	\$ 85 \$ 90	\$ 1 00 \$ 1 10	\$ 1 15 \$ 1 25
" gallons	2 40 2 75	2 00 2 20	2 25 2 50	3 00 3 25
Blackberries, 2's	1 40 1 70	1 40 1 70	1 50 1 80	
Blueberries, 2's	80 90	75 85	85 95	90 95
Beans, 2's	70 95	70 95	85 90	90 90
Corn, 2's	95 1 00	90 1 00	85 90	1 00 1 00
Cherries, red, pitted, 2's	2 00 2 35	1 85 2 25	2 30 2 40	1 75 1 90
Peas, 2's		75 85	80 90	90 90
" sifted		85 1 00	1 10 1 15	1 00 1 00
" extra sifted		1 00 1 25	1 20 1 25	1 15 1 15
Pears, Bartlett, 2's	1 50 1 75	1 50 1 75	1 70 1 80	1 15 1 15
" 3's	2 25 2 40	2 00 2 40	2 40 2 50	2 40 2 50
Pineapple, 2's	2 10 2 40	2 40 2 50	2 15 2 25	4 50 5 00
" 3's	2 50 2 60	2 50 2 60	2 50 2 60	5 00 5 00
Peaches, 2's	1 75 1 90	1 50 1 60	1 65 1 70	1 60 1 60
" 3's	2 50 2 75	2 40 2 60	2 50 2 75	2 25 2 60
Plums, green gages, 2's	1 50 1 55	1 30 1 55	1 30 1 60	1 40 1 40
" Lombard	1 30 1 50	1 20 1 50	1 30 1 50	1 40 1 40
" Danison, blue	1 10 1 30	1 00 1 40	1 10 1 30	1 40 1 40
Pumpkins, 3's	75 85	70 80	90 1 00	1 00 1 00
" gallon	2 10 2 25	2 10 2 25	2 10 2 25	1 40 1 60
Raspberries, 2's	1 50 1 90	1 50 1 65	1 50 1 75	1 40 1 60
Strawberries, 2's	1 50 2 00	1 50 1 70	1 65 1 75	1 70 1 70
Succotash, 2's	1 10 1 15	1 15 1 10	1 10 1 15	
Tomatoes, 3's	90 95	80 85	95 1 00	1 10 1 10
Loyster, talls	2 50 2 95	2 50 2 50	2 50 2 60	
" 1-lb. flats	2 75 3 00	1 75 3 00	1 25 1 30	
" 1/2-lb. flats		1 75 1 85		
Mackerel	1 30 1 35	1 30 1 35	1 25 1 35	
Salmon, sockeye, talls	1 15 1 25	1 40 1 60	1 40 1 50	1 20 1 30
" flats	1 30 1 45	1 50 1 60	1 30 1 35	
" Horseshoe	1 20 1 25	1 50 1 60	1 60	
" Clover talls	1 20 1 55	1 60		
" Leaf flats	1 45	1 60	1 15 1 25	
" Cohoes	95 1 00	1 15 1 20	95 1 00	95 1 12
Sardines, Albert, 1/2's	10 1/2 11	13 14	15 15	
" Sportsmen, 1/2's	10 1/2 11	12 12	20 21	
" key opener, 1/2's	19 20	21	20 21	
" other brands, 1/2's	10 11	10 1/2 11	16 16	
" P. & C., 1/2's	16 18	18 1/2 23	10 11	
" American, 1/2's	23 35	16 17	16 17	
" Mustard, 1/2 size, cases	23 25	23 25	23 25	
" 3/4 size, cases	33 36	33 36	33 36	
" 50 tins, per 100	4 5	5 5	4 5	
" 100 tins, per 100	9 11	11 11	10 11	

## GREEN FRUITS

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba
Oranges, Valencias, 420's, large		6 00 6 50		
" ordinary		4 75 5 00		
Jamaica, per bbl.	6 00 7 00	6 25 7 00	6 00 6 50	
Lemon, Verdilla, per box	5 00 6 00			
" Malaga, per chest	8 00 9 00	6 00 9 50	10 00	
" Messina, new, p. box		2 75 3 50		
Bananas, per bunch	2 00 2 25	1 40 1 70	1 50 2 25	
Apples, per bbl.	3 00 4 00	2 00 3 00	1 00 2 00	
Cherries, per bbl.	7 00 8 00	7 00 8 00	6 50 7 50	
Canadian Pears		25 75		
Red Peppers		25 35		
Sweet Potatoes, bbl.	2 50 3 00	2 00 2 25	3 00 3 50	
Malaga Grapes, per keg	5 50 7 50	6 00 7 50	5 00 7 00	
Can. Peaches (20-lb.)	1 25 1 50			
" Plums (4-basket)	1 50 2 00			
Tomatoes, Can., per basket	30 50		40 50	
Pears, late varieties, per bbl.	4 00 8 00	2 50 4 00		
Spanish onions, per crate	85 95	1 10 1 15		

## SUGAR

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba
Granulated (St. Lawrence, redpath)	\$ 4 40	\$ 4 68	4 1/2	4 1/2
Granulated, Acadia	4 40	4 68	4 1/2	4 1/2
Paris lump, bbls. and 100-lb. bxs	5 52 1/2	5 68	5 3/4	5 3/4
" in 50-lb. boxes	5 61	5 78		
Extra Ground Cing, bbls.	5 15	5 50		
Powdered, bbls.	4 90	5 10	5 3/4	6
Phoenix	4 15	4 43		
Cream	4 08 1/2	4 43		
Extra bright	4 06 1/2	4 33	3 3/4	4
Bright coffee		4 23	3	3 3/4
No. 3 yellow	3 71 1/4	4 03	3 1/2	3 3/4
No. 2 yellow	3 58 3/4	3 93		
Demerara		3 60 3 85		
Imported yellow		3 85		

## SYRUPS AND MOLASSES

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba
Syrups				
Dark		\$ 0 00 \$ 0 00		
Medium		30 32		3 3 1/2
Bright		35 37	34 35	3 3/4 3 3/4
Honey		40		
" 25-lb. pails	90	1 00		
" 38-lb. pails	1 20	1 40		
Molasses				
New Orleans	31	24 45	26 28	35 45
Barbadoes	32		28 30	48 50
Porto Rico	23 25	38 42	32 34	40
Antigua	22 23		25 28	
St. Croix			27 28	

## CANNED MEATS

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba
Comp. corn beef, 1-lb. cans	\$ 1 50	\$ 1 40 \$ 1 50	\$ 1 50 \$ 1 65	\$ 1 75
" 2-lb. cans	2 65	2 50 2 60	2 50 2 65	3 00
" 4-lb. cans	5 10		8 75 9 25	
" 6-lb. cans	8 60	8 00	8 75 9 25	
" 14-lb. cans	18 55	18 00	20 00 21 00	
Minceo callops, 2-lb. can	2 60	2 60	2 75 2 80	
Lunch tongue, 1-lb. can	3 50	3 20 3 25	3 00 3 25	3 00
" 2-lb. can	6 70	6 75 7 00	5 80 6 00	6 50
English brawn, 2-lb. can	2 80	2 60	2 50 2 80	2 75
Camp sausage, 1-lb. can		2 50	2 50	
" 2-lb. can		4 00	4 00	
Soups, assorted, 1-lb. can	2 00	1 50	1 40 1 50	
" 2-lb. can	3 00	2 20	2 25 2 30	
Soups and Boull., 2-lb. can	2 00	1 80	1 75 1 80	
" 6-lb. can		4 50	4 25 4 50	
Sliced smoked beef, 1/2's	1 70	1 65 1 70	2 00	
" 1's	2 25	2 80 2 95	3 25	

## COUNTRY PRODUCE

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba
Eggs, fresh gathered	23 24	19 21	17 18	15
" held	15 16 1/2	14 1/2 15	13 14	
Poultry—chickens, dressed	*5 8	25 40	25 60	
Geese, per lb.		5 6	50 70	
Ducks, per pair	*8 1/2 9	30 60	40 60	
Turkeys, per lb.		8 9	10 14	
Game—hares, per pair			25 30	
Honey, comb, per doz	1 50 1 75	80 1 50	1 50 1 75	
" light color, 60-lb. tins	7 7 1/2	6 6 1/2	7 8	
" 5 and 10-lb. tins	7 8	7 7	8 10	
" buckwheat	5 1/2 6 1/2	2 3	5 6	

## FRUITS

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba
Foreign—				
Currants, Provincials, bbls.	4 1/2	4 1/4	4 3/4	5 1/2
" Filialras, bbls.	4 1/2	4 1/4	4 3/4	5 1/2
" cases	4 1/2	4 1/4	4 3/4	5 1/2
" 1/2-cases		4 1/4	4 3/4	5 1/2
" Patras, bbls.			6 7	7 7 1/2
" 1/2-bbls.			6 7	7 7 1/2
" cases			6 7	7 7 1/2
" 1/2-cases			6 7	7 7 1/2
Vostizzas, cases	5 1/2 6 1/2	6 7	7 8	8 8
Dates, boxes	5 6		6 1/2 5	6 7
Figs, 10-lb. boxes, per lb.	15 20	17 28	18 20	
" Tappets, per lb.		4 4 1/2		
" Naturals, per lb.		8 8 1/2		
" Naturals, boxes		12		
Prunes, California, 40's	11 10	11 10	12	
" 50's	9 1/4 8 3/4	9 1/4 8	8 9	
" 60's	8 8	8 7 1/2	7 8	
" 70's	7 1/2 7 3/4	7 3/4 7	7 8	
" 80's	7 6 3/4	7 7	7 8	
" 90's	6 1/2 6	6 1/2 5 1/2	6 1/2 6 1/2	6 1/2 6 1/2
Raisins, Valencia, off stalk	4 4 1/4	4 1/2 5	5 5 1/2	5 3/4 6 1/2
" Fine off stalk	4 1/2 5 1/4	5 3/4 6	6 6 1/2	6 6 1/2 7 1/2
" Selected	5 3/4 5 3/4	6 6 6	6 6 1/2 8	6 1/2 8 1/2
" Layers, boxes	11 13	11 15	10 12	10 12
" Sultanas, 2-crown.		7 1/2 7 1/4	7 7	7 7 1/2
" 3-crown.		8 1/2 8 1/4	8 8 1/4	8 8 1/2
" 4-crown.		8 1/2 8 1/4	8 8 1/4	8 8 1/2
" Malaga, London layers	1 50	2 00 2 10		
" Black baskets		2 20 2 30		
" Blue baskets		2 50		
" Con. Clusters		2 30 2 40		
" Choice		2 50 2 60		
" Ex. Dessert		3 60 3 70		
" Royal Buck'm		4 25 4 50		
" Clusters		6 00 6 25		
Domestic—				
Apples, dried, per lb	6 1/2 7	5 1/2 6	5 1/2 6	7
" evaporated	9 10	8 1/2 9	9 9 1/2	11 12
Cal. Evaporated Fruits—				
Apricots, 25-lb. boxes	9 16		18 11	16

## PROVISIONS

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba
Dry Salted Meats—				
Long clear bacon	7 1/2 8	7 3/4 8 1/4		9 1/4
Smoked Meats—				
Breakfast bacon	12 11	12		11 1/4 12
Rolls	9 9	8 1/2 8 3/4	9 1/2 10	10 10 1/2
Hams	10 1/2 13	10 1/2 11 1/2	11 1/2 12	11 1/2 11 3/4
Shoulder hams	10 8	8 1/2 8	8 9	9 1/2 9 1/2
Backs		11 11 1/2		9 3/4 10
All meats out of pickle 1c. less.				
Barrel Pork—				
Canadian heavy mess	16 50	17 00 15 00	16 00 15 00	16 00 17 00
" short cut	16 00	16 50 16 00	16 50 15 50	16 25 16 50
Clear shoulder mess		13 50 14 00	14 00 15 00	
Plate beef	12 50	18 00 11 00	11 50 13 50	14 50
Lard, tierces, per lb		8 1/4		

**W**E intended using this space for advertising **LILY WHITE GLOSS STARCH** in **6-lb. Trunks**, but the present demand is beyond our capacity. We can only accept orders for future.

**The BRANTFORD STARCH CO., Limited**  
BRANTFORD.

**COFFEE**

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.
Green—				
Mocha .....	24	29	23	28
Old Government Java .....	27	31	22	30
Rio .....	10	11	7½	12
Plantation Ceylon .....	29	31	26	30
Porto Rico .....	24	28	22	25
Gautemala .....	24	26	22	25
Jamaica .....	18	22	15	20
Maracaibo .....	13	15	13	16

**NUTS**

Brazil .....	12	13	12½	14	12	12½	15
Valencia shelled almonds.....	25	27	29	30	.....	25	30
Tarragona almonds.....	11	12	13	14	11	12	13
Peanuts (roasted).....	6½	9	9	10	9	10	12
" (green).....	5½	8	7	9	.....	10	15
Cocoanuts, per sack.....	3 00	3 50	.....	3 75	3 50	4 00	.....
" per doz.....	.....	.....	.....	60	60	70	.....
Grenoble walnuts .....	11	12	12½	13	12	13	14
Marbot walnuts .....	9	10	.....	9	10	.....	.....
Bordeaux walnuts .....	7	8	.....	8	9	10	.....
Sicily filberts .....	10	11	10	11	10	11	.....
Naples filberts .....	8	10	10	11	11	12	.....
Pecans .....	8	10	10	11	11	12	.....
Shelled Walnuts .....	21	22	25	27	.....	.....	.....

**RICE, SAGO, TAPIOCA**

Rice—Standard B .....	3 75	3 90	3¾	3¾	3 62½	3 75	.....	4%
Patna, per lb .....	.....	5	5½	6	5	6	.....	5%
Japan .....	6	6¾	6	6½	5	6	.....	.....
Imperial Seta .....	5	6	4¾	5½	4	5	.....	.....
Extra Burmah .....	.....	.....	4¾	4¾	4	5	.....	.....
Java, extra .....	6½	7	6	6½	6	7	.....	.....
Sago .....	3½	4	4¼	4½	5	6	.....	4
Tapioca .....	4	4½	3¾	4	5	6	.....	4

**SODA**

Bi-carb, standard, 100-lb. keg...	2 25	2 50	2 25	2 50	2 25	2 30	1 50	1 75
Sal soda, per bbl.....	70	75	70	80	85	90	.....	.....
Sal soda, per keg .....	95	1 00	95	1 00	95	1 00	.....	.....

**SPICES**

Pepper, black, ground, in kegs, pails, boxes .....	12	15	12	14	14	15	.....	15
" in 5-lb. cans.....	15	16	14	15	15	16	.....	.....
" whole.....	11	13	11	13	12	13	.....	15
Pepper, white, ground, in kegs, pails, boxes.....	20	26	18	24	24	26	.....	35
" in 5-lb. cans.....	20	22	20	26	20	22	.....	.....
" whole.....	17	25	17	24	20	22	.....	.....
Ginger, Jamaica.....	20	25	18	25	20	25	.....	.....
Cloves.....	15	20	14	35	18	20	.....	.....
Pure mixed spice.....	25	30	25	30	25	30	.....	.....
Cassia .....	25	40	20	40	18	20	.....	25
Cream tartar, French.....	25	27	24	25	20	22	.....	.....
" best .....	28	30	25	30	25	30	.....	.....
Allspice .....	16	17	13	16	13	14	.....	20

**PETROLEUM**

	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.
Canadian .....	12	12	13½	15½
Sarnia water white.....	12	13	15½	16½
Carbon safety .....	17	17	.....	.....
American water white .....	17	17½	16½	18
Pratt's Astral, in bulk.....	18	19	16	.....

**TEAS**

Black—					
Congou—Half-chests Kaisow, Moning, Paking .....	\$0 12	\$0 60	\$0 12	\$0 60	11 40
Caddies Paking, Kaisow.....	14	40	18	50	15 40
Indian—Darjeelings .....	35	55	35	55	30 50
Assam Pekoes .....	20	40	20	40	18 40
Pekoe Souchong .....	8	25	18	25	17 24
Ceylon—Broken Pekoes .....	35	42	35	42	34 40
Pekoes .....	20	30	20	30	20 30
Pekoe Souchong .....	17	35	17	35	17 35
China Greens—					
Gunpowder—Cases, extra firsts .....	42	50	42	50	.....
Half-chests, ordinary firsts .....	22	28	22	28	.....
Young Hyson—Cases, sifted, extra firsts .....	42	50	42	50	.....
Cases, small leaf, firsts .....	35	40	35	40	.....
Half-chests, ordinary firsts .....	22	38	22	38	.....
Half-chests, seconds .....	17	19	17	19	.....
" thirds .....	15	17	15	17	.....
" common .....	13	14	13	14	.....
Ping Sueys—					
Young Hyson—½-chests, firsts .....	28	32	28	32	30 40
" seconds .....	16	19	16	19	.....
Half-boxes, firsts .....	28	32	28	32	.....
" seconds .....	16	19	16	19	.....
Japan—					
½-chests, finest May pickings .....	38	40	38	40	.....
Choice.....	32	36	32	36	.....
Finest .....	28	30	28	30	.....
Fine.....	25	27	25	27	.....
Good medium.....	22	24	22	24	.....
Medium.....	19	20	19	20	.....
Good common .....	16	18	16	18	.....
Common .....	13	15	13½	15	.....
Nagasaki, ½-chests Pekoe.....	16	22	16	22	.....
" Oolong.....	14	15	14	15	.....
" Gunpowder .....	16	19	16	19	.....
" Siftings .....	7½	11	7½	11	.....

**WOODENWARE**

Pails, 2-hoop, clear, No. 1.....	.....	\$1 45	\$1 45	\$1 50	\$1 50	\$1 50	.....
" 3-hoop, " ".....	.....	1 60	.....	1 60	.....	.....	.....
" 2-hoop, " No. 2.....	.....	1 40	.....	1 40	.....	.....	.....
" 3-hoop, " ".....	.....	1 55	.....	1 55	.....	.....	.....
" 3-hoop, painted, No. 2.....	.....	1 40	.....	1 40	.....	.....	.....
Tubs, No. 0 .....	.....	8 00	.....	8 00	9 50	10 50	.....
" " 1 .....	.....	6 50	.....	6 50	8 50	10 50	.....
" " 2 .....	.....	5 50	.....	5 50	6 50	8 50	.....
" " 3 .....	.....	4 50	.....	4 50	5 50	6 50	.....

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SHE IS SATISFIED.



No  
Dissatisfaction  
when  
**Hudson's  
Soap**  
is used. It quickly  
drives the dirt away  
but won't wear out  
the clothes.

# ARE YOU

Satisfied you are selling the best Soap Powder on the market ?

IF NOT, TRY

## Hudson's Dry Powder

We give you the result of 50 years successful business experience.

We give you a powder that leaves no smell, and does NOT injure the hands.

**Cheaper for your customer and yields you a larger profit than other powders.**

We give you good advice :

**TRY HUDSON'S.**

**ONCE USED—ALWAYS USED.**

### R. S. Hudson

34 Chaboillez Square

... MONTREAL.

NEW  
**Grenoble Walnuts**

arriving this week.

NEW  
**Sphinx Prunes**

now in store.

**Warren Bros. & Co.**

35 and 37 Front St. East  
TORONTO.

**New Brunswick's  
Canned Fish.**

Sardines—Oils, Tomato, Mustard,  
and Spiced ; Clams and Clam  
Chowder ; Scallops ; Kipperd  
Herring and Kipperd Chickens ;  
Haddles—Oval and Round.

I have the largest and best assortment of the above  
in Canada. Ask your Wholesale Grocer for my  
Brands. Every tin guaranteed.

**John Sealy**

25 and 26 South Wharf - ST. JOHN, N.B.

**Keep up**

with the wide-awake grocer by selling

THE FRAGRANT . . .

**"MAGNOLIA"**

CEYLON TEA

It's sure to please your customers. Strong and  
delicious. Pounds and halves. Black and mixed.  
In lead packets only.

**GEORGE FOSTER & SONS**

BRANTFORD, ONT.

**TEAS**

"Sailor Boy"

Japan and Ceylon

Bulk and Lead Packages.

**PERKINS, INCE & Co.**

TORONTO.

NOTHING BUT  
THE BEST

**Cocoa  
Chocolate**

**Coffee  
Spices**

**Baking  
Powder**

**TODHUNTER,  
MITCHELL & CO.**

Importers, Manufacturers

TORONTO

## MANITOBA MARKETS.

WINNIPEG, Nov. 28, 1898.

THE snow reported last week has not improved the roads very much, as it was followed by a high wind that blew it off the trails. The consequence is that there is neither good sleighing nor good wheeling, and this is making deliveries of wheat smaller than they should be. There is also the tendency to hold for higher prices. Cars are scarcer than ever, and it is safe to say that members of the grain exchange do not sleep at nights for thinking of their wheat bought at high figures and not yet at Fort William, nor likely to be. There are probably enough cars in the country to move the crop, if there was more motive power, but engines seem very scarce. At some points, cars have been standing loaded for a month, and are not moved yet. Then, the cold weather of the past week has affected the run power of the engines in use, so that, altogether, grainmen are having none too rosy a time in getting out the crop.

Navigation will probably close on December 5, but all rail prices will be inaugurated all over the country next week. This will mean 47c. for No. 1 hard, on a standard rate of freight. It looks very much as if farmers would have reason to repent holding, as there is no prospect of higher figures, and very many will be compelled to sell in December, as they must meet their obligations before the close of the year. All later reports confirm those already sent, that the damage is very much smaller than anticipated.

Trade continues fair, but collections are still somewhat slow, owing to the late movement of wheat. Hogs, live and dressed, are now arriving in considerable quantities from local points.

CEREALS—Rolled oats are held at last week's figures, but as there will be a considerable supply of Manitoba manufactured on the market before the end of the week, there will be a drop of from 10 to 15c. per sack. This decline is not expected to last, as the supply of oats suitable for rolling is not too plentiful in Manitoba this year. Peas and barley remain at last week's advance, and are quoted at \$1.40 per sack.

EVAPORATED FRUITS—Apricots and apples, both evaporated and dried, continue high and firm, though evaporated apples are perhaps a very trifle easier than last week, and first-class stock may be bought for 10½c. Dried are 7 to 7½c., and the demand at these figures is light.

RAISINS AND CURRANTS—No change of price in this market, but each week shows an increased demand for these fruits in the 1-lb. packages of seeded raisins and cleaned

currants. The housewife has not been slow to avail herself of the opportunity of getting rid of one of the most disagreeable and tiresome tasks of the kitchen. Fancy table raisins are in this week, but price is not yet quoted.

CANNED GOODS—There is still a tendency to advance. The price of corn, and the fact that in corn, tomatoes, peas, and beans, the stocks are nearly all out of first hands is keeping up to the price. Corn, \$2.25; peas, \$1.90; beans, \$1.90; tomatoes, \$2.25 to \$2.30, according to the brand. Canned raspberries have advanced and are hard to obtain. They are quoted on this market at \$3.25. Other canned fruits are without change and very light in movement.

FISH—Freight shipment of finnan haddies was received this week and prices are going down. The stock is in fine condition this time.

CURED MEATS—Market continues easier. This is due to increased supply of hogs locally, and the drop in prices to the south. Smoked hams and backs, 11c.; breakfast bellies, 11½c.; shoulders, 8½c.; spiced rolls, 10c.; dry salt long clear, 8½c., short clear, 8c.; backs, 9c.; shoulder, 8½c.

GREEN FRUIT—A very fine line of Mexican oranges are now on this market quoted at \$5. This price will be lowered during the coming week, when the first shipment in bond from Mexico will arrive. Lemons are still \$7, but a drop is looked for shortly. Tokay grapes are quite out of market now. Celery has advanced to 50c. per doz. Apples remain at \$3.50 to \$4. Market is well supplied with all lines of staple fruits. Retail store are also showing a good supply of fresh lettuce, cucumbers and cress.

BUTTER—Market dull and nothing new to report with the exception of a slight decline in dairy butter, country holders having unloaded their stock to a great extent last week.

CHEESE—Is firm, but slow, at 9½c. for large and 10c. for small.

EGGS—Small lots of fresh continue to arrive, but in such small quantities that they are not sufficient for city trade. Packed eggs are 17 to 18c., and pickled, 16 to 17c.

## "TIPPING" SALESMEN.

Editor CANADIAN GROCER,—Pleased to note some action has been taken re the matter of manufacturers "tipping" salesmen in stores. Of late years a very reprehensible habit has crept in of wholesale houses advertising goods in stock in your valuable paper, but, when the buyer sends for same, "they have not arrived." In many cases the grocer has had an order elsewhere, but cancelled it thinking his house was behind the age. This sort of thing should be frowned down. KICKER.

## CLEANING STORE WINDOWS.

IN a climate like we have in the Pacific Northwest during the winter months merchants are much annoyed by streaked windows, and as this annual trouble is about to fall upon the retailer, and most of them experienced in window dressing know the trouble and annoyance evolved by the ubiquitous smeary deposit left by the humidity of the fall season, amalgamated with the refuse deposit of gas in the store and street.

While many think that more or less success rests with the practice of using water in which whitening or lime has been mixed, sponging off with alcohol, or polishing with paper, the only ones to hitherto obtain absolute relief have been those few who have adopted the suggestion of Tobacco of running along the base of the window glass a quarter inch strip of tin, which, penetrating the window base, terminated in a funnel over a tiny gas jet or kerosene lamp, the hot, dry air from which was distributed through the perforations along the inner surface of the window glass.

Science, however, has come to the aid of the window dresser, and Prof. Wilbur L. Schovil, of the Massachusetts College of Pharmacy, states that the proper way to clean windows is to use a pail full of water in which half an ounce of concentrated ammonia has been stirred, the window to be thoroughly washed in this solution, then, without drying, polish the entire surface with the contents of another pail full of water in which two ounces of muriatic acid has been stirred, finally polishing with clean, dry cloths. He states the reason for this: Window glass, is, to a certain extent, soluble, and that the streakedness is caused by the liberation (by the first application of water) of alkali contained in the glass, and this being liberated, loosens the silica or flint, and thus produces the streaks. He decries the use of alkali solution alone, but believes it must be used where there is much dirt. It should be remembered that where the window glass is framed in metal considerable care should be taken not to allow the acid solution to penetrate beneath it. Coming from such a high authority, these hints should be worth the attention of the up-to-date window dressing section of the trade, who desire, above all things, bright polished windows, and who realize the undoubted fact that one such gleaming piece of glass shines like a diamond on black velvet, when situate on a thoroughfare in which the great bulk of the other store windows are neglected, streaky, dirty, semi-opaque.—Portland Tradesman.

Heppner & Hintzi, general merchants, Plum Coulee, Man., are reported discontinuing business.

price of what either a larger learned the bake crease the merry g who me a reducti bread he has not thus der price. at the simply a margin has give has so ; cut pri sidered more th case, th benefit make a

up to ' earned of cou that or would on bus enjoye belief. made about "Wh it is a such grocer neigh sales privale ple they These cheap what woul first-chea groce no w no n ways chea groc qual thing

## AMONG TORONTO RETAILERS.

*The Price of Bread.*

Bread is retailing in Toronto at 10c. per large loaf. At this figure, when the present price of flour is considered, it is apparent, that either the baker or the grocer is making a larger margin of profit than usual. I learned of one case the other day where the bakers, in their anxiety to keep and increase their sales, have commenced that merry game called "cutting." The retailer who mentioned the fact to me has obtained a reduction from the usual figures on all bread he has purchased for some time. He has not, though, thrown away the profit thus derived by cutting below his neighbors' price. He has continued to sell his bread at the usual rate, and, in so doing, has simply added to his capital the additional margin of profit the cutting of the bakers has given him. The fact that the bakers are so anxious to do business that they will cut prices to sell, may reasonably be considered as evidence that they are making a more than satisfactory profit. If this is the case, the grocers who are not receiving any benefit from such a state of affairs should make a big bid for some reduction at least.

*Retailers' Economics.*

There is a grocer in Toronto who has been so long known to the trade, and so "looked up to" by the "young bloods," that he has earned the sobriquet of "Daddy G." I, of course, long ago, came to the conclusion that one boasting of this parental appellation would be able to give me some good pointers on business principles. A conversation I enjoyed with him recently justified this belief. The talk started from the remarks made in these columns a few weeks ago about private labels on canned goods. "Why," said he, "It stands to reason that it is a good idea to have a private label on such goods. We all know how many grocers are fond of cutting below their neighbors' prices. No rival can hurt the sales of a man who sells his goods under a private label, for the simple reason that people will not believe him when he says they are of the same make and quality. These fellows who are always trying to sell cheaper than their neighbors don't know what's good for them. If they did, they would try to cultivate a name for carrying first-class goods rather than for selling cheaply. It is just the same with the grocer as it is with the manufacturer. It is no wonder the Canadian picklemakers have no name for quality, because they have always been trying to see who could make the cheapest stuff. And it's no wonder that the grocer who sells cheap has not a name for quality. About selling goods is not the only thing, either, that a good many dealers have

to learn something. A large part of them want to get a few pointers on keeping their stores clean. They keep boxes, parts of boxes, baskets empty, baskets full of half-spoiled fruit, and possibly a few turkeys or geese on the empty boxes scattered around the floor. Some of them look more like a pigpen than a store, and it's no wonder that they never get a certain class of customers to come into their places. With most of these, the cause is just that they are naturally careless; with others the cause is they are too busy to fix up themselves, and think they cannot afford to keep enough help to look after it. This is nearly as poor economy as that of the man who is too poor to light up his store well. A clean and well-lighted store is the best advertisement a man can have, and he is a poor businessman who does not know it."

THE RAMBLER.

## ARE YOU INTERESTED?

Before another week has passed by, decoration for "Christmas trade" will be in full swing, and every storekeeper is looking about for the best and latest ideas on displaying goods. Boeckh Bros. & Company are showing some excellent photos along this line, exhibiting the merits and advantages gained by using their adjustable show and display table. They are not only useful at all times, but are ornamental. As every storekeeper offers some special attraction during holiday season, one or more of these display tables will be found useful.

## DEATH OF ALBERT S. SMITH.

Those who had the pleasure of an acquaintance with Albert S. Smith, retail grocer, Queen street and Lee avenue, Toronto, will regret to hear of his death, which took place a few days ago, after an operation had been performed at the Toronto General Hospital. Deceased was a genial and popular man, a good grocer, and he had a large number of friends. His remains were interred on Wednesday.

## A DRIED APPLE KING.

Geo. E. King, general merchant, Wingham, a few days ago sold, in one lot, \$3,000 worth of dried apples, for which he received 5½c. per lb., delivered. Some of Mr. King's friends think he has qualified for the dried apple kingship of that part of the country.

## PERSONAL MENTION.

Mr. J. H. Magor, representing Frank Magor & Co., Montreal, was in Toronto on Monday.

Mr. Hubert Galt, Chicago, is in Toronto this week.

## TRADE CHAT.

SHIPMENTS of butter from Montreal to Great Britain amount to over 260,000 packages, as compared with 225,000 packages during the same time last year, showing an increase of 35,000 packages. During the same time this year only 52,000 packages were sent from New York, as compared with 174,000 packages last year, showing a decrease of 122,000 packages.

The Windsor brewery has been sold to Lorne Saeur for \$1,200.

The J. D. Moore Co., Limited, St. Mary's, Ont., shipped 60,000 dozen eggs to Great Britain last week.

At the Moose Jaw, N.W.T., creamery, 37,999 lb. of butter were manufactured. The price received averaged about 20c. per lb.

Last Friday a local exporter of cheese and butter received four demands from England, by cable, for 2,000 boxes of butter. He couldn't procure 100.—Times, Brockville.

An Annapolis despatch says: "Owing to the high rates of freight from Halifax, over 10,000 barrels of apples, from Nova Scotia, were shipped from Boston, last week, to London, Eng."

The Kent Tobacco Growers' Association has been fully organized, and negotiations are in progress for the establishment of a factory in Chatham, to use the product of the Kent county growers.

## FIRMS COMMENCING BUSINESS.

G. L. Goudet has opened out as general merchant in La Salle, Man.

Wilfrid Eadie has commenced business as general merchant in Newton, Man.

Ronald Morrison has started out as grocer in Halifax.

Daniel Johnson has opened out in business, as general merchant, in Westville, N.S.

## FIXING TEA STANDARDS.

Hon. W. Paterson, Minister of Customs, had a consultation in Ottawa, on Tuesday, with a number of tea importers from the different importing centres in Canada in regard to the proposed standards to govern importations.



## Do You See The Pigs?

This is not a puzzle picture, but a copy of one of our Stencils, reduced. Send to us for Stencils and Stamps and save money.

Hamilton Stamp and Stencil Works, Hamilton, Ont.  
Our 100-page Catalogue can be had on request.

# Good Advertising

## For Wide Awake Retailers

By F. James Gibson.

Our "Good Advertising" department is to help our subscribers to do better advertising. The gentleman whom we have selected as its conductor is well known as one of the foremost advertising specialists of the day. Any of our readers who desire the benefit of Mr. Gibson's criticisms on advertisements or advertising methods, or his advice on any advertising subject, can have it or both entirely free of charge by writing to him in care of this journal.

If correspondents so desire, fictitious names or initials may be used for publication. But all requests should be accompanied by the subscriber's name.

### HINTS FOR CHRISTMAS TRADE.

"WHERE can I secure my holiday supplies?" This is the question of the day. Christmas and Christmas thoughts fill the air. The spirit of commercialism is tinged with the spirit of gift giving. Hence the natural query, "Where and what shall I buy?" The result of all this is that the dealer in merchandise has, during the coming season, the greatest opportunity of the year to sell goods. The dealer who does the best merchandising and the best advertising is the one who gets the business. And the advertising is not the lesser of the two. There are a great many ways of doing holiday advertising. First of all, the store itself and the merchandise should take on a holiday aspect. That is to say, that goods suitable to the season should be pushed to the front. The show windows are of great value at a time like this. If you have a large corner window, fit it up with a Canadian winter coasting scene, showing brownies coasting, playing in the snow, etc. An ingenious carpenter can make the mountain of light timbers. White cotton batting can usually be used to give the effect of snow. A "Santa Claus window" is a time honored but still excellent idea. Old Santa, with his long beard, offering presents, just taken from the Christmas tree, to the crowd of youngsters on the opposite side of the window glass, never fails to create an effect. A "doll window," fitted up exclusively with dolls and miniature furniture, is another good idea. "What the boys want" could be shown by a window full of skates, sleds, jack-knives, books, clothing, etc. "What the girls want" might be illustrated by a window full of gloves, laces, handkerchiefs and many knick-knacks dear to the feminine heart. Another good idea would be a window full of presents suitable for men, with a card in the window drawing attention to the fact that the goods are adapted as gifts to men. Another window could be filled with goods suitable for women.

Now, as to interior decorations. Of course, the counters must be filled with tempting displays of Christmas goods, as already stated. But, in addition to these conventional exhibits, there should be larger, bolder and more original displays within the store. For instance: "A Handkerchief House" is a suggestion worth carrying out. Make a miniature house, say 10 feet high and 15 feet long. Have this made of slender timbers, which should be completely covered with handkerchiefs. Get up a guessing contest on the number of handkerchiefs in the house. An "Uncle Tom's Cabin" could be made in the same way, and completely covered with dolls, with Aunt Dinah selling dolls out of one of the windows. Aunt Dinah could be impersonated by a saleswoman brave enough to blacken up and wear an old woman's cap. To the hyper critical eyes of some this may not seem legitimate storekeeping. But you need not let that worry you if it brings the grist to your mill. One point—and make a note of it—have the newspaper advertising, the windows and the interior displays, as well as the general trend of storekeeping work in absolute harmony.

About three weeks before Christmas it would be well to come

out with a half-column or a double half-column advertisement announcing the fact that your holiday stock was ready for inspection. A double half-column is preferable to a smaller space. Follow this initial advertisement with clear cut systematic advertising. Each day, or each week, if you depend on weekly papers only, should see a new advertisement from you. If you are so unfortunate as to be located in the village where no paper is published, the next best thing is to issue a circular in newspaper size, which should be printed on both sides and liberally supplied with cuts. These cuts can be secured now-a-days at a very small cost. Single column cuts will cost about 25c.; double column cuts from 50 to 75c. Cuts about three columns wide will cost about \$1. These cuts are usually supplied by advertising syndicates, and are sold usually to only one dealer in a town. The Attractive Advertising Co., 184 World Building, New York, is one of the most reliable of these syndicates. In many instances printers in small villages and even in towns of some pretensions are not capable of properly printing these circulars. In that event, it would be wise to have the printing done in some large town or city. I am not in favor of booklets or small circulars. I believe the money spent in them could be spent to better advantage in newspaper advertising or in the large circulars I have just referred to. Reading notices in the local papers should be looked after. They only cost their preparation, and, as they arrest many eyes, they may be safely termed economical advertising.

\* \* \*

I notice some very good clothing advertising in recent Toronto papers. The "Tiger" brand clothing people have been doing some really fine work, and so has the "Fit-reform Wardrobe" as well as the Oak Hall clothiers. I take pleasure in reproducing two recent advertisements from the two latter concerns:

### Irish Frieze Ulsters.

Genuine Irish, mark you!  
Made by Hill, of Lucan, and warranted to keep their rich furzy colour till worn out.

Large comfort collar, honest tweed lining, silk back and sleeves.

Made with the fashionable double stitched seams, and equal in every respect to \$25.00 custom made, or your money back.

Fit-reform price..... \$15.00

Winter suit of Irish tweed, with that iron wear and robust appearance which have made this material a favorite with men of calibre and sober sense.

Made to order at your tailor's leisure, these would cost you \$22.00 to \$25.00.

Ready to wear in "Fit-reform"..... \$15.00

Good honest tweeds from Canadian mills, sold candidly for what they are—the best goods for the price which can be purchased, \$12.00 and \$10.00 per suit.

Your money back if dissatisfied.

**The Fit-reform Wardrobe,**  
22 King St. W. (Manning Arcade) Toronto.  
**The Kennedy Co., Limited,**  
Montreal - Toronto - Winnipeg.



# NOTICE.

## Great Reduction

in prices of  
Standard Brands  
of

# SMOKING TOBACCOS

## Something Good

**Sterling  
Royal Oak  
Louise**



Retailers can now sell these popular brands at one cent per plug less than any other brands, and, at the same time make a larger profit. The quality is better than ever.



**EMPIRE  
TOBACCO  
CO.**

... Granby, Que.

See Prices Current

## Defiance Canned Lobster

BEST IN THE MARKET

1-lb. talls.

Cable brand, talls and flats.

**J. & R. McLEA**

General Commission Merchants  
MONTREAL.

## J.Y. GRIFFIN & CO.

Wholesale Produce

... and ...

Commission Merchants

Correspondence solicited. Consignments  
handled to best possible advantage.

Prompt returns.

131 Water St. P. O. Box 28  
VANCOUVER.



## WHITE SWAN

is the standard

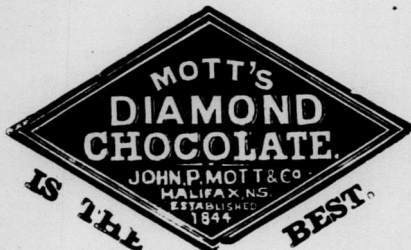
**Baking  
Powder**

for Strength, Purity and  
Wholesomeness.  
Sold by all wholesale  
dealers.

**SMITH & SCOTT**

Mfrs.

6 & 8 Bay St., Toronto.



ASK FOR

# MOTT'S

## Royal Snaps

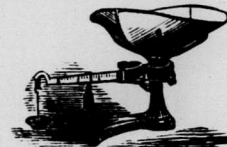
Please ask for  
samples and  
price of best  
Ginger Snap in  
Canada

THE HOME CAKE CO.  
GUELPH, ONT.

## GROCCERS, MAKE MONEY!

BE UP-TO-DATE!

**WILSON'S  
MONEY  
WEIGHT  
SCALES**



Show you in figures the weight of the purchase, also the price and the amount paid.

Handsomely Finished. **AGATE BEARINGS**  
Send for Catalogue

**C. WILSON & SON**

69 Esplanade St. E., TORONTO, ONT.

BUY

## Star Brand

# COTTON CLOTHES LINES

— AND —

## COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila  
and much better.

For sale by all Wholesale Dealers.  
See that you get them.



EVERYBODY PLEASED  
WHEN X RAY SEEDER IS USED  
**WALTER WOODS & CO.,**  
HAMILTON.

## CAN YOU AFFORD

to carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell

# Enameline

THE MODERN  
STOVE POLISH  
PASTE, CAKE OR LIQUID

If you are doing business for profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO., NEW YORK.

### GOOD ADVERTISING—Continued.

Dealers in clothing or in any other line of goods will find these two advertisements models of proper display, brevity and force. If

I am not mistaken my old friend Kennedy is responsible for the "Fit-reform" ad.

\* \* \*

## Ladies and Gentlemen, We Offer You

**Ties** of great beauty, attractive shapes and latest styles for Ladies.

**Ties** in new makes, colors, qualities and kinds for Gentlemen. And

**Ties** both useful, stylish and ornamental for Youths and Maidens.

Attention is also directed to our new **Shirt Waists, Wrappers and Parasols**, every article of which is as it should be, and a certain and positive bargain as well.

W. F. LATIMER.

The foregoing is an advertisement which has some good points about it, but which is lacking in one great essential in good advertising. It does not tell the price at which these ties of great beauty, attractive shapes, latest styles, new makes, both useful and stylish, as well as ornamental, may be bought. This ad. of Mr. Latimer's appeared in a recent issue of a Gananogue, Ont., paper. What this advertisement lacks is seriousness and earnestness. I don't believe that it sold many ties.

### A SHARP TRICK THAT FAILED.

"Some time ago," says an insurance man quoted in The Philadelphia Record, "a man asked me to accompany him home, as he had some things there to be insured. When we arrived at his house he showed me a hundred boxes of cigars, which he wanted insured. There were 100 cigars in each box, making 10,000 in all, and were valued at 10c. each, so I insured the lot for \$1,000. A few days ago the man came to me and asked for the insurance money. 'You've had no fire at your house,' I replied. 'No, but I've smoked them,' says he, 'and according to the paper, I am entitled to the money, as it reads distinctly that if goods are consumed by fire, money is paid on application.' As far as technicalities were concerned he was all right, but I knocked him cold about a minute later by saying in a very stern manner: 'All right, you'll get the money; but, according to your own confession, I will proceed at once to make a charge against you for incendiarism.' 'Well, I'll be hanged!' was all he said, and the room shook violently after he banged the door!"



## Boys' Reefers

Our Boys' Reefers embody the top notch of style and durability.

Reefers are now in season.

Our stock is complete. The reefers are comfortable, and the boys like them. The very best are made of Whipcord and fine English Worsted Serge.

### Whipcords

for ages 4 to 7, \$5.00  
for ages 8 to 10, \$5.50  
for ages 11 to 13, \$6.00  
for ages 14 to 16, \$6.50

### Worsted Serges

for ages 4 to 10, \$4.50  
for ages 11 to 13, \$5.00  
for ages 14 to 18, \$6.00

Close favorites to the Whipcords and Worsted Serges are:

### Blue Naps

for ages 4 to 9, \$3.00, \$3.50, \$4.00  
for ages 10 to 13, \$3.50, \$4.00, \$4.50  
for ages 14 to 16, \$4.00, \$4.50, \$5.00

### Frieze

for ages 4 to 10, \$3.50 and \$4.00  
for ages 11 to 13, \$4.00 and \$4.50  
for ages 14 to 16, \$5.00 and \$6.00

### Fancy Chinchillas

for ages 4 to 10, \$3.00, \$3.50, \$4.00

### Domestic Serge

for ages 4 to 10, \$2.00 to \$2.50  
for ages 11 to 15, \$2.50 to \$4.00

## OAK HALL CLOTHIERS

115, 117, 119, 121 King St. E., Toronto,  
Opposite St. James' Cathedral.

**TO  
THE  
TRADE**

# Our New Match Machines

are now in operation, and  
we are prepared to supply, in any quantity, the  
following brands of **SULPHUR MATCHES.**

*“Telegraph”*

*“Telephone”*

*“Tiger”*

See that you are fully stocked.

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

HULL, MONTREAL, TORONTO

QUEBEC, HAMILTON, KINGSTON, LONDON, ST. JOHN, N.B., HALIFAX,  
WINNIPEG, VICTORIA, VANCOUVER, ST. JOHN'S, N'FLD.

**FOR \$267.50** I will insert a fifty line advertisement twenty times in fourteen (14) of the best papers, in the 11 largest cities in Canada. A snap for Holiday and Winter Goods. All good mediums, representing a circulation of over 150 000 copies per issue. Write at once for details to THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

## THE TRADE BUILDERS OF B.C.

ARE

**OKELL & MORRIS' GOLD MEDAL BRANDS**

OF **PURE** Preserves, Pickles, Ketchups, Vinegars, Confectionery, Candied Peels

We guarantee the purity of our manufactures.

Works: VICTORIA, B.C.

**COX'S GELATINE** Always Trustworthy.  
ESTABLISHED 1726

Agents for Canada:

C. E. COLSON & SON, Montreal.  
D. MASSON & CO., Montreal.  
ARTHUR P. TIPPET & CO.,  
Toronto, St. John, N.B., and Montreal

ADVISE YOUR CLIENTS TO DRINK

**::: Chocolate for Breakfast**

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



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

VANILLA . .  
CHOCOLATES

## CHOCOLAT MENIER

The world-renowned French Vanilla Chocolate, and not that cheap stuff sold as sweet chocolate, which lacks purity and becomes injurious.

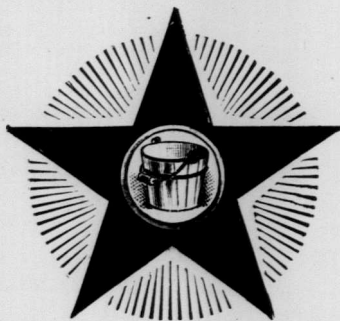
All first-class grocers keep it.

Cocoa and Chocolate can no more be compared to each other than skimmed milk to pure cream.

**HERDT & CO. 13 St. John St. Montreal**  
General Agents for the Dominion

## The "Star Brand"

of Pails, Tubs, and General Wooden-ware is always reliable. . . .



**BOECKH BROS. & COMPANY**  
Selling Agents, Toronto, Ont.

**WM. CANE & SONS, Limited**  
Manufacturers. NEWMARKET.

To merchants who have sold Cow Brand Baking Soda it is not necessary to say a word—you know the goods and where to re-order. To others we say: The **COW BRAND** has no equal. The package looks well on your shelf, and sells to afford a good profit.



We make our goods known by mailing the Cow Brand Cook Book to every house-keeper whose post office address we can get.

If your wholesale grocer has not called your attention to this Soda, send us your address and we will send you sample of **SODA** and advertising matter.

**JOHN DWIGHT & CO.**

Manufacturers

MONTREAL

TORONTO

WINNIPEG



## Dewar's Famous Scotch

Can be had from . . . .

Geo. J. Foy  
Perkins, Ince & Co.

R. H. Howard & Co.  
Adams & Burns

Toronto.

James Turner & Co., Hamilton, and all first-class houses.

## ESSENTIAL OILS

W. J. Bush & Co's Pure Essential Oils and Extracts are the best money can buy. Two generations' experience in manufacturing. Made expressly for Confectioners, Soap, Perfume, and Aerated Water manufacturers. The only goods for high-class work.

**W. P. DOWNEY, Sole Agent**

20 and 20½ St. Peter St.

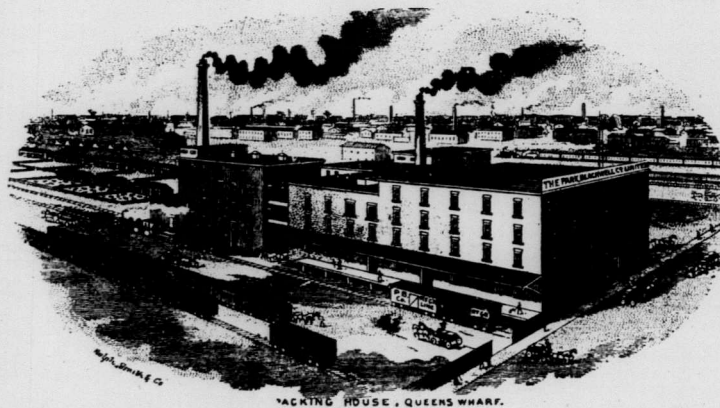
MONTREAL.

## Most Grocers

could a tale unfold, of Monsoon oft "repeats" they've sold—of patrons who were hard to please, until they tried the Monsoon Teas. No grocer ever ought to be—"just out"—of **Monsoon** <sup>Indo</sup> <sup>Ceylon</sup> Tea. Repeat your order when you know, your Monsoon stock is getting low.



MONSOON <sup>Indo</sup> <sup>Ceylon</sup> TEA Has the quality to please your best trade.



Mild Cured Hams  
Boneless B. Bacon  
Roll Bacon  
Pure Lard  
Plate Beef  
Mess Pork  
Dairy Butter  
Cheese, D. Apples

**THE PARK, BLACKWELL CO., LIMITED,**

Pork and Beef  
Packers,

**TORONTO**



# YOU WANT ONLY THE BEST, and Southwell's Orange Marmalade Southwell's Whole Fruit Jams

If you are not yet handling them  
send for price list

COME UNDER THIS LIST.

FRANK MAGOR & CO.

16 St John Street, MONTREAL.

## Crosse & Blackwell, Limited

PICKLES, SAUCES, MALT VINEGAR  
JAMS and CONDIMENTS  
KIPPERED HERRINGS <sup>in</sup> Tomato or Shrimp Sauce.

C. E. COLSON & SON, MONTREAL

### Current Market Quotations for Proprietary Articles

Dec. 1, 1898.  
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

#### BAKING POWDER.

<b>PURE GOLD.</b>	
3 oz. cans, 4 and 6 doz. in case	88
4 oz. cans, 4 and 6 doz. in case	95
6 oz. cans, 2 and 4 doz. in case	1 40
8 oz. cans, 2 and 4 doz. in case	1 80
12 oz. cans, 2 and 4 doz. in case	2 70
16 oz. cans, 2 and 4 doz. in case	3 60
2 1/2 lb. cans, 1 and 2 doz. in case	9 10
4 lb. cans, 1 doz. in case	14 40
5 lb. cans, 1 doz. in case	18 00
<b>Cook's Friend—</b>	
Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 "	2 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00
<b>Diamond—</b>	
1 lb. tins, 2 doz. in case	per doz. 1 20
1 lb. tins, 3 "	80
1/2 lb. tins, 4 "	60
<b>THE F. F. DALLEY CO.</b>	
Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases	per doz. \$0 75
English Cream, 1/2 lb. tins, 4 to 6 doz. cases	1 5
1 lb. tins, 2 to 4 doz. cases	2 00
Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases	0

1/2 lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
1/2 lb. jellies	1 25
1 1/2 lb. jellies	2 25
1 1/2 lb. Crown sealers	2 75

<b>JERNEY CREAM BAKING POWDER</b>	
7/8 size, 5 doz. in case	40
1/2 " 4 " " "	75
1/2 " 3 " " "	1 25
1 " 2 " " "	2 25

<b>SNOW DRIFT BAKING POWDER.</b>	
1/4 lb. tins, 4 doz. in case	per doz. \$ 75
1/2 " 3 " " "	2 00
3 " 1 " " "	6 50
5 " 1/2 " " "	10 00
10 lb. boxes	per lb. 16
35 lb. pails	16

<b>WHITE SWAN BAKING POWDER.</b>	
1/4 lb. tins, 3 doz. in case	per doz. 0 80
1/2 " 3 " " "	1 20
1 " 3 " " "	2 00
5 " 1 " " "	9 00

<b>CANADA MFG. CO.</b>	
Queen Baking Powder, 1/2-lb. tins	1 20
1-lb. tins	2 15

<b>BLACKING.</b>	
<b>P. G. FRENCH BLACKING</b>	
per gross	
No. 4, 1/4 grs. bxs.	\$4 00
" 6, 1/4 " "	4 50
" 8, 1/4 " "	7 25
" 10, 1/4 " "	8 25
" 10, Jet Enamel.	8 25

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

#### THE ALPHA CHEMICAL CO.

<b>Stove Polish—</b>	
Quickshine	per gross 9 00
Polish	9 00
Electric Crown Paste	8 00
Electric Crown Lead Bar	7 80

<b>Patent Stove Polish—</b>	
Sunlight Lead Bar 6's	\$2 25
Packed in 1/2 gross cases	
Sunlight Liquid, 1/4 gross cases	10 30
Moody's Black Lead 3's	4 25
1/2 gross case	
Reliable Stove Pipe Varnish	1/4 gross cases 14 40
6-oz. bottles	12 00

Quickshine Pipe Varnish	12 00
1/4 gross cases pressed top tins	
Alpha Metal Polish No. 2	9 00
Shoe Dressing—in 1/4 gross cases	
French Oil in 3-doz. cases	2 20
Reliable Shoe Dressing	9 00
Eclipse Combination tan	12 00
Moody's Ox Blood	12 00
Chocolate	12 00

Alpha Chemical Co. French Castor Oil	9 00
Alpha Chemical Co. Refined Sweet Oil	9
Alpha Chemical Co. Turpentine	7 80
Moody's Non-Corrosive Inks	4

<b>Shoe Blacking—</b>	
Reliable French Blacking, No. 5	9 00
No. 2	4 50
United Service Blacking No. 4	8 00
United Service Blacking No. 1 1/2	4 25
Patent Leather Polish No. 1 1/2	9 00
Waterproof Dublin No. 4	9 00

#### BIRD SEEDS

<b>THE F. F. DALLEY CO.</b>	
Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06 1/2
<b>NICHOLSON &amp; BROCK.</b>	
Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05
Bird sea-gravel, 10c. pkts., 24 in case	0 06
" " " " " "	48 " 03

<b>BLUE.</b>	
<b>KEEN'S OXFORD.</b>	
Per lb.	\$0 17
In 10 box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

<b>BLACK LEAD.</b>	
Reckitt's, per box	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	

<b>SILVERINE.</b>	
Per gross.	
No. 4—5c. size	\$1 85
No. 6—8c. size	5 50
No. 8—10c. size	6 60

<b>STOVE POLISH.</b>	
<b>RISEING SUN STOVE POLISH</b>	
For durability and for cheapness this preparation is truly unrivalled	
Per gross.	
Rising Sun, 6-oz. cakes, 1/4 gross bxs.	\$ 8 50
Rising Sun, 3-oz. cakes, gross bxs	4 50
Sun Paste, 10c. size, 1/4 gross boxes	10 00
Sun Paste, 5c. size, 1/4 gross boxes	5 00

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J. Apples  
RONTO



# MEAT CURING SALT.

For this purpose we make a special quality of salt that is largely used by prominent Canadian packing-houses. Some of these firms are very particular---they have a large export business in choice bacon for the critical English market---yet they find our meat salt equal to the highest grades of imported salt at twice the price. We are anxious to ship a trial carload to any pork-packer who has not yet tried it.

# COARSE SALT.

Our stocks of this at present are unusually good ---clean and dry, and ready for immediate shipment.

# COLEMAN'S DAIRY SALT.

The favorite brand with successful butter and cheesemakers. Every dealer should have a supply.

---

**R. & J. RANSFORD, - Clinton**

0 45  
 .. 0 30  
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 .. 0 40  
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 .. 0 18  
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**WESTERN** ASSURANCE COMPANY

**Fire and Marine**

Capital, subscribed \$2,000,000.00  
 Capital - - - 1,000,000.00  
 Assets, over - - 2,320,000.00  
 Annual Income - 2,800,000.00

Head Office: TORONTO, ONT.

Hon. Gen. A. Cox, President, J. J. Kenny, Vice-President,  
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Limited

**CAPITAL - \$25,000**

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79, 80, 81, 82 Confederation Life Building  
 TORONTO, ONT.

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**The Toronto Patent Agency**

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TORONTO, ONT.

**Oakville Basket Co.**

MANUFACTURERS OF



- 1. 2, 3 bushel grain and root baskets.
- 2. 2, 3 wicker lunch baskets.
- 3. 2, 3 clothes baskets.
- 4. 2, 3 market baskets.
- Butcher and Crockery baskets.
- fruit packages of all descriptions.

For sale by all Woodenware Dealers.

OAKVILLE, ONT.

**CAPITAL CITY BUSINESS COLLEGE**

A. M. Holmes, M. A., Principal.

Shorthand, Bookkeeping, Penmanship, Telegraphy, Business Correspondence and Proofreading, Pitman's or Hunt's shorthand, per month, \$1.50; White's Phonography, per month, \$2.00; Telegraphy, per month, \$1.00; Bookkeeping and Business Practices, per course, \$15.00; Penmanship and Business Practices, per month, \$5.00; Term night, per month, \$1.00; Night School, per month, \$1.00; Private Lessons, each, \$1.00. Address: A. M. HOLMES, Principal, Cor. Bank and Sparks Sts., Ottawa.

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To buy well, watch the latest prices and information in the special trade press.

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Samples Free  
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**GRIMBLE'S** English Malt  
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GRIMBLE & CO., Limited, LONDON, N.W. ENG.

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Reads every paper in Canada and clips therefrom all articles of a business or personal nature of interest to subscribers in this department.

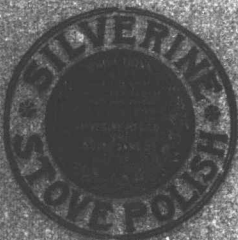
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The best goods to the best customers is the best policy for best merchants.



**SILVERINE**

the best Stove Polish on the market. We guarantee the quality.

See our prices in Grocers.

Agents in Nelson, B. C., Winnipeg, Toronto, Quebec and St. John.

**SILVERINE CO., MONTREAL**

**ACETYLENE GAS**

The Safety Light and Heat Co. have in successful operation machines from 5 to 200 lights.

Simplicity and safety are the leading features. Being deeply water sealed it cannot leak. It makes the gas cool, washes it twice, and thus makes only pure gas. Never clogs the burners.

**THE SAFETY LIGHT & HEAT CO.**

Sole proprietors and manufacturers of the celebrated **Dundas, Ont.**  
**OLIFF-WARDLAW GENERATORS.** Send for Booklet.

**McLAREN'S**



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

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

# NOT A LOTTERY

PITTSBURGH LAMPS

This season's Pittsburgh metal lamps are the right sort in which all lamp sellers would do well to invest, as they are assuredly "dividend earners." The demand for them is enormous. Our low prices leave room for fair "dividends" for lamp sellers.

## WITHOUT AN EQUAL

PITTSBURGH LAMPS

# GOWANS, KENT & CO.

Agents for Canada

TORONTO.



## Imitation is the sincerest flattery.

Since the establishment of our factory in '83, many have tried to manufacture a Condensed Mince Meat to equal "Wethey's." You know the result. They soon found they could not equal the real thing, and people would have nothing to do with their imitations, so they have had to back down, one by one.

Stock only with WETHEY'S.

### J. H. WETHEY

Sole Manufacturer.

St. Catharines, Ont.

# LEA AND PERRINS'

Observe  
that the  
SIGNATURE

Is now printed  
in blue ink  
diagonally  
across the

OUTSIDE WRAPPER

Of every Bottle of the

Sold Wholesale by the Proprietors, Worcester;  
Grosse & Blackwell, Limited, London;  
and Export Oilmen generally.

RETAIL EVERYWHERE.

ORIGINAL...  
WORCESTERSHIRE

## SAUCE

AGENTS—J. M. Douglas & Co., and C. E. Colson & Son, Montreal

### THE DOMINION BANK

Capital (paid-up).....\$1,500,000  
Reserve Fund..... 1,500,000

DIRECTORS

HON. SIR FRANK SMITH President.	W. INCE.	W. R. BROCK.
E. B. OSLER, M.P. Vice-President.	EDWARD LEADLEY.	WILMOT D. MATTHEWS.
	A. W. AUSTIN.	

HEAD OFFICE TORONTO

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TORONTO—Dundas street, corner Queen.

" Market, corner King and Jarvis street.

" Queen street, corner Esther street.

" Sherbourne street, corner Queen.

" Spadina avenue, corner College.

Drafts on all parts of the United States, Great Britain

and Europe bought and sold.

Letters of Credit issued available at all points in Europe, China and Japan.

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J. CHITTENDEN  
TREASURER.

ESTABLISHED 1849.

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MERCANTILE AGENCY  
THE BRADSTREET COMPANY.

Executive Offices, PROPRIETORS

NOS. 346-348 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.

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THOS. C. IRVING, Superintendent.

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## 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for Cleaning Cutlery.

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

Wellington Mills, London, Eng

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